

PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)

CONTRACT AWARD PROFORMA – I

NAME OF THE ORGANIZATION / DEPTT : TRADING CORPORATION OF PAKISTAN (PVT.) LIMITED

FEDERAL / PROVINCIAL GOVT : FEDERAL GOVERNMENT.

TITLE OF CONTRACT: IMPORT OF 300,000 MT WHEAT (+/- 5% MOLSO)

TENDER NUMBER : TCP/MA&ID/WHEAT/20-4/2020

BRIEF DESCRIPTION OF CONTRACT: INTERNATIONAL TENDER FOR IMPORT OF 300,000 MT WHEAT TO MEET THE DOMESTIC SHORTAGE OF WHEAT.

TENDER VALUE: PKR 14,520,990,000

ENGINEER'S ESTIMATE: NIL (for civil works only)

ESTIMATED COMPLETION PERIOD: 05 MONTHS (APPROXIMATELY)

WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL PROCUREMENT PLAN? : NO

ADVERTISEMENT:

- (iv) PPRA Website YES
- (v) (Federal Agencies) (PPRA's tender number: TS432131E)
- (vi) Newspaper: YES (Express Tribune 27/9/20, Jung 28/9/20)

TENDER OPENED ON (DATE AND TIME): 05-10-2020 (1630 HOURS)

NATURE OF PURCHASE: INTERNATIONAL

EXTENSION IN DUE DATE (If any): YES

NUMBER OF TENDER DOCUMENTS SOLD: EIGHT

WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS: YES (Annex-A)

PUBLIC PROCUREMENT REGULATIONS, 2009

WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS: YES(Annex-B)

WHICH METHOD OF PROCUREMENT WAS USED:- (Tick one)

- (a) SINGLE STAGE – ONE ENVELOPE PROCEDURE _____
- (b) SINGLE STAGE – TWO ENVELOPE PROCEDURE _____
- (c) TWO STAGE BIDDING PROCEDURE _____
- (d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE _____

Please specify if any other method of procurement was adopted with brief reasons (i.e. Emergency, Direct Contracting, Negotiated Tendering etc.): open competitive bidding was followed with the relaxation of



Rule-13 & 35 of PPRA and negotiation were also carried out with the lowest and other responsive bidders to match the lowest bid price received against the tender, under approval from the Federal Cabinet (Annex-C).

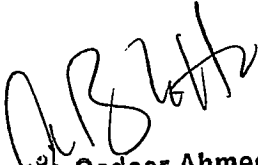

WHO IS THE APPROVING AUTHORITY: BOARD OF DIRECTORS

WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING: YES (in the instant case the import is carried out on the directives of the Federal Cabinet who gave relaxation of Rule-13 & 35 of the PPRA Rules, 2004 and also allowed negotiated tendering for the procurement of wheat)

NUMBER OF BIDS RECEIVED: EIGHT

WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER: YES

WHETHER INTEGRITY PACT WAS SIGNED: YES


 **Qadeer Ahmed Bhutto**
General Manager
TRADING CORPORATION OF PAKISTAN
Ministry of Commerce
Government of Pakistan
Karachi.

