



POF 1262  
(FOREIGN SUPPLIES)

**GOVERNMENT OF PAKISTAN  
PAKISTAN ORDNANCE FACTORIES  
TENDER ENQUIRY**

To,

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

Dear Sirs,

Reference: **TENDER ENQUIRY NO. 5167-82-FP-CAPT-SJL DATED:08-01-2021**

You are requested to submit quotations for the items(s) noted in the Schedule to the Tender. Offers should be sent duly sealed in an envelope. Please note the following instructions for filling the tender:-

**1. SUBMISSION OF TENDER**

- 1.1 Tenders will be opened at **1200 Hours** on **11-02-2021** at Room No. 01, Bid Center near Rabta Hall POF Wah Cantt and must reach this office on or before **1200 Hours** upto due date. The tender received late will not be entertained. You may witness the opening of the tender if you so desire. If a representative is deputed, he should bring a letter of authority from you.
- 1.2 Only one tender should be included in one envelope. The outside of the envelope should be inscribed with:-  
Tender Enquiry No: **5167-82-FP-CAPT-SJL**  
Tender to be opened on: **11-02-2021**  
Address as follows:- **ROOM NO. 01, BID CENTER NEAR RABTA HALL**  
**POF WAH CANTT**
- 1.3 If envelope does not indicate reference of TE or received late, the same may be returned un-opened.

**2. GENERAL INSTRUCTIONS REGARDING PREPARATION OF QUOTATIONS**

- 2.1 For materials, the prices should be filled in column 5 and delivery date in column 6 of the schedule to this Tender Enquiry. The undertaking should be signed at the bottom of the Schedule which shall form the Quotation. You may use a separate sheet if necessary.
- 2.2 **For Plant and Machinery, you are required to quote in two parts:-**  
**Part I "TECHNICAL OFFER"** It should exclusively give technical details and literatures/brochures of the offered plant, machinery and equipment, validity date, delivery schedule and signed undertaking given on the schedule to this Tender Enquiry. It must not indicate price, costs etc.  
**Part II "COMMERCIAL OFFER"** It should indicate the commercial terms e.g. price, terms of payment, mode of payment, mode of supply.  
Each part should be placed in a separate sealed cover. The envelopes should be inscribed with: Part I "TECHNICAL QUOTATION WITHOUT PRICE" and Part II "COMMERCIAL QUOTATION WITH PRICE."

- 2.3 The quotation must remain valid for at least 90 days from the date of opening of tenders.
- 2.4 The quotation should hold good for any reduced or enhanced quantities without notice.
- 2.5 In the event of non-acceptance of offer, intimation may be given to the bidders on their request.
- 2.6 Conditional offers or alternative offers are likely to be ignored.
- 2.7 Quotations should be based on F.O.B. The consignment will be shipped through Pakistan National Shipping Corporation (PNSC). In case there is no PNSC service in the country of shipping, please quote on C & F basis. The freight should be indicated separately. Insurance premium should not be included in the quoted price. However where insurance is considered necessary, advice to that effect should be given in the quotation.
- 2.8 Submission of the offer through an agent in Pakistan should be avoided. In case it is considered inevitable, the agent's quotation must invariably be accompanied by the original proforma invoice from the principals/ manufacturers.
- 2.9 Country of origin and Port of shipment to be stated.
- 2.10 The offer of principal must clearly indicate whether the rate quoted is inclusive of agent's commission, and if inclusive rate of commission included be specified.
- 2.11 Suppliers will render necessary information regarding hazardous effects on environment, of the materials/products supplied by them, in their quotations and shipping/Dispatch documents.
- 2.12 If the requisite information is not furnished on the TE form or offer received is not in conformity with the requirement of the TE, Such offer shall be ignored.

### 3. **INSPECTION**

3.1 Supplies shall be subject to the inspection and acceptance by the competent inspection authority nominated by the Purchaser, who will arrange it at his own cost, inspection facilities such as tools, test equipment, instruments etc will, however, be provided by the Suppliers in accordance with the relevant specifications.

3.2 Where considered necessary by the Purchaser, stores may be obtained on Warranty/Guarantee, subject to inspection on receipt. Rejected stores will be removed and replaced with the acceptable stores by the Supplier at his own expense, within a specified time.

#### 3.3 **TENDER SAMPLE**

Where required, offer must accompany tender sample strictly according to the description given in Tender Enquiry. Offer not accompanied by tender sample will NOT be entertained excepting the established and reputable firms who have either previously satisfactorily supplied the same or similar stores or have submitted an acceptable samples thereof against previous TE.

