

Tender No. FSD-24010124A

Dated. 13<sup>th</sup> March, 2025

Tender Cost Rs 20,000.00

Earnest Money Rs 600,000.00 must submit with Technical Proposal

## INVITATION TO BID

- ❖ Pakistan International Airline (PIA) invites quotations through EPADS and sealed bids from renowned (Eligibility as per tender documents) Vendors "Single Stage Two Sealed Envelope Basis" for supply of

### Air Freshener 145g to 150g Can - Annual

- ❖ Bidding documents containing detail terms and conditions, etc. are available at electronically and can be downloaded from
- ❖ PIACL Website <https://www.piac.com.pk/corporate/sales-procurement/tenders>
- ❖ PPRA Website <https://www.ppra.org.pk/active-tenders>
- ❖ EPADS-PPRA website [www.eprocure.gov.pk](http://www.eprocure.gov.pk)
- ❖ Bids should be submitted electronically through EPADS. Manual submission of bid without EPADS electronic bid is **NOT** allowed.
- ❖ For registration and training on EPADS or in case of any technical difficulty in using EPADS, prospective bidders may contact Mr. Razwan Mahmood Director MIS Room No. 109, 1<sup>st</sup> Floor, FBC building Sector G-5/2, Islamabad. Contact No. 051-111-137-237.
- ❖ The bids, prepared in accordance with the instruction in the bidding documents, must be submitted on EPADS by **09-04-2025** at 10:30 AM. Bids will be opened on the same day at 11:00 AM through EPADS
- ❖ Original Bid Security instrument MUST BE submitted to the under signed before online submission deadline of the bid.

## **PAKISTAN INTERNATIONAL AIRLINES (PIA)**

Purchases Flight Kitchen Section

1<sup>st</sup> Floor, Supply Chain Management Department Building,

[PIACL], Head Office Karachi Airport-75200 Pakistan

Tel: +92-21-99045131 / 5379, Fax: +92-21-34570120

E-mail. [dgmipc@piac.aero](mailto:dgmipc@piac.aero) / [khijzpk@piac.aero](mailto:khijzpk@piac.aero) / [zameer.hussain@piac.aero](mailto:zameer.hussain@piac.aero)

Website: <http://web.piac.com.pk/>

## Invitation of Tender and Instructions to Bidders [Must Read Carefully]

**Important Note:**

- Must participated through EPADS System, only those Manual bids shall be considered which have already been quoted through EPADS.

**After Submission through EPADS, following documents are required physically:**

- EPADS Tender Print \_\_\_\_\_
- Tender Cost PKR \_\_\_\_\_
- Earnest Money PKR \_\_\_\_\_
- Quality Tender Samples Quantity \_\_\_\_\_
- Technical Literature \_\_\_\_\_
- Company Profile \_\_\_\_\_
- Certifications [if required] \_\_\_\_\_
- Authorizations [if required] \_\_\_\_\_

Manual bids must be submitted before Closing date i.e. \_\_\_\_\_

M/s. \_\_\_\_\_  
\_\_\_\_\_

**Sub : Procurement of Air Freshener 145 to 150g Can - Annual**

Dear Sirs,

Pakistan International Airline (PIA) invites quotations through EPADS and sealed bids from renowned Eligible Vendors “Single Stage Two Sealed Envelope Basis” for supply of below tabulated items / goods / services. The terms & conditions of the tender / supplies are given below:-

**SUBMISSION OF TENDER [MANUAL]**

1. You are required to send your sealed tenders on “Single Stage Two Envelope Basis” addressed to D.G.M Procurement Management, Supply Chain Management, 1<sup>st</sup> Floor SCM Department Building, PIACL Head Office, JIAP Karachi-75200 by **09-04-2025**.
2. The tenders may be dropped in the tender box marked as “Tender Box Commercial Purchases” placed at the entrance / stairs of the PIA Supply Chain Management Building latest by 10:30 hours on the specified date.
3. You may also send your tenders through registered A/D, which must reach before the closing date and time mentioned above.
4. Tenders will be opened at 11:00 hours, the same day in the presence of bidders. [optional]
5. Both technical & Financial Proposals should be sealed with Scotch Tape with authorized signature.
  - a) Tenders must be in two separate sealed envelopes;
    - ✓ [Technical Proposal] → with Tender Reference Number & Supplier Name.
    - ✓ [Financial Proposal] → with Tender Reference Number & Supplier Name.
  - b) Note: All foreign bidders must mention Tender Ref No, date of opening & item description on their OUTER courier envelope. [strict compliance]
6. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for any postal delays.
7. The decision of CSCM / General Manager in all terms & conditions respect shall be final and binding.