10/05/2020

ii. **SUBMISSION OF BIDS:**

- a. The bid documents can be purchased from designated offices / downloaded from the website of TCP till 1000 hours on **October 5, 2020**. Interested foreign suppliers may submit their bids in sealed envelopes to be dropped in the Tender Box placed at Reception Counter of TCP at 4th Floor, Block "B", Finance & Trade Centre, Shakra-e-Faisal, Karachi on **October 5, 2020** latest by 1100 hours. Bids received through fax, cable, courier or any other means except as prescribed above shall not be considered. The bids received will be opened at 1130 hours (thirty minutes after deadline for submission of bid) in the TCP Board Room in presence of bidders or their authorized representatives who may wish to be present.
- b. The bidders are required to furnish the following documents alongwith their bids:
- i. Name and address of the firm with telephone and fax numbers and e-mail address (**Principal Supplier**).
 - ii. Certificate of membership of concerned recognized trade association or chamber as the case may be (**Principal Supplier**).
 - iii. Company's profile and Name of Directors/Partners/Proprietor (**Principal Supplier**).
 - iv. Name and address of Local Representative with telephone and fax numbers e-mail address, CNIC & NTN.
 - v. Proof of registration with tax authorities (**Local Representative**).
 - vi. An Affidavit on stamp paper of PKR 100/- to the effect that either the principal supplier/company or his local representative had never been black listed by TCP or any Government department/autonomous body.
 - vii. Financial status report about its financial standing and business integrity by the party's bank on its letter head (**Principal Supplier**).
 - viii. Copy of the agreement signed between the principal and the Local Representative. The foreign based manufacturer can participate through a local representative by providing copy of such agreement as mentioned above.
 - ix. An Affidavit on stamp paper of PKR 100/- from the applicant that all the papers/documents and the information furnished by him / them are genuine and true in the terms of their contents and that if established otherwise at any later stage during the processing, he/she will be liable to blacklisting attracted under TCP's public notice No.1 of 2010 dated September 03, 2010, besides other action that the corporation might deem fit to take. The affidavit must be submitted on the prescribed proforma given at **ANNEXURE-II** of Tender Terms.
- c. All bids must be submitted on the prescribed proforma given at **ANNEXURE-I** along with original receipt of Rs.2000/- on account of purchase of tender documents in the name of Bidder or his authorized Local Representative or Pay Order/Bank Draft in favor of TCP for the equivalent amount.
- d. The tender documents can also be downloaded from official websites of TCP www.tcp.gov.pk and PPRA www.ppra.org.pk. However, in such case, cash receipt from TCP Cash Section or a Pay Order/Demand Draft for Rs.2,000 (Rupees Two Thousand Only) in favor of Trading Corporation of Pakistan, Karachi must be submitted along-with the bid.



- e. Bids must be submitted through Bidder's representative and must accompany Bidder's (Principal's) authority letter in original on his letter head (or fax, to be replaced by original) duly signed and stamped, as per the attached Performa **(ANNEXURE-III)**, a copy of which shall be sent to G.M. (MA&ID). TCP also directly by the Bidder through fax (before opening of bids) as well as courier.
- f. The Bidder shall undertake in writing **(ANNEXURE-IV)** along with the Bid that he shall supply wheat free from Tilletia Indica/Tilletia Walker and also undertake that they shall not source the wheat from the areas/regions of the country of origin where presence of Tilletia Indica/Tilletia Walker is notified or suspected.
- g. The local representative of the bidder will be authorized to obtain tender documents, submit offers, negotiate and sign contracts and other documents on behalf of principal bidder. In case of litigation and/or arbitration between TCP & principal bidder, summons or any other legal process served on the Local Representative shall be admitted and held as valid as if served upon the principal bidder.
- h. The Buyer reserves the right to bifurcate the quantity.
- i. The Buyer reserves the right to accept or reject any or all bids wholly or partially or counter the Bid(s) or bifurcate or increase/decrease the tender quantity as per PPR-2004.
- j. Letter(s) of Acceptance/award will be issued by fax as well as by courier to the successful Bidder(s) and/or his/their representative(s) in Pakistan within the validity of offer.
- k. The interested parties who have not fulfilled their contractual obligation with TCP shall not be eligible to participate in the Bids, unless they clear their dues along with penalties or fulfill their contractual obligations in services and commodities with TCP, as the case may be, before tender opening date. Furthermore, the suppliers against whom black listing process has been initiated or they have been black listed by TCP are not eligible to participate.

6. **BID EVALUATION CRITERIA:**

Bid shall be evaluated solely on price basis subject to their conformity with terms and conditions of tender documents.

7. **COUNTRY OF ORIGIN:**

- a) "Country of Origin of Wheat offered should be specifically mentioned in the Bid Form **ANNEXURE-I**. Bidder will give a certificate confirming the availability of stock".
- b) The cargo (wheat) should not be originated from Israel or any other banned country.

