

Tender No: 25011256
Date:- 16-04-2026
Tender fee Rs.45,000/-
(For local bidders only)

INVITATION TO BID

1. Pakistan International Airline Corporation Limited (PIACL) situated Head office Karachi Airport Pakistan invites seal bids from the well reputed Manufacturers OR their Authorized / Distributors for the supply of Aircraft Towing Tractor (Tug Master) required to its Ground Services Equipment Department at Karachi Airport Pakistan.

Item Description: TUG MASTER Qty 03Ea

Bidding documents are simultaneously available in following links/websites.

2. PIACL Website <https://www.piac.com.pk/corporate/sales-procurement/tenders>
3. PPRA Website <https://www.ppra.org.pk/active-tenders>
4. EPADS-PPRA website <https://www.eprocure.gov.pk> *(for Suppliers Login purpose a compulsory requirement)
5. Bids should be submitted electronically through Pakistan PPRA EPADS website.
Special Note: By hand bidding docs submission OR courier dispatch of bidding docs will not be entertained until & unless bidding docs not uploaded in EPADS site of PPRA.
6. Bids must be prepared in accordance with the instruction in the bidding documents and must submit by 25-05-2026 (Monday) at 10:30am both in PPRA EPADS by electronically and by manual submission in the Tender Room at SCM Deptt Building near PIA HO Karachi Airport Pakistan.
7. Bids will be opened on the same day/date/venue at 11:00am.
8. Note for Pak based Local bidders: Hard copy of biding docs along Original Bid Security instrument /tender fee /EM must be submit with technical bids in envelope.
9. **Special note: Hence there has been given a considerable time has been given to the participating bidder(s) to registered/submit both their Technical & financial bids in Pakistan Public Procurement Authority EPADS web link/site and despite this if any bidder fail to submit in EPADS then at the time of tender opening date no any request/reasons will be entertained and bids will be stand rejected.**

Seal & Sign of Bidder

M/s. _____

For **Pakistan International Airlines**

General Manager Procurement
Supply Chain Management Deptt SCM Building
Near PIAHeadOfficeKarachiAirport-75200Pakistan
Tel:0092-21-99043048 /0092_2199044483
Em: khizpk@piac.aero
Website: <http://web.piac.com.pk/>

Instructions to Bidders for the Tender Ref #-25011256

Important Note:

After submission of bids through PPRAEPADS following details/receipt/docs required through manual submission of tender documents at the time of tender opening date:-

- Tender Fee: PKR _____ (For Pak based local bidders)
- Bid Security: PKR _____ (For Pak based local bidders)
- Technical Literature (if applicable) _____
- Company Profile _____
- Certifications(if any) _____
- Authorizations(if any) _____

(Foreign bidders are exempted from Earnest Money and Tender Fee however they require to submit the bid declaration)

INSTRUCTION FOR MANUAL SUBMISSION OF TENDER DOCUMENTS

1. Bidder required to send their sealed BID on "Single Stage Two Envelope Basis addressed To DGM Procurement Management Supply Chain Management 1st Floor SCM Department Building PIACL Head Office, JIAP Karachi-75200 before 25-05-2026 10.30am (For those bidders who will dispatch by courier services) OR
2. Tenders may be dropped in the Tender Box placed in the main entrance of SCM Deptt Building box marked as "Commercial Purchases" latest by 10:30 hours on the specified date.
3. Tenders will be opened at 11:00hours on same date/venue in the presence of bidders OR local rep [optional]
4. Both Technical & Financial Proposals should be sealed with Scotch Tape with authorized signature.
 - a) Tender must be in two separate sealed envelopes packing;
 - ✓ [Technical Proposal] with Tender Reference Number & Supplier Name Only (literature/Pics/ brochures of item)
 - ✓ [Financial Proposal] with Tender Reference Number & Supplier Name. (Unit price taxes bid security etc)
 - b) Note: bidder must mention Tender Ref No. date of opening & item description on the front face of sealed envelope. [compulsory]
5. Tenders received after stipulated date & time shall not be considered. The procuring agency will not be responsible for any delays due to human or natural reasons.
6. The decision of General Manager Procurement in all terms & conditions shall be final in this binding.