**EARNEST MONEY** *[[for local bidders only]*

The TECHNICAL Proposal should be accompanied with a Pay Order [issued by any scheduled bank] amounting **Rs 600,000.00** and must be payable at Karachi Pakistan in lieu thereof in the name of M/s. PAKISTAN INTERNATIONAL AIRLINES CORPORATION LIMITED as interest free Earnest Money [Refundable] only with Financial Proposal. All tenders without Earnest Money shall not be considered.

**SECURITY DEPOSIT** - *[[for local bidders & optional for foreign bidders]*

Successful bidders, upon award of Contract / Purchase Order an additional amount of **PKR 400,000.00** [will be called if required] as interest free Security deposit in shape of Pay Order or a Bank Guarantee of equivalent amount [duly countersigned by the Head Office of the Bank], Bank Guarantee remain be valid 03-months after expiry of the Contract. *[[for foreign bidders PIA may call some amount as Security Money by new participants upon evaluated 1<sup>st</sup> lowest bidder (if required)]*

**PREPARATION OF TENDER**

Tender will be opened on “Single Stage Two Envelopes” basis. All bidders must submit two sealed envelopes “Technical proposal and Financial Proposal” on specified tender opening date/time. Technical Proposal will be opened on same date, whereas Financial Proposal will remain sealed till the evaluation of samples according to the specifications. Financial Proposal of only those bidders will be opened whose sample are found acceptable. Evaluation Report as per PPRA Rule-35 will be uploaded on both PPRA and PIA websites.

**FINANCIAL Proposal** - *[[having following documents].*

1. Tender Schedule –“A” Complete Form duly filled in, signed, stamped every page and sealed with scotch tape.

**TECHNICAL Proposal** - *[[having following documents].*

1. Tender Fees Pay Order of Rs 20,000.00 [Non Refundable] - On back side of Pay Order, Vendor must write company name/stamp, Tender Ref. No, date, Earnest Money & amount] - for Local Bidders only
2. Earnest Money amounting Rs 600,000.00 of Total Bid Value in shape of Pay Order [issued from any scheduled bank] as Earnest Money [Refundable/Interest Free] - On back side of Pay Order, Vendor must write company name/stamp, Tender Ref. No, date, Earnest Money & amount] - for Local Bidders only
3. Quality samples [03 pcs with Technical Proposal as per specs] – [Non-Returnable]
4. Technical Proposal of item & Company profile.
5. Copy of GST & NTN Certificate - [for local bidders only]
6. Tender Schedule “B”, “C” & Specifications, must be attached with Technical Proposal.
7. Technical Proposal [Certificates & Distribution Letters only] should be submitted in 02-two sets, inserted in Technical Proposal Envelope. [One for Technical Evaluation & One for file record]. Mandatory

All information about the material proposed to be supplied must be given as required in the schedule to tender - The tender will not be considered if complete information required is not given therein - Particular attention must be paid to delivery time - Authorized Signatures of individual signing the tender and other documents connected with the contract must specify whether signing as:

- a) Sole Proprietor or his attorney.
- b) A registered active partner of the firm or his attorney.
- c) For the firm per procreation.
- d) As secretary, Manager, Partner, etc., or their attorney in case of firms registered under Partnership Act.
- e) In any query without hesitate you will contact / emails mentioned concerned officer.

## PRICES

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule of tender, inclusive of all duties / taxes, packing, octroi and delivery charges for free delivery to PIA Flight Kitchen through Foreign / Local Receipt Section Supply Chain Management Department Building PIA Karachi Airport. However, if GST is applicable, same should be shown separately.
- b) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
- c) The Prices must be stated for each item separately both in words and figures. Additional information, if any must be linked with entries on the Schedule to Tender.
- d) Offers must be valid for 120 days. [Extendable in line with PPRA Rules]
- e) Rates must be written on PIA prescribed form otherwise Bids will not be entertained.
- f) Correction White Fluid or Over Writing strictly is not allowed otherwise tender will be rejected/ not-considered.
- g) For foreign bidders, rates will be converted into local currency at the date of financial opening & will be locked till completion of P.O supplies.

