

# **INVITATION TO BID**

**Tender Ref: GMCM/FUEL/JETA1/INT/04/2025**

1. Pakistan International Airline (PIA) invites quotations through EPADS and sealed bids from renowned (Eligibility as per Bidding Documents) Vendors on “Single Stage Single Envelope Basis”

For

## **“Procurement of JET A1 Fuel at different International Stations”**

2. Bidding documents containing detail terms and conditions, etc. are available electronically and can be downloaded from
3. PIACL Website <https://www.piac.com.pk/corporate/business-with-pia/tenders>
4. PPRA Website <https://www.ppra.org.pk/active-tenders>
5. EPADS-PPRA website <https://eprocure.gov.pk> through Supplier Login
6. Bids can be submitted electronically through EPADS.
7. The bids must be prepared in accordance with the instruction in the bidding documents and must be submitted by **07-05-2025** before 10:30 AM (PST). Bids will be opened on the same day at 11:00 AM (PST).
8. Hard Copies of bids along with Original Bid Security instrument may also be submitted to the undersigned before above given deadline (in addition to EPADS submission).

**Pakistan International Airlines  
GM Contract Management Division**

**1<sup>st</sup> Floor, Supply Chain Management Department Building, [PIACL], Head  
Office Karachi Airport-75200 Pakistan**

**Tel: +92-21-99044216 / 5277**

E-mail: [gm.cm@piac.aero](mailto:gm.cm@piac.aero) / [contract.tech@piac.aero](mailto:contract.tech@piac.aero)

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

### **Note for International Bidders**

International Suppliers are requested to register on EPADS, for assistance to get registered on EPADS contact PIA Focal EPADS email [auditcell.scm@piac.aero](mailto:auditcell.scm@piac.aero) and [contract.tech@piac.aero](mailto:contract.tech@piac.aero).

In the event that Foreign bidders are unable to register on an EPAD, Password protected bids (subject to company management approval) may be submitted at following email [dqmpm@piac.aero](mailto:dqmpm@piac.aero) by **07-05-2025** before 10:30 AM (PST)

# AVIATION JET A1 FUEL SUPPLY TENDER TERMS OF REFERENCE (TORS)

## 1. PRODUCT.

Aviation Jet A-1 fuel conforming specifications given below.

## 2. PRODUCT SPECIFICATION.

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

## 3. DELIVERY SCHEDULE.

S.NO	LOCATIONS	ESTIMATED UPLIFT FOR TWO YEARS (USG)
1	AL AIN (AAN/OMAL)	76,8126
2	ABU DHABI (AUH/OMAA)	5,904,464
3	*BIRMINGHAM (BHX/EGBB)	5,751,852
4	**PARIS (CDG/LFPG)	4,111,182
5	DUBAI (DXB/OMDB)	10,775,329
6	AL QASSIM (ELQ/OEGS)	1,027,007
7	JEDDAH (JED/OEJN)	33,795,313
8	**KUALA LUMPUR (KUL/WMKK)	7,325,764
9	*LONDON (LHR/EGLL)	19,375,459
10	*MANCHESTER (MAN/EGCC)	19,162,964
11	MUSCAT (MCT/OOMS)	2,747,822
12	MEDINA (MED/OEMA)	11,766,683
13	PEKING (PEK/ZBAA)	2,733,383
14	RIYADH (RUH/OERK)	9,312,247
15	SHARJAH (SHJ/OMSJ)	4,069,323
16	**TORONTO (YYZ/CYYZ)	18,806,829

*\*PIACL will resume operations at these locations upon management approval.*

*\*\*Contract may start early (1st May 2025) based on mutual agreement.*

*Note: These quantities are estimates and subject to operational changes.*

*PIACL being a member of PIFFC price quoted will be "into storage" for YYZ.*

*While all other station price quoted "into plane"*

## 4. CONTRACT PERIOD

Normal contract will be entered into for the period of two years (Twenty Four calendar months commencing from 1<sup>st</sup> July 2025 and expiring on 30<sup>th</sup> June 2027 (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 3<sup>RD</sup> 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 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. Complete detail must be enclosed with tender. Fuel handling agencies, 3<sup>rd</sup> parties, other participant arranging supplies will provide documentary evidence to confirm that principal is IATA approved. PIACL reserves right to reject the bid of a supplier whose refuelling service has not been satisfactory.

**13. TENDER DOCUMENT AMENDMENT:** PIACL prior to bid submission deadline may amend bidding documents, and/or extend deadlines in the tender documents by issuing, and publishing/uploading addendum/corrigendum on PPRA (Public Procurement Regulatory Authority) Pakistan, PIACL website links in the tender.

**14. BID PRICE OFFERS AND DISCOUNTS:** Bid offer will be in one round only (Single stage one envelope procedure). The most advantageous bidder will be contracted for a given location.

**15. EVALUATION PROCESS INTEGRITY 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. At any stage of evaluation process bidder shall provide clarification as required.

**16. BIDS EVALUATION CRITERIA**

The contract shall be awarded to the most advantageous 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:  
**(Avg. No. of days (Credit or Advance) X PIA annual cost of capital/funds X Into-plane Price).**

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**PRICE SCHEDULE:** Filling this schedule by bidder is **mandatory**.

S.NO	LOCATIONS	Index Price (USC/USG)	Differential (USC/USG)	Taxes/Fees (USC/USG)	Payment terms	Index Market
1	AL AIN (AAN/OMAL)					
2	ABU DHABI (AUH/OMAA)					
3	BIRMINGHAM (BHX/EGBB)					
4	PARIS (CDG/LFPG)					
5	DUBAI (DXB/OMDB)					
6	AL QASSIM (ELQ/OEGS)					
7	JEDDAH (JED/OEJN)					
8	KUALA LUMPUR (KUL/WMKK)					
9	LONDON (LHR/EGLL)					
10	MANCHESTER (MAN/EGCC)					
11	MUSCAT (MCT/OOMS)					
12	MEDINA (MED/OEMA)					
13	PEKING (PEK/ZBAA)					
14	RIYADH (RUH/OERK)					
15	SHARJAH (SHJ/OMSJ)					
16	TORONTO (YYZ/CYYZ)					

**17. AWARD OF CONTRACT:**

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

**18. 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.

**19. UNSCHEDULED AND VVIP FLIGHTS:**

PIA acts as agent on behalf of government of Pakistan for VVIP fueling. 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.

**20. BID VALIDITY:**

The bid shall remain valid for a period of ninety (90) days from the date of submission. The bidder agrees that its offer shall be binding and may not be withdrawn or modified during this period. PIACL reserves the right to request an extension of the bid validity period, which the bidder may accept or decline at its discretion.

**21. TENDER / AGREEMENT T & CS:**

Terms of tender and agreement shall be in compliance with IATA Aviation Fuel Supply Model Agreement latest Version.

**22. MARGINS & TERMS FINALIZED**

Margin quoted and terms of payment/ condition will remain fix and cannot be changed during the tender term any change will lead immediate expiry of contract and permanent blacklisting from PIACL future tenders.

**23. FINANCIAL CLAUSES**

Bidders shall provide separately the Mark up clauses, financial security clauses

**24. EXTENSION IN CONTRATUAL PERIOD**

The awarded contract can be extended for another single year as per PPRA directives based on mutual consent of both parties.