Note If any bidder would like to contact for any query regarding this tender please email us on: hakim.jan@piac.aero & nadeem.majeed@piac.aero
& Telephone No; [Tel:0092-21-99043048](tel:0092-21-99043048) / [0092-21-99044483](tel:0092-21-99044483)

Seal & signature of Bidder

M/s. _____

(A)-PREPARATION OF TENDER

Tender documents can be prepared in following separate manner:

Technical Proposal: (sealed envelope) should contain following documents

a- **Technical Literature/Brochures of item with tender fee & filling of Annexure A without rates.**

b- **Complete Specification of vehicle (where applicable)**

c- **Authority Letter (In the name of Rep. of Participating Co)**

Tender Fee in shape of pay order PKR.45,000/ & Earnest Money PKR 3,000,000/-

(for Pak based local/bidders) in favor of “Pakistan International Airline”

(Note) tender fee not refundable however earnest money is refundable.

d- **Signed Copy of Duly Filled (Schedule-A without rates) compulsory.**

e- **Copies of all Applicable Certificates & “Mandatory Requirement & Check List in tender docs”**

Financial Proposal: (sealed envelope) should contain:

a-unit price, total value must be mentioned in **Tender Schedule-A compulsory.**

(B) -Payment Terms NTD OR LC with EDD in Financial Proposals

Note: As per PPRA Rule bidders need to submit Earnest Money which is PKR Rs.3,000,000/-(Refundable) in shape of Pay order in favor of “Pakistan International Airlines). Foreign bidders are exempted from Earnest Money and Tender Fee.

Financial Proposals shall remain sealed and in the custody of PIA until the evaluation report is issued by Competent Evaluation Committee(CEC).

Evaluation Report shall be published in PPRA EPADS website for 5-7days. If any bidder intended to lodge their grievances with PIA Grievance Committee through **Email:**

khijzpk@piac.aero within the stipulated time.

Financial Proposal of only technically qualified bidder(s) will be opened on later stage(to be informed successful bidders) Remaining Those bidders who will not qualify in Technical Evaluation their Financial Proposals shall be **returned as un-opened.**

C). ACCEPTANCE/REJECTION OF TENDER

PIA is reserve the rights of following;

- To accept or reject any bids/quotations at any stage as per PPRA rules.
- To divide business among more than one supplier; OR
- To extend /cancel the tender at any stage as per PPRA rules.

(D) COMPULSORY FBR REGISTRATION/CERTIFICATION FILLING/RETURNS:

Pak based Local Bidders must be registered with FBR having NTN GST valid docs and proof submitting return for three years.

If any dealer/ authorized distributor participating in this tender then they're required to submit/provide proof of Authorization from the Principal both local & foreign bidders.

Sign & Official Seal of the Bidder

M/s. _____

(E)- Instruction for both Local & Foreign Bidders:

Successful bidder will be required to submit 05% of total Bid Value in shape of pay order or wire transfer to PIA acctt at the time of awarding contract

(F) -Shipment Inco terms:

Shipment shall be made CFR KARACHI PAKISTAN

Payment Term: will be through 100% confirmed & Irrecoverable LC

(G)-Compulsory Filling of annexed docs

1. Tender Schedule-A
2. Mandatory Requirement/ Terms & Conditions
3. Undertaking
4. Integrity Pact

Seal & Sign of Bidder

M /s. _____

For **Pakistan International Airlines**

General Manager Procurement
Supply Chain Management Deptt SCM
Building Near PIA Head Office Karachi Airport-
75200 Pakistan [Tel:0092-21-99043048/](tel:0092-21-99043048)
[0092-21-99044483](tel:0092-21-99044483)
Em: khizok@piac.aero
Website: www.piac.com.pk/

ITEM SPECIFICATION				Tender Ref# 25011256.			
PARTICULARS (Description) PART NO	ITEMDESCRIPTION	USE/Applicability	UP / UOM	QTY	BRAND NAME	Country of Manufacture	Prod Date
N/A	<u>TUG MASTER</u> <u>Specification (s) Standard items</u> <u>required for AIRCRAFT TOWING</u> <u>TRACTOR and Technical</u> <u>Evaluation Criteria as per</u> <u>attached TORs.</u>		EA	03			
UNIT RATE PKR/USD/GBP/OTHERS		GST OR ANY ADDITIONAL TAXES / DUTIES (If Applicable)		EXTENDED VALUE PKR/USD/GBP/OTHERS		REMARKS	
		Total					
EDD (Expected Delivery Date): _____		Earnest Money (for Pak based local bidders only)					
Only OEMs/Manufacturer/Authorized Distributor can participate with documentary proof.		Grand Total					

Note: Please avoid cutting/overwriting, using correction fluid while filling in this Tender Schedule.