## ACCEPTANCE OF TENDER

PIA does not pledge itself to accept the lowest tender and reserve the right to accept or reject any or all tenders / quotations, divide business among more than one supplier or accept the tenders at rates on lowest individual items or extend the date of opening / cancel as per PPRA Rules.

- Note. All Foreign Bidders must sent their samples / tender envelopes on DDP [Delivery Duty Paid this is only for Tender Samples / Envelopes] basis. Outer Courier Envelope must be with cross Tender Reference Number/ Item Description.

Yours truly,  
for and on behalf of **Pakistan International Airlines**

**General Manager Procurement**  
**Supply Chain Management Department**

Encl;

1. Tender Schedule "A" ,"B" & "C" complete form.
2. Undertaking [If attached with tender]

**Note** Prescribed Tenders form for the subject item may be directly downloaded from <http://web.piac.com.pk/> or [www.ppra.org.pk](http://www.ppra.org.pk) websites.  
<https://www.piac.com.pk/corporate/sales-procurement/tenders>

**Tender Schedule "A"**

Ref No. FSD-24010124A [enclose in Financial Envelope only]

Particulars of Item	Unit	Quantity Required	Unit Rate Rs [Exclusive of GST]	GST [if Applicable]	Total Value Rs. [Inclusive of GST]
<b>Air Freshener 145g to 150g Can</b> <i>As per specification below</i>	No	35,000			
<b>Total Value in figures/words →</b>					
<b>Total Contract Value Rs →</b>					
<b>Fixed Earnest Money Amount Rs →</b>				<b>600,000.00</b>	

**Note:**

- Production / delivery capability must not be less than 3,500 Nos per month. Upon non-compliance, Late Delivery Charges will be applied at 02 to 05% per of each shipment & will be increased / multiplied on time bar or item may be arranged from other source on supplier's RISK & EXPENSE [Risk Purchase from any other source] or black listing of supplier.
- All participant must quote one rates. Rates must be inclusive of all Govt. Taxes but SST / GST shall be mentioned separately [if applicable] – SST / GST [if applicable] will be paid on items where applicable.
- If any supplier, submit 90 Days Exit Clause letter within first quarter, their EM will be forfeited.
- If any supplier, submit 90 Days Exit Clause letter after first quarter, the said Bidder / Or any of its Subsidiary Company will not be able to participate in Next Same tendering Process.
- Chief SCM is the Authority to Accept 90 Days Exit Letter after two quarters (as mentioned above).
- For any Grievance a fee of Rs 50,000.00 should be submitted. If grievance found Tenable by Grievance Committee same will be refunded, if grievance found Non Tenable, grievance fee will not be refunded.
- Delivery required in Four [04] equal installments with the gap of 60 days / as required.
- First delivery required within 15 days after P.O received or as agreed [both mutual understanding basis].
- Bidders are required to offer one rate despite offering more than one proposal / sample. In case of more than one financial offer / rate, bidders must submit separate Technical & Financial Proposals [with tender fee & Earnest Money for local bidders].

I / We hereby confirm having read and understood the terms and conditions of the tender and I / we expressly confirm and agree that our tender for the supply of above mentioned items are in terms of and subject to the terms and conditions of the tenders.