### 4. **ACCEPTANCE OF OFFERS**

4.1.1 The procuring agency may reject all bids or proposals at any time prior to the acceptance of a bid or proposal. The procuring agency shall upon request communicate to any supplier or contractor who submitted a bid or proposal, the grounds for its rejection of all bids or proposals, but is not required to justify those grounds.

4.1.2 Procuring agency shall incur no liability, solely by virtue of its invoking sub-rule (1.1) towards suppliers or contractors who have submitted bids or proposals.

4.1.3 Notice of the rejection of all bids or proposals shall be given promptly to all suppliers or contractors that submitted bids or proposals.

### 4.2 **PERFORMANCE BOND**

(a) The successful bidders will provide Performance Bond at the rate upto 10% of F.O.B. value of contract in favor of the Controller Military Accounts (CMA) POF Wah Cantt. The Performance Bond will be furnished in the form of Deposit at Call Receipt (CDR) from any scheduled Bank in Pakistan or an unconditional bank guarantee on prescribed proforma covered by any scheduled bank in Pakistan. The Performance Bond shall be furnished within 45 days from the date of opening of Letter of Credit. It shall be valid for a period of 12 months after the date of expiry of letter of credit. If the Performance Bond is not furnished within the prescribed time of 45 days, the Purchaser reserves the right to:

i. Impose penalty @ 1 % per month of the value of CDR/BG.

(Clause-4.2 (a i) is not applicable in case of procurement of Plant / Equipment / Machinery items) OR

ii. Cancel the contract and make other arrangements for purchase of the stores at the risk and expense of the Supplier.

(b) No Performance Bond will be required if the total FOB value of the contract is less than US\$ 50,000 and contract is placed directly on the foreign Supplier.

#### 4.3 **FAILURE TO SUPPLY THE STORES**

All deliveries must be completed by the specified date. If the failure to deliver the stores within the scheduled time should have arisen from "Force Majeure", which the Purchaser may admit as reasonable ground for further time, he will allow such additional time as he may consider to have been required by the circumstances of the case. Otherwise, he will be entitled, at his discretion, to cancel the contract; and/or, claim liquidated damages upto 2% but not less than 1% of the contract price of the items and their quantities for each and every month or part of a month, beyond the specified delivery date, during which these may not be delivered, subject to a maximum of 10% of the total contract value of particular store which remained unsupplied either in part or in full or, to purchase, from elsewhere, the unsupplied stores at the risk and cost of the Supplier.

#### 4.4 **PAYMENT**

All Bank charges incurred in Pakistan in connection with the establishment of LC will be borne by the Purchaser, whereas all Bank charges incurred in connection with drawing of payment including charges for confirmation of LC by the advising Bank/Foreign Bank will be borne by the Supplier.

#### 5. **SECURITY OF INFORMATION**

The tenderer and his employees must not communicate any information relating to the Sales/Purchase of stores under this enquiry to any person other than the manufacturer or to any press or agent not authorized in writing by POFs to receive it. Please return the Schedule to the Tender duly signed/stamped by the specified date, alongwith the specifications drawings etc. if any, enclosed herewith - even if you are unable to quote.

#### 6. **WARNING**

In case the firm abstain from making offers or fail to return/acknowledge the tender form by the specified date on three consecutive occasions, no further tender enquiry may be issued to them and their names would liable to be removed from the approved list.

(Riaz Ul Haque)

Managing Director

**Pakistan Ordnance Factories**

Tele:

E-mail: [mdsjl@pof.gov.pk](mailto:mdsjl@pof.gov.pk)

Fax:

Cable:

**SCHEDULE TO TENDER ENQUIRY**

**5167-82-FP-CAPT-SJL**

**POF 1262**

**DATED: 08.01.2021**

**NO.**

**TO BE OPENED**

**11-02 -2021**

**ON**

<b>Sr. No.</b>	<b>Description Of Store</b>	<b>A/U</b>	<b>Qty</b>	<b>Price Per Unit</b>	<b>Delivery Date/Period</b>
1.	Electrostatic Liquid Painting Booth for 155mm BB, BT & BBRA Shells <b>(as per specification attached as Annex-A)</b>	Off	02		

**SPECIAL TERMS & CONDITIONS:**

**For Foreign Suppliers Only**

- a. Payment would be released as per following:
  - i. **70% payment** will be released on submission of shipping documents.
  - ii. **30% payment** will be released after successful installation and commissioning and trial run at POF Sanjwal.
- b. All Chinese and Hong Kong firms are required to quote prices in Chinese Yuan