Authorized Signatures (of the Bidder): _____

Official Seal of the Company: _____

Contact number(s) _____

Email Address _____

SPECIFICATION**Aircraft Towing Tractor**

**Compatible with push back and maintenance towing narrow & wide body aircraft
(A-320, B-777 all variants)**

PARTICULAR DETAIL

S.NO.	PARTICULARS	DETAILS
1	DRIVE	DUAL DRIVE (FRONT AND REAR)
2	ENGINE	DIESEL OPERATED AIR COOLED ENGINE WITH AT LEAST 330 kW OUTPUT POWER
3	STEERING	4 HYDROSTATIC STEERING MODES REQUIRED IN BOTH CABINS. <ul style="list-style-type: none"> • 2 FRONT STEERING WHEELS • 2 REAR STEERING WHEELS • 4 STEERING WHEELS • CRAB STEERING
4	HITCHES	FRONT AND REAR MANUALLY OPERATED WITH MIRROR
5	TRANSMISSION	POWER SHIFT 6 SPEED FORWARD AND 3 REVERSE (ZF OR EQUIVALENT)
6	AXLES	HEAVY DUTY FRONT AND REAR (KESSELER OR EQUIVALENT) WITH ATLEAST 24 WHEEL STUDS.
7	WHEEL ALIGNMENT SYSTEM	ELECTRICAL AND MANUAL WHEEL ALIGNMENT SYSTEM IS REQUIRED.
8	SUSPENSION	REAR RIGID MOUNTED FRONT LEAF SPRING
9	BRAKES	FULLY HYDRAULIC POWER SYSTEM BRAKES ON ALL 4 WHEELS WITH DRY DISC BRAKE.
10	PARKING BRAKES	HYDRAULIC
11	TYRES	TUBELESS TYRES
12	STABALIZER	04 AUTOMATIC HYDRAULICS JACKS FOR TYRE CHANGE AND MAINTENANCE. SEPARATE HYDRAULIC PUMP IS REQUIRED TO UPLIFT STABILIZERS.
13	EMERGENCY	<ul style="list-style-type: none"> • EMERGENCY DC PUMP /MANUAL SYSTEM FOR STEERING MOVEMENT. • EMERGENCY DC PUMP/MANUAL SYSTEM FOR PARKING BRAKES OFF. • ELECTRICALLY DRIVEN EMERGENCY PUMP • MASTER SWITCH SHOULD BE CAPABLE TO SWITCH OFF ENGINE AND TO ISOLATE BATTERY. • EASILY ACCESSIBLE EMERGENCY BRAKE AND STEERING RELEASE SYSTEM IS REQUIRED.
14	FRONT CAB	ELEVATED
15	LUBRICATING SYSTEM	AUTOMATIC CENTRALIZED
16	STANDARD GADGETS	REQUIRED (SPEEDOMETER,OIL INDICATION,PRESSURE INDICATION,ENGINE COOLING TEMPRATURE,GEAR BOX OIL TEMPRATURE,BATTERY CHARGING,HYDRAULIC OIL ,AXLE OIL TEMPRATURE,WHEEL ALIGNMENT,HOUR METER,FUEL GAUGE,VOLT METER,RPM GAUGE,LOW BRAKE PRESSURE AND PARKING BRAKE APPLIED INDICATOR LIGHT,GENERAL FAULT LIGHT AND BUZZER ETC).
17	BATTERY	CONTAINER SHOULD BE AT PLACE WHERE ACCESS IS EASY FOR MAINTENANCE.
18	HYD HOSE PIPE.	MAXIMUM USE OF HYDRAULIC STEEL PIPES IS REQUIRED TO OVERCOME THE ISSUE OF LEAKAGE.
19	SPARE PARTS	2-5 YEARS LIST OF RECOMMENDED SPARE PARTS.
20	STANDARD ITEMS	AS PER ANNEXURE-A
21	WARRANTY	TWO YEARS WARRANTY OR 4000 HOURS WHICHEVER COMES FIRST WILL BE PROVIDED BY OEM.
NOTE:		UNIT SHALL BE MANUFACTURED AS PER GUIDANCE PROVIDED VIDE IATA SPECIFICATION AHM.