**Must fill all mentioned fields.**

Bidder's Signature \_\_\_\_\_ Bidder's Name \_\_\_\_\_

Designation \_\_\_\_\_

Address \_\_\_\_\_

Tel No. \_\_\_\_\_ Fax No. \_\_\_\_\_

Contact Person \_\_\_\_\_

Cell No. \_\_\_\_\_

Valid Email \_\_\_\_\_

GST No. \_\_\_\_\_

NTN NO. \_\_\_\_\_

SEAL \_\_\_\_\_

## SPECIFICATIONS

<b><u>ITEM</u></b>	<b>→ AIR FRESHENER – Water Based</b>
<b><u>FRAGRANCES</u></b>	<b>→ Pleasant (Different Flavors)</b>
<b><u>VOLUME</u></b>	<b>→ 145g to 150g - Non-Flammable and safe to use in Passenger Aircraft Compliance with IATA, AMS-1550B &amp; ISO Certified – Preferably PIA Logo printed on each can.</b>
<b><u>PHYSICAL</u></b>	<b>→ Aerosol / Spray Type Aluminum Can</b>
<b><u>LABELING</u></b>	<b>→ Batch No, Date of Manufacturing and Date of Expiring must be mentioned on bottom of the can. Minimum One Year Expiry at the time of each delivery.</b>
<b><u>PACKING</u></b>	<b>→ 24 / 48 can packed in strong card board box. Airworthy.</b>
<b><u>LAB. REPORT</u></b>	<b>→ Ingredient must be declared and Laboratory Report on content required with Technical Proposal</b>
<b><u>PRINTING</u></b>	<b>→ Can must be printed with New PIA Color Scheme.</b>
<b><u>SAMPLES</u></b>	<b>→ 04 Pcs as Quality Samples must be required on Tender Day (Mandatory).</b>
<b><u>SUPPLIER</u></b>	<b>→ Manufacturer or Authorized Distributor of Manufacturer with Authorization Letter.</b>

Each box marked with followings:

PIA Part No: FSD-5022  
Item Description .....  
PO No & date .....  
Quantity .....  
Supplied by M/s. ....



**Tender Schedule "B"**  
**Tender No. FSD-24010124A**

Mandatory Requirement [must attach with Technical Proposal]	YES / NO
<b><u>Air Freshener 145g to 150g Can - Annual</u></b> Specification given above	
Participant must be registered with Sales Tax Authorities. Please attach copy of GST Registration Certificate indicating current "ACTIVE" status otherwise stand "REJECTED" ab-initio.	
Quality samples Qty: 04 pcs (mandatory) must be submitted [non-returnable]	
Delivery must be made at PIA Flight Kitchen through Local / Foreign Receipt Section PIA SCM Building, PIA CL Head Office Karachi Airport, as per delivery schedule given in PO.	
Fixed Earnest Money [Pay Order] submitted along with the Technical Proposal	

**Tender Terms & Conditions**

1. If any stage documents provided by bidder found tempered /bogus deposited E/Money will be forfeited.
2. All participants are required to quote rates inclusive of all Govt: Taxes & GST separately. [for local bidders]
3. Please note that quoted rates must be firm and final in all respect.
4. Guarantee & warrantee must be provided. [if applicable]
5. Payment TERMS NET THIRTY DAYS or as agreed.
6. Income tax will be deducted at source. [for local bidders]
7. Quotation must be valid for 120 days from the date of technical proposal opening.
8. Quantity 15% may increase or decrease.
9. Bid will be awarded on technically qualified individual lowest rates basis.
10. All foreign vendors must send their sealed quotation via courier service, with *cross reference Tender No.* directly to General Manager [Procurement], Supply Chain Management, 1<sup>st</sup> Floor [old P&L Department] Building PIA CL Head Office J.I.A.P Karachi Airport – 75200, in case of postal delay PIA will not be responsible.
11. Items are subject to evaluation by providing advance sample to determine the required quality by the user department/Joint Evaluation Committee. Item found below PIA standard shall be rejected & not entertained.
12. It will be the suppliers' responsibility to obtain Entry Passes for PIA Flight Kitchen Division for their personnel and the vehicles form PIA. Security after completing the required formalities. [for local bidders]
13. Supplier staff delivering goods must be in clean uniform, non-conformity will incur 02% deduction from the billing amount.
14. If goods deliver late than delivery schedule mentioned in Purchase Order. An amount equivalent 2% / multiple by time bar will be deducted from invoice / bill of bidder [as per rules].
15. Tender quantity will be split in 30% & 70% ratio, Zero Rated 70% quantity will be utilized on International Flights which is GST Exempted vides Sales Tax Act 1990 Sec-4[b].
16. PIA has right to visit the bidder's manufacturing site [if required].
17. During the course of normal supplies or at tendering stage/process, PIA CL reserves the right for laboratory testing of supplies / samples for reputable independent source at the expense of supplier.
18. Technically successful bidders will be informed their results & Financial Opening date.
19. Packing must be industrial standard of Card Board Box level & packages must be suitable for four to five times [loading off-loading] / transportation to PIA Network.
20. If you have any query you can contact without any hesitation to concerned Procurement Officer email [zameer.hussain@piac.aero](mailto:zameer.hussain@piac.aero) +92-21-99045131 / +92-333-3064590