**For Indigenous Suppliers Only:**

- a. Any eligible indigenous bidder can offer on FOR basis.
- b. Tender Fee: tender must be accompanied by a non refundable fee by means of cross Pay order of Rs. 500/- in favor of MD POF Sanjwal.
- c. Bid Money: Bid Money @ of 2% for registered firms and 5% for unregistered firms of the quoted value in the form of CDR in favor of GM PPC POF Sanjwal.
- d. Tender received without tender fee and bid money shall be rejected.
- e. Only registered supplier with sales tax and income tax departments who are on active tax payers list (ATL) of FBR are eligible to participate in the bid.
- f. Photocopy of NTN & PTC certificates duly attested by Gazetted class-1 Officer must be attached with the bid.
- g. Rates & Taxes must be shown separately otherwise rate will be considered inclusive of taxes.
- h. **Indigenous suppliers are required to quote their prices in PKR. 100% Payment will be made after acceptance of store at POF Sanjwal.**

**UNDERTAKING**

Should our offer be accepted, we hereby undertake to supply the stores/render the services contracted on the basis of general conditions of contract embodied in form POF-1281, and to deposit the performance bond within the prescribed time, failing which it will constitute a breach of contract and POF will have the right to purchase the stores/services elsewhere at our risk and cost.

Place \_\_\_\_\_  
Date \_\_\_\_\_  
Stamp \_\_\_\_\_

Signature of the Tenderer \_\_\_\_\_  
Name \_\_\_\_\_  
Position \_\_\_\_\_  
Address \_\_\_\_\_

**TECHNICAL SPECIFICATIONS OF ELECTROSTATIC LIQUID PAINTING BOOTH**

1. **Nomenclature:**  
**Electrostatic Liquid Painting Booth for 155mm BB, BT & BBRA Shells**

2. **Type:** Vertical reciprocating Electrostatic Spray Equipment

3. **Quantity:** 01 off

4. **Technical Requirement:**

a. For painting of 155mm BB, BT & BBRA shell bodies, under mentioned drawings of the component will be followed. The drawing may be provided on request.

<b>Caliber</b>	<b>Drawing No</b>
155mm BB, BT & BBRA	PDO/H/COM-440D

b. Material of the job is Steel Alloy to DEF-STAN 13-47 / SS/A 21 & HF-1 Steel.

c. Painting output in single shift of 2000 working hrs. = **60000 Nos.**

6. **Machine Features:**

<b>S #</b>	<b>Features:</b>	<b>Unit</b>	<b>Parameters</b>
a.	Length of work piece	mm	400-1000
b.	Maximum outer diameter of work piece	mm	30-200
c.	Painting film build	micron	10-50
d.	Composition of electrostatic paint	Specs Required	
e.	Electrostatic spray Gun with electrostatic variable power controller		
f.	Painting Booth Vertical		
g.	Adjustable vertical strokes as per product requirement		
h.	Painting Finish Single quote finish		
i.	Flexible control panel for adjustment of strokes, voltage, current, speed and magnitude of spray.		
j.	Color of Paint Deep Bronze Green Stoving Shade. No 224		

7. **Technical Parameters available with Existing Conveyor & Furnace**

a. Conveyor & Baking system along with unit for hanging shells is already installed and fully functional. Specifications of system with which the Electrostatic liquid painting booth need to be synchronized/integrated are as under:

Sr.#	Specification	Parameters
1	Conveyor Speed:	1-2 Inch/Sec
2	Conveyor System	Over Head
3	Product Configuration	Vertically Hanging
4	Baking Unit Temp	0-150 °C
5	Baking Time for each Shell	45 Minutes
6	Distance from Conveyor to floor	5 ft
7	Distance between Conveyor Slots	1ft 6½ inch

- b. Integration of new Electrostatic liquid painting Booth with existing Shell conveyor system will be carried out by supplier.
- c. The Paint should be sprayed only when shell reaches at exact position in front of Spray Gun & should stop when shell travels further on each cycle.

8. **Spares:**

- a. 01 x Year electrostatic paint Qty 1500 ltrs with its specifications/chemical composition along with 02 x spray guns will be supplied by supplier with no additional cost.
- b. 02 x Years essential maintenance and operation spares would be supplied along with Painting Booth, which should be quoted separately.
- c. Spare part list would be provided along with specification of each.
- d. Backup support for provisioning of spares for 15 x years is to be ensured.