8. **VALIDITY:**

Offers should be valid for **Forty Eight (48) hours** from opening time of the bids.

9. **BID SECURITY:**

- a. Bid shall be accompanied by an original Bid Bond equivalent to **Two percent (2%) of the CFR value** of the offered quantity of the Bid in the form of a Demand

Most Immediate



Government of Pakistan
Ministry of Commerce



Ph: 051-9105888
Fax: 051-9205841

Islamabad, the 7th August, 2020

No. 119/2020-Imp-II

OFFICE MEMORANDUM

Subject: IMPORT OF WHEAT THROUGH TRADING CORPORATION OF PAKISTAN (TCP)

The undersigned is directed to enclose herewith the decision of the Cabinet in Case No. 540/30/2020 dated 04-08-2020 on the subject cited above for further necessary action.

Moreover, the requisite funds required for import of wheat may be intimated to this Ministry at the earliest so that the matter may be taken up with the Finance Division.

Encl: As Above

(Hafiz Muhammad Ahmed)
Section Officer (Imp-II)

1cc: Chairman,
Trading Corporation of Pakistan
Karachi

Case No. 540/30/2020 Dated: 04-08-2020	Import of Wheat through Trading Corporation of Pakistan (TCP)
Presented by: National Food Security and Research Division	

DECISION

The Cabinet considered the summary titled '**Import of Wheat through Trading Corporation of Pakistan (TCP)**' dated 3rd August, 2020, submitted by the National Food Security and Research Division, and approved the proposal contained in Para 6(a) of the summary with the following exemptions/permissions:

- a. Exemption of Rule 13 and 35 of Public Procurement Rules 2004.
- b. Permission for negotiation with other suppliers to match the lowest price/bid option as it will help to increase competition as well as efficiency to bring commodity well within the prescribed time.
- c. Exemption from all duties and taxes on import of Wheat by TCP.
- d. Formal allocation of requisite funds or cash credit allocation for opening of L/C by TCP to be worked out between Commerce Division and Finance Division
- e. Recipient agency /ies to be nominated by the MNFS&R at the earliest to ensure timely and smooth transfer from the ports, storage, logistics and supply to respective destinations.



PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)
CONTRACT AWARD PROFORMA – II

NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS: ELEVEN

NAME AND ADDRESS OF THE SUCCESSFUL BIDDER:

- i) M/s. Aston Agro Industrial, Russia (Lowest Bidder)
- ii) M/s. CHS Inc., USA (Through matching lowest bid option)
- iii) M/s. Grain Export SA (Through matching lowest bid option)

RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT:

SR. NO.	NAME OF SUPPLIER	NAME OF LOCAL AGENT	RATES (US\$/MT)
1.	Aston Agro Industrial, Russia	Popular Enterprises	278.50
2.	Grain Export, Russia	International Trading House	280.00
3.	CHS Inc. USA	Coral Trading (Pvt.) Limited	283.00
4.	Promising International	Zulfiqar Trading House	283.65
5.	Louis Dreyfus Suisse Company	Louis Dreyfus Pakistan Company	284.94
6.	Agrocorp International, Singapore	United Resources Corporation	286.95
7.	Swiss Singapore, Singapore	Fertline (Pvt.) Ltd.	289.95
8.	Ameropa	United Resources Corporation	290.00

NEED ANALYSIS (Why procurement was necessary?): The Federal Cabinet/ECC decided to import 1,500,000 MT Wheat on 04-08-2020 in order to mitigate the shortage and soaring prices of wheat in the domestic market.

IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE REASONS (Briefly describe) NO

WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READ OUT AT THE TIME OF OPENING OF BIDS: YES

DATE OF CONTRACT SIGNING: CONTRACT WAS AWARDED ON 08-10-2020 (ASTON AGRO FOR 120,000 MT, GRAIN EXPORT FOR 100,000 MT AND CHS INC. FOR 110,000 MT)

CONTRACT AWARD PRICE: US\$ 278.50 PER METRIC TON (330,000 MT)

WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL BIDDERS: YES (Annex-A)


ANY COMPLAINTS RECEIVED: NO

ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/ DOCUMENTS: NO

DEVIATION FROM QUALIFICATION CRITERIA: NO

SPECIAL CONDITIONS, IF ANY: NO

[F.No.2/1/2008/PPRA-RA.III]

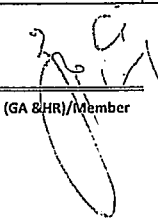

Gadeer Ahmed Bhutto
General Manager
TRADING CORPORATION OF PAKISTAN
Ministry of Commerce
Government of Pakistan
Karachi.


**TRADING CORPORATION OF PAKISTAN (PVT) LTD
(BID EVALUATION REPORT)**

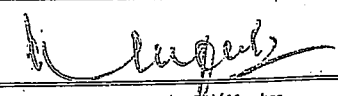
File No. TCP/MA&I/WHEAT 20-4/2020-21

SUBJECT: BID EVALUATION OF INTERNATIONAL TENDER NO. TCP/MA&I/Wheat 20-4/2020-21 OPENED ON 05-10-2020 AT 1630 HOURS FOR IMPORT OF 300,000 MT WHEAT


S No.	Name of Bidder (Principal)	Name of Bidder (Local Agent)	Bulk (CFR Basis)		2% Bid Security (US\$) (Required)	Bid Security (US\$) (Submitted)	Country of Origin	Complete Details of the bidder as required under clause 5 II (b)	Bid Form Along with Receipt of Tender Purchase Form Submitted	Remarks
			Qty Offered	Rate per MT in US\$						
1	Promising International	Zulfiqar Trading House	100,000	283.65	567,300	573,900	EU/Argentina/Brazil/Uruguay/Russia/Ukraine and Australia.	Yes	Yes	Responsive
2	Louis Dreyfus Company	Louis Dreyfus Company Pakistan (Pvt.) Ltd.	110,000	284.94	626,868	638,000	Russia/Ukraine/Lithuania/Latvia/Estonia/Germany/Romania/France/Argentina/Australia/US/Poland.	Yes	Yes	Responsive
3	Ameropa	United Resources Corp.	100,000	290.00	580,000	600,000	Russia/Ukraine/Argentina/Brazil/Uruguay/Australia/Canada/Europe/Serbian/Poland/Lituanla/Latvia	Yes	Yes	Responsive
4	Swiss Singapore Overseas	Fertline Pvt. Ltd.,	100,000	289.95	579,900	580,000	Russia/Ukraine/USA/Argentina/Brazil/Australia//Canada/France/Poland/Lituanla/Latvia/Germany/Estonia/Romania/Bulgaria	Yes	Yes	Responsive
5	Grain Export	International Trading House	100,000	280.00	560,000	560,000	Russia/Ukraine or any other Origin at Seller's Option	Yes	Yes	Responsive
6	CHS Inc. USA	Coral Trading Pvt Ltd	100,000	283.00	566,000	1,200,000	Black Sea Region/European Union/Brazil/Argentina/US/Canada/Australia/any other permissible origin.	Yes	Yes	Responsive
7	Agro Corp, Pte Singapore	United Resources Corp.	100,000	286.95	573,900	700,000	Ukraine/Russia/Brazil/Argentina/Uruguay/Australia/Canada/Europe/Serbian/Poland/Lituanla/Latvia/USA/Germany/Romania/Bulgaria.	Yes	Yes	Responsive
8	Aston Agro Industrial	Popular Enterprises	120,000	278.50	668,400	1,100,000	Russia	Yes	Yes	Responsive


D.G.M Incharge (GA & HR)/Member


General Manager (REM&S)/ Member


General Manager (DPOB)/ Member


Chief Internal Auditor/Member


Chief Financial Officer /Convener