

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 100,000 MT SUGAR (+/- 5% MOLSO)

TENDER NUMBER : TCP/MA&ID/SUGAR/20-3/2020

BRIEF DESCRIPTION OF CONTRACT: INTERNATIONAL TENDER FOR IMPORT OF 100,000 MT SUGAR (+/- 5% MOLSO) TO MEET THE DOMESTIC SHORTAGE OF SUGAR.

TENDER VALUE: PKR 5,150,405,000

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: TS430818E)
- (vi) Newspaper: YES (Business Recorder 11/9/20, Duniya 11/9/20)

TENDER OPENED ON (DATE AND TIME): 15-09-2020 (1630 HOURS)

NATURE OF PURCHASE: INTERNATIONAL

EXTENSION IN DUE DATE (If any): YES

NUMBER OF TENDER DOCUMENTS SOLD: FOUR

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 negotiations 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).

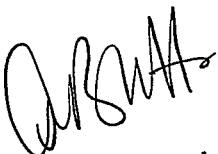

WHO IS THE APPROVING AUTHORITY: BOARD OF DIRECTORS

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 sugar)

NUMBER OF BIDS RECEIVED: THREE

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.

SUGAR 20/3

- Note: i. It may be ensured that all the requirements and the standards prescribed by Pakistan Standards and Quality Control Authority shall be complied with strictly.
- ii. It may also be ensured that the cargo shall have atleast 50% (fifty percent) of the shelf life at the time of arrival at Karachi, Pakistan. Where this condition is not printed on the packing, a certificate issued by the Manufactures or Principals in respect of these conditions shall be accepted by Customs Authorities.

6. **COUNTRY OF ORIGIN:**

- a. Country of Origin of White Sugar offered should be specifically mentioned in the Bid Form **Annexure-III**. Bidder shall give a certificate confirming the availability of stock.
- b. The cargo (White Sugar) should not be originated from Israel or any other banned country.

7. **METHOD OF PROCUREMENT:**

Single Stage–One Envelope.

8. **VALIDITY:**

Offers should be valid up to **03 calendar days** from the opening of the bids.

9. **CLARIFICATION / REJECTION OF BIDS:**

i. **BASIS OF OFFERS/ PRICE**

- a. The price shall be quoted in US dollar per metric ton on CFR KARACHI (in break bulk or containers) or DPU at TCP's Pipri godown, Karachi basis (in Containers only) as per Bid Form (**Annexure-III**). However, separate rate should be quoted for each mode of supply specifically mentioning quantity, which should not be less than 25,000 MT.
- b. Afloat cargo shall not be accepted.
- c. Only single rate to be quoted by the bidder for all the discharge ports in Karachi, Pakistan. The discharge port will be subject to clause 3(g).

ii. **SUBMISSION OF BIDS:**

- a. The bid documents can be purchased from designated offices / downloaded from the website of TCP. Interested foreign White Sugar suppliers through their Local Representatives 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, Shahrah-e-Faisal, Karachi on **September 15, 2020 latest by 1600 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 **1630 Hours** on the same day (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, NTN & CNIC.

- 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 letterhead (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-IV of Tender Terms.
- c. All bids must be submitted on the prescribed proforma given at Annexure-III 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-V), 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 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.
- g. The Buyer reserves the right to bifurcate the quantity.
- h. 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.
- i. Letter(s) of Acceptance/award will be issued by fax as well as by courier to the successful Bidder(s) and/or his/their Agent(s) in Pakistan within the validity of offer.
- j. 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.