9. **OEE:**

Overall Equipment Efficiency of the Painting Booth should be 85%.

10. **Safety:**

- a. Plant should be equipped / provided with all safety gadgets/accessories.
- b. Noise level must be less than 85 db, for each plant.

11. **Earthing:**

The Equipment should have proper earthing system.

12. **Misc:**

- a. System should be safe to handle spike and surge (Transient).
- b. Foundation drawing will be provided by supplier.
- c. All information required for various power sources including total power consumption.
- d. The plant should have environmentally friendly systems.
- e. The supplier will provide complete tool kit for electrical, Instrument & mechanical maintenance of machines.

13. **Site Conditions & Available Services:**

- a. Temperature:
  - Winter = -5 to + 25 °C
  - Summer = +25 to +55 °C
- b. Relative Humidity = 25 to 90%
- c. Earthquake Value = 6.0 on Richter scale.

- d. Electricity 400 Volts, 50 Hz, Three Phases. }  $\pm 05\%$  in normal conditions.
- e. Electricity 220 Volts, 50 Hz, Single Phase. }  $\pm 10\%$  in contingency conditions
- f. Compressed air pressure 6 bar (Max)

14. **Backup Service Support:**

The supplier shall confirm that after Installation of Painting Booth, there shall be backup support at least 15 years as & when required by the purchaser including plant spares and electrostatic paint.

15. **Terms of Delivery & Packing:**

The Plant will be delivered as per following terms:

- a. The delivery will be on C & F Karachi basis. Freight may be indicated.
- b. Seaworthy packing.
- c. Marking and stenciling as per contractual terms and conditions.
- d. Plant parts would be lettered in English and / or internationally recognized symbols.

16. **Documentations / Literatures:**

Literature must be in English language inclusive but not limited to:

- a. 04 x sets of operating manuals
- b. 04 x sets maintenance manuals
- c. Details of electric schematics
- d. Brochures of the offered model

17. **Installation, Commissioning and Trial Production Run**

- a. The Plant shall be commissioned, and trial production of the plant shall be carried out by supplier's engineers. However, Purchaser shall provide required number of operators and technicians for the commissioning and trial production of the plant.
- b. The supplier is to indicate the total man-weeks of his engineers / technicians required for installation, commissioning and trial production of the plant. Terms and conditions are to be stated clearly.
- c. All expenses, including boarding & lodging, air travel and daily allowances of the engineers / technicians are to be borne by the supplier. Local transportation shall be arranged by the Purchaser. The supplier is to indicate the time schedule for the completion of whole project.
- d. The electrostatic paint and process lubricants required for 1<sup>st</sup> time to run the plant as per capacity for one year shall be supplied by the supplier and be quoted separately.
- e. During stay on site at Purchaser's works, supplier's expert shall train the concerned production, maintenance, instruments and Inspection personnel for satisfactory & safe use of plant.

18. **Acceptance Test (FAT)**

- a. Final acceptance test will be performed at purchaser premises. This test will be carried out with the technical assistance of the supplier and will comprise of successful check of acceptable quality of painting of **500 Shells** of 155mm BB ammo and other available calibers as per drawing and gauges.
- b. Plant will be trialed run for 07 days. The input components will be supplied by the purchaser.
- c. The components produced from the input material provided by the purchaser must clear the following parameters:

- i. **Visual Inspection:** Components produced after painting must be smooth and no overflow of paint, short in paint, lines & chattering on surface is allowed.
  - ii. **Dimensional Inspection:** Components would have to qualify required gauges applicable after paint as per relevant gauges/ drawings.
  - iii. **Critical Inspection:** Any 10 x component at random would be selected for critical inspection to ensure the dimensions as per relevant drawing.
- d. Time cycle of operation on Plant would be checked to ensure the production output as mentioned at Para 4(c).
- e. The supplier experts will stay, at supplier cost till the production has been achieved provided such delays are attributable to supplier.
- f. The electrostatic paint, Spares and Process lubricants consumed during trial production run will be borne by the supplier.
- g. Delay penalty will also be imposed @ 2 % per month of contracted value for the delayed period of achievement of production run of the plant beyond the schedule date of final acceptance and will be deducted from balance 20% payment connected with prod run.
- h. In case, the plant could not be commissioned by the OEM, the same will be commissioned by utilizing local available expertise at the risk and cost of the OEM.

19. **Acceptance of Offers:**

- a. The right to accept or reject any offer in full or in part is hereby reserved.