STANDARD ITEMS:General Items:

Following items to be provided with each unit: -

- a. Spare wheel front and rear. If identical, only one wheel is required.
- b. Apron Beacon Light.
- c. Recommended spares parts list for 2-5 years with Venders name and address to be provided.
- d. Wheel spanner.
- e. Fire extinguisher. As per standard (02 extinguishers/vehicle)
- f. Master switch to disconnect the batteries in emergency.
- g. Flame Trap as per IATA standards.
- h. Recommended spare parts list (RSPL) must be provided.
- i. Schedule maintenance kit for 300 hrs, 600 hr and 1000 hrs must be provided with each unit.
- j. Guarantee to supply spare parts and accessories for a minimum period of 10 years. (Certificate Required)
- k. Wheel chocks inclusive supports Qty-02

PUBLICATIONS / SOFTWARE (PER UNIT):

- | | |
|--|-----------|
| 1. Operating Manual | 03 copies |
| 2. Workshop Maintenance Manual | 03 copies |
| 3. Illustrated parts list | 03 copies |
| 4. Illustrated parts list of engines | 03 copies |
| 5. Illustrated parts list of Transmission | 03 copies |
| 6. Engine overhaul manual | 03 copies |
| 7. Transmission overhaul manual | 03 copies |
| 8. Soft copies of all documents or online support. | |
| 9. Fault diagnostic tool of Engine along with required software is required. | |

TOOLS KIT:

Following items to be provided with equipment of renowned brand.

- Complete spanner set (6 mm to 32 mm)
- Complete socket set (6 mm to 32 mm)
- Complete screwdriver flat set: qty-01
- Complete screwdriver Philips set qty-01
- Oil/fuel filter wrench
- Nose pliers qty-01
- Cutter pliers qty-01
- Combination pliers qty-01
- Grip pliers qty-01
- Allen Key set qty-01
- Star Allen Key set qty-01

- Digital AC/DC Clamp meter qty-01
- Any other special tool which is required for maintenance.

FACTORY ACCEPTANCE TEST:

Factory Acceptance Test will be carried out by two members PIA team before shipment boarding and lodging will be borne by manufacturer.

TRAINING:

Scope of Training


- **Engine:** Maintenance, troubleshooting/overhaul; fuel, cooling & lubrication checks; safety & OEM intervals.
- **Transmission:** Inspection, servicing, troubleshooting/overhaul; controllers, power flow & adjustments; OEM intervals.
- **Electrical & Diagnostics:** Tool attachment, software use, fault finding; preventive checks; diagrams/flow charts (ECM/ECU, controllers); wiring, connectors & battery intervals.
- **Hydraulic:** Maintenance, testing & troubleshooting; valves, hoses/fittings, system diagrams; pressure checks, fault isolation, safety/emergency steps; OEM intervals.
- **Sensors:** Location, calibration & monitoring functions.
- **Emergency Clearance:** Safe removal of GSE from aircraft.
- **Scheduled Maintenance:** OEM-based intervals with task cards, checklists & documentation.


Methodology

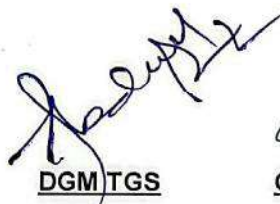
- Classroom instruction plus hands-on practice on actual systems.


Facilities (by Manufacturer)


- Boarding/lodging will be borne by manufacturer.