**Tender Schedule "C"**  
**Tender No. FSD-24010124A**

**Must Attach with Technical Proposal**

<b>Physical / Measurement / details of Samples</b>	
<b>Offer</b>	
<b>Fields</b>	<b>Remarks in detail    must be filled by bidder</b>
Frangrances	
Volume	
Non-Flammable	
Can (spray type)	
PIA Logo printing	
Biological	
Samples	
Mfg & Exp Date	
Expiry Period	
Packing	
Lab Reports & Certification (must attach with technical proposal)	
Regulatory Compliance	
Production Capability	
1 <sup>st</sup> Delivery (Qty & Time)	
Manufacturer / Distributor / Imported	

**DETAILS OF DOCUMENTS attached with Technical Proposal & Financial Proposal**  
**[bidder can attached extra sheet if required, mention each & every document]**

**Note :** back side of pay order for tender fee & Earnest money must be marked/written with following details  
 1, Tender Ref No. & date, Party / vendor name, NTN & GST No must be mentioned on back side of Pay Order.  
 2, for tender fee & FIXED Earnest Money [in TECHNICAL proposal – ENVELOPE]

Remarks / any other information regarding product

**Instructions for Foreign Bidders**

Foreign bidders are exempted from Earnest money and Tender fee.

1. INCO TERM: CFR / C&F KARACHI [SCM BUILDING PREMISES].
2. The quote must specify delivery time after placement of the Purchase Order.
3. Payment terms will be NET THIRTY DAYS [NTD]. Bids through e-mail shall not be entertained.



**[RUPEE ONE HUNDRED NON-JUDICIAL STAMP PAPER]**

[Enclose with technical proposal]

**General Manager [Procurement]**

**Supply Chain Management**

1<sup>st</sup> Floor Supply Chain Management [old P&L] Department, Building,  
Pakistan International Airlines Corporation Limited  
Head Office J.I.A.P Karachi Airport 75200 Pakistan.

**Subject: UNDERTAKING TO EXECUTE CONTRACT**

Dear Sir,

1. We / I, the undersigned bidders do here by confirm, agree and undertake to do following in the event our / my tender for \_\_\_\_\_, is approved and accepted:-
2. That we / I will enter into and execute the formal contract, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledged and which has been studied and understood by me / us without any change, amendment, revision or addition thereto, within a period of seven days when required by PIA to do so.
3. That all expenses in connection with the preparation and execution of the contract including stamp duty will be borne by us / me.
4. That we / I shall deposit with PIA the amount of Security as specified in the contract which shall continue to be held by PIA until three months after expiry of the contract period.
5. That in event of our / my failure to execute the formal contract within the period of Seven days specified by PIA the Earnest Money/Security Deposit held by PIA shall stand forfeited and we / I shall not question the same.

Bidder's Signature \_\_\_\_\_

Name in Full \_\_\_\_\_

Designation \_\_\_\_\_

Cell No: \_\_\_\_\_

Email: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone No \_\_\_\_\_

Fax No \_\_\_\_\_

N.I.C. # \_\_\_\_\_

Seal \_\_\_\_\_

Dated \_\_\_\_\_

**INTEGRITY PACT / DISCLOSURE CLAUSE**

Must be printed on company Letter Head – [Submit with Financial Proposal]

**Declaration of Fees, Commissions and Brokerage Etc.**

**Payable by the Suppliers, Vendors, Distributors, Manufacturers, Contractor & Service Providers of Goods, Services & Works.**

**M/s. \_\_\_\_\_ the Manufacturer / Authorized Distributor / 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.**

**PARTICIPATION AUTHORIZATION LETTER**

*Must be filled by Representative of Company with C.N.I.C Copy, Company Identification & must be submit with  
Technical Proposal only*

**TO WHOM IT MAY CONCERN**

Dated. \_\_\_\_\_

I namely \_\_\_\_\_

bearing CNIC\* No. \_\_\_\_\_

representing M/s. \_\_\_\_\_,

am hereby authorized by my company to submit proposal against

Tender No: \_\_\_\_\_

for [item] \_\_\_\_\_

to PIA and observe proceeding on tender opening day. Copies of my CNIC & Company Card copy are enclosed.

Authorized Signature & Seal of Supplier with Designation \_\_\_\_\_

\_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

Telephone No. \_\_\_\_\_ Cell No. \_\_\_\_\_

Fax No: \_\_\_\_\_ Valid Email \_\_\_\_\_

*\*Computerized National Identity Card*