

REF: GMCW/Aviation Jet Fuel/01/21

M/S _____

SUB: Procurement of Aviation Jet A1 Fuel

Dear Sir/ Madam,

We are pleased to invite your sealed tenders for the item/ services mentioned above. In case of more than one schedule separate tender for each schedule should be furnished. The terms & conditions of the tender / services are given below;
Tender is called on 'Single Stage Single Envelope' basis.

A) SUBMISSION OF TENDER

1. You are required to send your proposals (technical & financial) addressed to GM Contract Management, Supply Chain Management, PIA Head Office, JIAP Karachi latest by **19-05-2021 (1030Hrs PST)**. The tenders may be dropped in the tender box marked as "Tender Box Commercial Purchases" placed at the entrance of the PIACL Supply Chain Management Building latest by **10:30** hours (PST) on the specified date. You may also send your tenders through registered A/D mail addressed to GM Contract Management, which must reach on or before the closing date and time mentioned above. **Tenders will be opened at 11:00 hours (PST)** the same day in the presence of tenderers who wish to attend.

2. Proposals received after stipulated date & time shall not be considered. The Corporation will not be responsible for postal delays. The decision of GM Contract Management in this respect shall be final and binding.

B) Tenders / Proposals received shall be evaluated in accordance with the given criteria/ requirements.

Mention clearly Tender Reference and description on **PROPERLY SEALED ENVELOPE, BEARING COMPANY'S STAMP**

C) **Duration of Contract:** Contract period shall be for two years.

Yours truly,

Iftikhar M. Usmani
GM Contract Management
Supply Chain Management
PIA Head Office, Karachi.
Ph: 021 9904 3081, 9904 4101
Email: gm.cm@piac.aero,
contract.administration@piac.aero

PROCUREMENT/ SUPPLY OF AVIATION JET A1 FUEL DEF-STAN 91-91 (FOREIGN STATIONS)
1. PRODUCT.

Aviation Jet A-1 fuel conforming specifications given below.

2. PRODUCT SPECIFICATION.

Aviation Jet A-1 fuel confirming requirements of DEF-STAN 91-91, AFQRJOS, ASTM D-1655 latest issues, and IATA Guidance Material for Jet A-1

3. DELIVERY SCHEDULE.

STATION WISE ESTIMATED TWO YEARS VOLUME					
S.No	LOC	USG	S.NO	LOC	USG
1	Al Ain (AAN/OMAL)	594,210	12	*London (LHR/EGLL)	16,687,866
2	Abha (AHB/OEAB)	888,745	13	*Manchester (MAN/EGCC)	13,587,738
3	Abu Dhabi (AUH/OMAA)	4,456,633	14	Muscat (MCT/OOMS)	1,952,529
4	*Birmingham (BHX/EGBB)	3,531,874	15	Medina (MED/OEMA)	10,095,820
5	*Paris (CDG/LFPG)	3,340,652	16	Peking (PEK/ZBAA)	2,663,061
6	Dubai (DXB/OMDB)	6,602,216	17	Riyadh (RUH/OERK)	6,523,096
7	Al Qassim (ELQ/OEGS)	633,425	18	Sharjah (SHJ/OMSJ)	2,600,243
8	Bishkek (FRU/UCFM)	126,979	19	Salalah (SLL/OOSA)	258,827
9	Baku (GYD/UBBB)	578,539	20	Tashkent (TAS/UTTT)	425,143
10	Jeddah (JED/OEJN)	30,581,739	21	Toronto (YYZ/CYYZ)	13,039,754
11	Kuala Lumpur (KUL/WMKK)	2,874,334			

Note: Tender volumes shown above are purely estimates and are subject to change with the flight schedule changes, operational requirement and COVID situation at different stations.

*Subject to EASA ban abolishment

4. CONTRACT PERIOD

Contract will be entered into for the period of two years (Twenty Four calendar months commencing from 1st July 2021 and expiring on 30th June 2023 (Both days inclusive).

5. PRODUCT QUALITY AND PERFORMANCE CONFIRMITY.

Bidder shall furnish product quality conformity documentary evidence (quality approvals) along with bid offer.

6. PRICE ESCALATION / DE-ESCALATION MECHANISM

Please indicate Platt's oil gram market index to which your price will be linked, for the purpose of escalation / de-escalation mechanism. This will be indicated clearly in a sample invoice marked clearly as "Demo Invoice for Tender".

7. TAXES / FEES AND 3RD PARTY CHARGES

Duties, Fees, Taxes, Levis, or Third party charges with complete details in USC/USG shall be quoted in the offer separately from differential (Index Price). Demo or Sample invoice in USC/USG may also be included in the offer indicating clearly all applicable charges as shall be invoiced during contract period marked clearly as "Demo Invoice for Tender".

8. FIXED DIFFERENTIAL (MARGIN)

Fixed differential shall be quoted without any duty, tax, fee, or third party charge for the entire contract period and will remain fixed through the currency of contract which will be part of the contract price for a respective location. It shall be quoted in USC/USG and shall not be linked directly or indirectly to any other currency whatsoever & will be indicated clearly in a sample invoice marked clearly as "Demo Invoice for tender".

9. CONVERSION FACTOR / EXCHANGE RATE

Product Unit of Measure (UOM) conversion factors from: (a) LTR to USG, (b) MT to USG shall be clearly mentioned at the time of submission of bids. Source of exchange rate, currency exchange mechanism details for taxes / fees in currency other than USD shall be clearly mentioned and notifications of same shall be shared with PIA as per invoicing frequency.