MGR MAINT KHI



MGR RING



DGM TGS

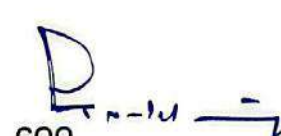

GM TGS 15/12/25



CHIEF ENGINEER (EBD) 28/12/25


GM SCM


GM ACCOUNTING 6/1/26


SA To CEO


COO




AIRCRAFT TOWING TRACTOR

REVISED TECHNICAL BIDS EVALUATION CRITERIA

Company Name:
Total Marks:	100
Qualifying Marks:	80
MANDATORY REQUIREMENTS:	COMPANY RESPONSE (COMPLY / NOT COMPLY)
Compatibility with (A-320, B-777 All variants)	
Engine with at least 330 Kw is required.	
Drawbar pull minimum 450 kN.	
Dual drive rear and front, elevated cabin (Front side).	
Guarantee to provide spare parts/accessories for the period of minimum 10 years.	
Two years' warranty or 4000 hours whichever comes first must be provided by OEM including service and parts.	
Provision of standard items as per annexure "A".	
Anticollision System	

S.No.	PARTICULARS/PARAMETERS FOR MARKING	Marks
1	Engine Type: Max Marks:-----	05
a.	Air cooled Engine preferable Deutz-----	05
b.	Other than Deutz -----	02
2	Transmission Type: Max Marks:-----	10
a.	Minimum power shift 6 speed forward and 3 reverse (PREFERABLE ZF TRANSMISSION) -----	10
b.	Other than ZF -----	05
3	Axel Type: Max. Marks:-----	05
a.	Heavy duty front/rear axle, preferable Kessler WITH ATLEAST 22 WHEEL STUDS.---	05
b.	Other than above but heavy duty-----	02
4	Brake System: Max Marks: -----	05
a.	Fully hydraulic power system brakes On all 4 wheels, Parking brakes Hydraulic WITH DRY DISC BRAKE. Electrically driven emergency pump	05
b.	Other than above.	00
5	Steering System: Max Marks:-----	10
a.	4 hydrostatic steering modes <ul style="list-style-type: none"> • 2 front steering wheels • 2 rear steering wheels • 4 steering wheels • Crab steering 	10
b.	Non-compliance of any of above parameters-----	00
6	Stabilizers : Max Marks: -----	05
a.	04 automatic hydraulic jacks for tyre change and maintenance, separate hydraulic pump is required to uplift stabilizers.....	05
b.	Other than above-----	00
7	Safety/Emergency : Max Marks:	05
a.	<ul style="list-style-type: none"> • Emergency dc pump /manual system for steering movement. • Electrically driven emergency pump • Emergency dc pump/manual system for parking brakes off. 	05


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	• Master switch should be capable to switch off engine and to isolate battery.	
	b. Non-compliance of above parameters-----	00
8	Lubrication System: Max Marks:	05
	Automatic centralized-----	05
	Other than above-----	05
09	Standard Gadgets/instruments: Max Marks:	05
	Installation of speedometer, oil indication, pressure indication, engine cooling temperature, gear box oil temperature, battery charging, hydraulic oil, axle oil temperature, wheel alignment, hour meter, fuel gauge, voltmeter, rpm gauge, low brake pressure and parking brake applied indicator light, general fault light and buzzer etc-----	05
	Other than above parameters-----	00
10	Technical Rep in Pakistan Max. Marks -----	05
	a. Rep in Pakistan (Sales and Technical Service Center), Must have valid NTN/GST No.-----	05
	b. Only Sales Rep in Pakistan (Must have valid NTN/GST No.) -----	02
	c. No registered rep in Pakistan-----	00
11	Market Share (No. of units produced in last ten years) Max. Marks -----	15
	a. More than 500 units. -----	15
	b. More than 300 units-----	10
	c. Less than 300 units-----	00
12	Relevant Experience	10
	a. More than 20 years	10
	b. 10 to 19 years	05
	c. Less than 10 years	00
13	Supply of Units in Pakistan	10
	More than 10 units	10
	Less than 10 units	05
14	Onsite Training of 05 Persons Max. Marks-----	05
	a. 05 days Onsite Training of 05 Persons -----	05
	b. Other than above-----	02

NOTE:

- Bids having non-compliance of any mandatory requirement will not be evaluated.
- Compliance / non-compliance against any particular/parameter is required.
- Bids will be evaluated on the basis of **40 % technical and 60 %** weightage of financial bids.
- Customer reference/Clientele list will be provided by Vendor.
- Documentary evidence of all compliance is required.