10. **BID SECURITY:**

- a. Bid shall be accompanied by an original Bid Bond equivalent to **Two Percent (2%) of the DPU or CFR value** of the offered quantity of the Bid in the form of a Demand Draft or Pay Order in US Dollars or in the form of Bank Guarantee (on prescribed form as at **Annexure-VI**) in US Dollars. The amount of bid security equivalent to **Two Percent (2%) of the DPU or CFR value** of the bid can also be remitted to TCP's foreign currency account No. PK93SIND0003321163612500 in US Dollars (Title: Trading Corporation of Pakistan) in the Sindh Bank, Karachi Administration Society Branch, Plot No.SA/90, Block 08, KACHS, Near Sitara Bakery, Karachi with a credit advice from the Sindh Bank to TCP (General Manager, MA&ID) prior to opening of the tender.
- b. The bid security must be verifiable and en-cashable at the counter of issuing (in case Bid Security is issued by local banks) and verifiable and en-cashable at the counter of local confirming bank (in case Bid Security is issued by foreign bank) in Pakistan. TCP has the right to request the confirmation and encashability from the confirming local bank in writing at the time of Bid Evaluation.
- c. Bid Security of the unsuccessful Bidder(s) will be returned to them within seven days of award of the tender.
- d. **The Performance Guarantee shall be furnished within Four (04) working days.** However, the bid Security of the successful bidder(s) would be considered as Performance Guarantee till submission of required Performance Guarantee within the stipulated period i.e. 04 (Four) working days (refer clause-13).

11. **BID EVALUATION CRITERIA:**

- a. Bid shall be evaluated solely on price basis subject to their conformity with terms and conditions of bid documents.
- b. Offers for containerized shipment on CFR basis, below by US Dollar 06 PMT (Dollar Six only) than the offer of Break Bulk on CFR basis shall be deemed equivalent.
- c. Offers for containerized shipment on DPU basis, higher by US Dollar 12 PMT (US Dollar Twelve only) than the offer of Break Bulk on CFR basis shall be deemed equivalent.
- d. Similarly the Offers for containerized shipment on DPU basis, higher by US Dollar 18 PMT (US Dollar Eighteen only) than the offer of containerized shipment on CFR basis shall be deemed equivalent.

12. **DOCUMENTS CONSTITUTING CONTRACT:**

The IFB (Invitation for Bids), the Terms & Conditions of Tender and the Letter of Acceptance/Award issued by the Buyer shall constitute the Contract between the Buyer and the Seller. This is subject to signing of "Integrity Pact" by the seller immediately on award of contract as per the format at **Annexure-VII**.

13. **PERFORMANCE GUARANTEE:**

- a. Successful bidder will be required to furnish a Performance Guarantee, for due and satisfactory performance of the contract, equal to **Five (5) percent** of the value of the contracted goods within **FOUR (04) working days** from award of contract, in the form of a Bank Guarantee from a Prime Bank to be furnished in the prescribed form (**Annexure-VIII**) in favour of Trading Corporation of Pakistan (Pvt.) Limited or in the form of a (Demand Draft) or (Pay Order) in US dollars. The amount can also be remitted to TCP's Foreign Currency A/C No. PK93SIND0003321163612500 in the Sindh Bank, Karachi



The original
of the
of the

Section Officer (Imp-II)
(Date)

As above

Moreover, the requisite funds required for import of sugar may be intimated to
this Ministry at the earliest so that the matter may be taken up with the Finance Division.
Case No. 541/60/2020 dated 04-08-2020 on the subject cited above for further necessary action.
The undersigned is directed to enclose herewith the decision of the Cabinet in

Subject: **REPORT OF SUGAR THROUGH TRADING CORPORATION OF PAKISTAN (CTD)**

OFFICE MEMORANDUM

Islamabad, the 7th August, 2020

PL:051.9103838
FA:051.9205241

Government of Pakistan
Ministry of Commerce



1/08/2020

Case No. 541/30/2020 Dated: 04-08-2020	Ratification of the Decisions taken by the Economic Coordination Committee (ECC) of the Cabinet in its meeting held on 28-07-2020
Presented by: Cabinet Division	

DECISION

I. The Cabinet considered the summary titled 'Ratification of the Decisions Taken by the Economic Coordination Committee (ECC) of the Cabinet in its Meeting held on 28-07-2020' dated 30th August, 2020, submitted by Cabinet Division, and ratified the decisions taken by ECC in the following cases:

S. No.	Title	Divisions
1.	Upgradation of Habib Bank Limited Representative Office in: Beijing to Branch and Remittance of RMB 300 million being Capital of proposed Branch from Pakistan.	Finance
2.	Technical Supplementary Grant of Rs.340.070 million for Operationalization of Swat Motorway.	Communications
3.	Import of Refined White Sugar to maintain buffer stocks.	Industries and Production
4.	Emergency Assistance for fighting against Covid-19 Pandemic.	Climate Change

II. The Cabinet further decided to allow the following:

- I. TCP to Import of 300,000 MT of white Sugar.
- II. Exemption of Rule 15 and 35 of Public Procurement Rules 2004.
- III. 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.