10. PAYMENT / CREDIT TERMS

Please indicate credit period and invoicing frequency clearly in your offer. Unless otherwise indicated credit period shall always be counted from date of invoice it is received.

11. CURRENCY OF PAYMENT

USD or the applicable local currency at PIA's option; should PIA decide to opt the local currency payment or switch back the original payment currency, advance notice will be given to seller.

12. BIDDER ELIGIBILITY

Bidder should attach with their offer their portfolio regarding aviation Jet A1 fuel supply clientage experience to scheduled international commercial passenger airlines registered with International Air Transportation Association (IATA) at any international civilian airport. PIACL reserves right to reject the bid of a supplier whose refuelling service has not been satisfactory.

13. EVALUATION PROCESS INTEGRATY AND CONFIDENTIALITY: Information relating to bids evaluation, comparative examination, management reviews post-qualification and recommendation of contract award, shall not be disclosed to bidders or any other persons not officially concerned with such process before management approval and publication of the Contract Award.

14. BIDS EVALUATION CRITERIA

The contract shall be awarded to the lowest cost bidder on each station taking into account the impact of following

- Platt's market quoted.
- Fixed differential (Margin)
- Fees & taxes; and
- Opportunity cost / saving of funds in case of advance payment or credit period respectively shall be calculated by the formula:

$$\text{(Avg. No. of days (Credit or Advance) X PIA annual cost of capital/funds X Into-plane Price).}$$

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- **FINANCIAL PROPOSAL MUST BE SUBMITTED AS FORMAT GIVEN IN SCHEDULE-A**

15. AWARD OF CONTRACT:

Contract shall be awarded to lowest bidder on the approval of tender evaluation by PIACL Fuel Purchase Committee (FPC).

16. TERMS OF OFFER

After final award of contract no change in terms and conditions mentioned in original offer shall be accepted. In case of any contravention PIA reserves the right to accept or reject any bid offer or annulled the tender at any stage prior to contract award. This right shall be without prejudice to any remedy available under the terms of offer.

17. UNSCHEDULED AND VVIP FLIGHTS

PIA acts as agent on behalf of government of Pakistan for VVIP fuelling. Further PIA also operates charter flights and sometimes flights are diverted due to operational reasons. If for any circumstance mentioned as above uplift is needed at the above mentioned locations said uplift shall also be deemed to be covered in your location offer & contract. Bidder may also offer Carnet Card based refueling terms and conditions, price discounts.

18. CONTRACT MODEL: Latest IATA Jet Fuel Contract Model Should be used for signing of the final contract.

For any query, please feel free to contact:-

Manager Fuel Contract (Fuel Control)

Pakistan International Airlines

1st floor Flight Operation Dept Building
Near PIA Head Office (Terminal No.1),
Karachi Airport Karachi Pakistan 75200.
Tel No. 0092 21 99044933
Email : mgrfuelcontracts@piac.aero

SCHEDULE A: TENDER SCHEDULE (AVIATION JET A1 FUEL DEF-STAN 91-91)

BIDDERS ARE REQUIRED TO SUBMIT THEIR FINANCIAL PROPOSAL AS PER THE FOLLOWING FORMAT

Sr.No	Locations	Index Price (USC/USG)	Differential (USC/USG)	Taxes/Fees (USC/USG)	Payment terms	Index Market
1	Al Ain (AAN/OMAL)					
2	Abha (AHB/OEAB)					
3	Abu Dhabi (AUH/OMAA)					
4	Birmingham (BHX/EGBB)					
5	Paris (CDG/LFPG)					
6	Dubai (DXB/OMDB)					
7	Al Qassim (ELQ/OEGS)					
8	Bishkek (FRU/UCFM)					
9	Baku (GYD/UBBB)					
10	Jeddah (JED/OEJN)					
11	Kuala Lumpur (KUL/WMKK)					
12	London (LHR/EGLL)					
13	Manchester (MAN/EGCC)					
14	Muscat (MCT/OOMS)					
15	Medina (MED/OEMA)					
16	Peking (PEK/ZBAA)					
17	Riyadh (RUH/OERK)					
18	Sharjah (SHJ/OMSJ)					
19	Salalah (SLL/OOSA)					
20	Tashkent (TAS/UTTT)					
21	Toronto (YYZ/CYYZ)					

INTEGRITY PACT / DISCLOSURE CLAUSE

(To be submitted on Company's Letterhead)

Declaration of Fees, Commissions and Brokerage Etc. Payable by the Suppliers, Vendors, Distributors, Manufacturers, Contractor & Service Providers of Goods, Services & Works_____ the Seller / Supplier / Contractor hereby declares its intention not to obtain the procurement of any Contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative sub-division or agency thereof or any other entity owned or controlled by it (GOP) through any corrupt business practice.

Without limiting the generality of the forgoing the Seller / Supplier / Contractor represents and warrants that it has fully declared the brokerage, commission, fees etc., paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback whether described as consultation fee or otherwise, with the object of obtaining or including the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from Government of Pakistan, except that which has been expressly declared pursuant hereto.

The Seller / Supplier / Contractor certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with Government of Pakistan and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

The Seller / Supplier / Contractor accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall without prejudice to any other right and remedies available to Government of Pakistan under any law, contract or other instrument, be void-able at the option of Government of Pakistan.

Notwithstanding any rights and remedies exercised by Government of Pakistan in this regard, the Seller / Supplier / Contractor agrees to indemnify Government of Pakistan for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to Government of Pakistan in any amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by the Seller / Supplier / Contractor as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever from Government of Pakistan.