MGR PLNG **MGR MAINT KHI** **DGM TGS** **GM TGS**

CHIEF ENGINEER (EBD) **GM SCM** **GM ACCOUNTING**

SA To CEO **COO**

REQUIRED TO FILL BY ALL FOREIGN & LOCAL BIDDERS

MANDATORY REQUIREMENTS

AFFIDAVIT & CHECKLIST Tender Ref 25011256

1	We are participating as:- Manufacturer/Authorized Distributor Only. (Tick where applicable)	Our Principals are M/s. _____ [Note :Please attach Copy as applicable]
2	We are registered with As Manufacturer/Authorities Distributor Yes/ No _____ <u>Note:</u> 1.Please write 'N/A' where Not Applicable. 2. Please attach Copies of relevant docs.	GST : _____ For local bidder NTN : _____ For local bidder ISO : _____ PSQCA: _____ OTHERS: _____
3	<u>We have attached:</u> Sample/Literature/Product Image Yes/No _____	Tender Fee (Rs) : _____ [In Tech. Prop] * Earnest Money: _____ [In Finance. Prop] Applicable to local bidders only
Local bidder required to provide following details for Tender Fee & Earnest Money. * P.O / CR. No _____ Drawn on Bank: _____ Branch: _____ ** P.O / CR. No _____ Drawn on Bank: _____ Branch: _____		
4	We firmly confirm that our product/item will be from Fresh Stock with warranty/Expiry date _____	
5	Our offered item(s) contains OEM certificate/TDS /Aviation Specs	No / Yes _____ Years/Months (By Manufac.)
6	<u>Product Specific "MANDATORY" Requirements</u> Size: _____ Color: _____ Brand Equivalent To: _____ We are submitting quantity of Samples _____ with Technical bid.	
7	We shall make deliveries free of all charges and as per schedule given in tender/Purchase Order in case if order awarded.	
8	We are quoting only ONE RATE (inclusive of all taxes, mentioned separately) that are firm & final in all respects, and shall be valid for 180 <u>days extendable</u> countable from the date of Financial opening..	
9	We have attached (duly signed and affixed sealed) <u>Integrity Pact</u> on our letter head. The same shall be submitted by us (along with <u>Contract Agreement</u>) if tender is awarded to us.	
10	We are agreed for Payment terms LC partial payment <u>Net</u> (NTD), and Income Tax deduction at source if applicable	
11	We understand that the required quantities may be increased/decreased by 15% as and when required	
12	I /We do here by affirm that: I/we have read and understood the terms and conditions of the tender as mentioned above & agreed that our bid is in line with the terms and conditions of this tender. Whatever is written above is true to the best of my knowledge and belief. I/we are fully aware that my/ our bid may be rejected if ;at any time ,any of the entry is found wrong/false. This tender is filled in; the signature & affixing the company's seal on all pages are by me.	

Name : _____ Designation *: _____

Country & Address: _____

_____ E-Mail : _____

Cell No: _____ Tel No : _____ Fax No: _____

Authorized Signature (Bidder): _____ Company's Seal : _____

*[Note: Please specify whether you are signing as:

- | | |
|---|---|
| <input type="checkbox"/> Sole Proprietor or Attorney | <input type="checkbox"/> (if Proprietorship) |
| <input type="checkbox"/> Active Partner or Attorney | <input type="checkbox"/> (if Registered under |
| <input type="checkbox"/> Partnership Act) Secretary / Director / Manager (if Registered under | Company's Ordinance) |

(To be submitted on Company's Letterhead))

General Manager Procurement
Supply Chain Management
Pakistan International Airlines Co Ltd.
Karachi

Subject: Undertaking to Execute Contract

Dear Sir,

We/I, the undersigned bidders do hereby confirm, agree and under take to do following in the event our / my tender for supply of

_____ to PIACL is approved and accepted:

That we / I will into and execute the formal contract, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledge and which has been studied and under stood by me / us without any change, amendment, revision or addition thereto, within a period of seven days when required by PIACL to do so.

That all expense in connection with the preparation and execution of the contract including stamp duty will be borne by us / me.

That we / I shall deposit with PIACL the amount of security as specified in the contract which shall continue to e held by PIACL until three months after expiry of the contract period.

That in event of our / my failure to execute the formal contract within the period of seven days specified by PIA the Earnest money held by PIACL shall forfeited and we / I shall not question the same.

Name in full: -----

Designation: -----

Address & Country -----

Phone with Code -----

CNIC/ Passport No -----

Seal Of Company -----

Date: -----/-----/2026

Bidders Signature: -----