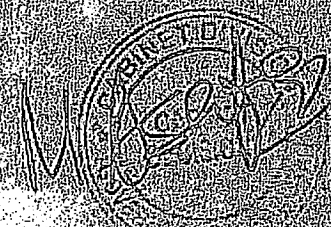


Exemption from all duties and taxes on import of sugar by TGP.

v. Formal allocation of requisite funds or cash credit allocation for opening of L/C by TGP to be worked out between Commerce Division and Finance Division.

vi. Recipient agency /ies to be nominated by the Ministry of Industries at the earliest to ensure timely and smooth transfer from the ports, storage, logistics and supply to respective destinations.

iii. The remaining agenda items are to be considered for ratification in the next Cabinet meeting.



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

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

NAME AND ADDRESS OF THE SUCCESSFUL BIDDER:

- i) M/s. Louis Dreyfus Suisse Company, Switzerland
- ii) M/s. Sucden Middle East, Dubai, UAE

RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT:

SR. NO.	NAME OF SUPPLIER	NAME OF LOCAL AGENT	RATES (US\$/MT)
1	Louis Dreyfus Suisse Company	Louis Dreyfus Pakistan Company	425.00
2	Sucden Middle East	Coral Trading	432.80
3	Al-Khaleej Sugar	United Resources Corporation	449.80

NEED ANALYSIS (Why procurement was necessary?): The Federal Cabinet/ECC decided to import 300,000 MT Wheat on 04-08-2020 in order to mitigate the shortage and soaring prices of Sugar 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 17-09-2020

CONTRACT AWARD PRICE: US\$ 425.00 PER METRIC TON (76,700 MT)

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

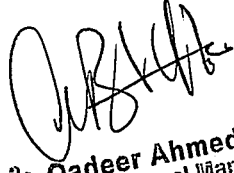
ANY COMPLAINTS RECEIVED: NO

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]



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


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

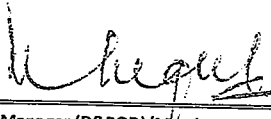
File No. TCP/MA&/SUGAR 20-3/2020

SUBJECT: BID EVALUATION OF INTERNATIONAL TENDER NO. TCP/MA&/SUGAR 20-3/2020 OPENED ON 15-09-2020 AT 1630 HOURS FOR IMPORT OF 100,000 MT SUGAR


S No.	Name of Bidder (Principal)	Name of Bidder (Local Agent)	Break Bulk (CFR Basis)		Containerized (CFR Basis)		Containerized (DPU Basis)		Acceptable Quantity (MT)	Bid Security (US\$) (Submitted)	Country of Origin	Complete Details of the bidder as required under clause 9 II (b)	Bid Form Along with Receipt of Tender Purchase Form Submitted	Remarks
			Qty (MT)	Rate per MT in US\$	Qty (MT)	Rate per MT in US\$	Qty (MT)	Rate per MT in US\$						
1	Louis Dreyfus Suisse Company	Louis Dreyfus Suisse Pakistan Company	26,700	425	Nil	Nil	Nil	Nil	26,700	226,950	Brazil	Yes	Yes	Responsive
2	Al Khaleej Sugar	United Resources Corporation	100,000	449.8	Nil	Nil	Nil	Nil	100,000	1,050,000	UAE and/or Brazil and/or Algeria and/or Egypt and/or Thailand and/or Argentina and/or South Africa and/or Cuba and/or Europe and/or Guatemala at Sellers Option	Yes	Yes	Responsive
3	Sucden Middle East	Coral Trading	25,000	432.8	Nil	Nil	Nil	Nil	25,000	483,000	Brazil or/and Saudi Arabia or/and Egypt or/and Bangladesh or/and U.A.E and/or Thailand at sellers option	Yes	Yes	Responsive


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


General Manager (REM&S)/ Member


General Manager (D&POD)/Member


Chief Internal Auditor/Member


Chief Financial Officer /Convener