20. **Performance Bond:**

The successful bidder will provide Performance Bond at the rate of 10% of F.O.B. value of the contract in favor of CMA (Store) POF Wah Cantt. The Performance Bond will be furnished in the form of Deposit at Call Receipt from any scheduled bank in Pakistan or an unconditional bank guarantee on prescribed Performa covered by any scheduled bank in Pakistan. The Performance Bond shall be furnished within 45 days from the date of opening of letter of Credit. It shall be valid for period of 24 months after the date of expiry of letter of Credit. If the Performance Bond is not furnished within a/m prescribed time, the Purchaser reserves the right to cancel the contract and has the right to take risk purchase action.

21. **Payment Schedule:**

- a. Payment will normally be made by means of irrevocable letter of credit. Unless otherwise stated 70% payment may be released on confirmation of bank guarantee.
- b. Remaining 30% payment will be released after installation, commissioning and satisfactory completion of trial run of the plant at purchaser premises against the final acceptance test certificate issued by the Purchaser.
- c. All Bank charges incurred in Pakistan in connection with the establishment of LC will be borne by the Purchaser whereas all Bank charges incurred in connection with drawing of payment including charges for confirmation of L.C. by the advising Bank/Foreign Bank will be borne by the Supplier.

22. **Arbitration:**

All matters of dispute or difference, except regarding rejection of stores by the inspector and/or cancellation of contract by the purchaser arising out of this agreement between the parties hereto, the settlement of which is not otherwise specially provided for in this agreement, shall be referred for adjudication to two arbitrators, one to be named by each party, who before entering upon the reference shall appoint an umpire by mutual agreements, and if they do not agree a judge of



superior court shall appoint the umpire, the arbitration proceedings shall be held in Pakistan under the Pakistan law. The arbitration awards shall be un-spoken.

23. **Warranty Guarantee:**

- a. The Plant and accessories shall be accepted on Supplier's Warranty / Guarantee with regard to quality and quantity subject to these being technically checked/tested and accounted for on arrival at Consignee's ware-house in presence of supplier's rep (if desired by supplier) at their cost. The supplier shall render Warranty / Guarantee certificate in duplicate to the Purchaser on the enclosed Preformed attached as Annex B as soon as stores have been dispatched/delivered. This Warranty / Guarantee shall be binding on the Supplier for a period of 12 months reckoning from the date of commissioning of the plant.
- b. In case the stores on checking / test after receipt at Consignee's warehouse are found not conforming strictly to the relevant specification and other particulars are found damaged during transit, the Supplier shall immediately replace the rejected/damaged stores by acceptable stores, free of cost, and without any obligation to the Purchaser. Rejected / damaged stores shall be disposed off by the Supplier under his own arrangements.
- c. The supplier shall warranty the good quality of all equipment supplied against all defects or failures due to faulty design, material, or workmanship.
- d. The supplier shall also provide Guarantee for meeting the requisite quality and quantity of products. In case of any deficiency in term of quality or quantity of products, all related expenditure to fulfill commitment shall be borne by the supplier.

**WARRANTY/GUARANTEE CERTIFICATE**

Firm's Name:

1. We hereby guarantee that the store/goods supplied against the Contract are in all respect in accordance with the relevant specifications and terms of the contract and that the materials used, whether or not of our manufacture, are in accordance with the latest approved standard specifications complete, are of good workmanship/quality throughout, and that we shall replace free of cost, every article or part thereof which before use or in use, shall be found defective, or not within the limits and tolerance of specification requirements, or in any way not in accordance with the terms of the contract.

2. In case of our failure to replace the defective stores free of cost within the period specified by the purchaser, we will refund the relevant cost.

3. The Warranty/Guarantee will remain valid for 12 months from the date of satisfactory completion of Trial Run.

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Status in firm: \_\_\_\_\_

Dated: \_\_\_\_\_

**Capital Purchase**

**Special Points To be Considered While Preparing Commercial Bid**

Commercial offers in the line with the following clarification would be considered acceptable otherwise the same will stand rejected.

- a. FOR/FOB & C&F Cost of Machine alongwith accessories etc.
- b. List & Cost of Tooling.
- c. List & Cost of Spare Parts for two years.
- d. Cost of Training & installation / Commissioning charges.
- e. Confirmation regarding terms of payment 70% against shipping documents & 30% after installation & successful commissioning at POF Sanjwal.
- f. Confirmation regarding obtaining of export permit.
- g. Confirmation regarding submission of 10% Performance Bond.