NATIONAL STANDARD PROCUREMENT DOCUMENTS

(INTERNATIONAL COMPETITIVE BIDDING)

PRE-QUALIFICATION OF MARINE LUBRICANTS MANUFACTURER FOR SUPPLY AT INTERNATIONAL PORTS

PAKISTAN NATIONAL SHIPPING CORPORATION

OCTOBER 2026

M/S. _____

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Pakistan National Shipping Corporation PNSC

PAKISTAN NATIONAL SHIPPING CORPORATION

(Statutory Corporation, Established under the Ordinance XX of 1979)

INVITATION FOR PREQUALIFICATION

(Subsequent to Closed Framework Agreement)

NOTICE FOR PRE-QUALIFICATION OF MARINE LUBRICANTS MANUFACTURERS FOR SUPPLY AT INTERNATIONAL PORTS

TENDER NO: PRCD/PQ/LUBRICANTS/2026-27/002

1. The Pakistan National Shipping Corporation (PNSC) has sufficient funds from its own resources toward the expenditure of MARINE LUBRICANTS, and intends to apply part of the proceeds toward payments under the contract for Pre-Qualification of Marine Lubricants Manufacturers for supply at International Ports.
2. The Pakistan National Shipping Corporation intends to prequalify suppliers for Invitation to Bid(s), and sign the closed framework agreement with the selected bidder subsequent to bidding process in case of Closed Framework Agreement.
3. The objective of the intended closed framework agreement is the on-demand supply of Original Marine Lubricants which must meet oil specification of all major Marine Engines and other Auxiliaries as specified by OEM e.g. (Everllence (Ex MAN B&W) (Hitachi), Hyundai, Yanmar, Daihatsu, Wartsila etc). Marine Lubricants required products approved by OEMS shall be supplied at international port through subsequent Call-off Contract(s) with successful bidder, and the purpose of this Prequalification Notice is to provide the very basic information to enable the potential applicants to decide whether or not to respond to this Prequalification Notice.
4. Only the prequalified applicants shall be entitled to participate in the procurement proceedings, and it is expected that the Invitation to Bids will be made to the Prequalified Applicants December **2026** and Closed Framework Agreement will be signed between the Procuring Agency and the successful bidder as Framework Agreement Supplier before March **2027** for the period of **One (01) year**.
5. Prequalification process is open for all international Applicants subject to fulfilling the eligibility requirements mentioned in the respective Prequalification Documents. Interested Applicants may obtain further information from the Pakistan National Shipping Corporation (PNSC) at the address mentioned below during office hours 0930 to 1630 hours.
6. A complete set of Prequalification Documents in English may be downloaded from the website www.pnsc.com.pk after signing up and giving necessary details, which will be required for keeping the record of potential applications, who are also instructed to remain in touch with the respective web-link for observing amendment(s), if any, in Prequalification Documents.
7. Applications for Pre-qualification documents duly filled-in signed and stamped must be received through e-mail only on bunker.lubes@pnsc.com.pk by 11:00 AM on **November 23, 2026.** Prequalification Applications shall be opened on same day at 11:30 AM in the presence of applicants who wish to attend
8. PNSC reserves the right to accept or reject any or all Bids as per Public Procurement Rules, 2026.

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SECTION I - INSTRUCTIONS TO APPLICANTS

A. GENERAL

1. SCOPE OF APPLICATION

1.1 In connection with the "Invitation for Prequalification", the Procuring Agency, as defined in Section II (Prequalification Data Sheet abbreviated as PDS), issues this set of Prequalification Documents (PD) to prospective applicants (also hereinafter referred as Applicants) interested in submitting applications (also hereinafter referred as Applications) to determine the capacity and capability of the Applicant(s) for Supply of MARINE LUBRICANTS AT INTERNATIONAL PORTS.

2. SOURCE OF FUNDS

2.1 Source of funds is same as referred in Invitation for Prequalification.

3. FRAUD AND CORRUPTION

3.1 The Procuring Agency requires that the Applicants /Bidders / Suppliers / Contractors under Government financed contracts, observe the highest standard of ethics during the procurement and execution of such agreements and contracts.

3.2 The Applicants / Bidders shall permit and shall cause their agents (whether declared or not), sub-contractors, sub-consultants, service providers, suppliers, and their personnel, to permit the Procuring Agency to inspect all accounts, records and other documents relating to any, Application/Bid submission, Primary Procurement process, Framework Agreement performance, Secondary Procurement process, and/or Call-off Contract performance (in the case of award of a Call-off Contract), and to have them audited by auditors appointed by the Procuring Agency.

3.3 Any communications between the Applicant and the Procuring Agency related to matters of alleged corrupt and fraudulent practices must be made in writing or in electronic forms that provide record of the content of communication.

3.4 Procuring Agency will reject an application or bid or proposal, if it is established that the Applicant or the Bidder or Prosper was engaged in corrupt and fraudulent practices in competing for the contract.

3.5 Procuring Agency will also declare the Applicant as blacklisted in accordance with Public Procurement Rule 19 and predefined standard mechanism.

4. ELIGIBLE APPLICANTS

4.1 An Applicant may be a private entity, a state-owned enterprise or institution subject to ITB 4.6, or any combination of such entities in the form of a joint venture (JV) under an existing JV agreement or with the intent to enter into such an agreement supported by a letter of intent. In case of single (private or state-owned entity), it shall be liable for execution of all the provisions of the Framework Agreement (if signed b/w the Procuring Agency and the entity), the execution of any Call-off Contract(s) awarded (to the entity) under the Framework Agreement in accordance with the Call-off Contract conditions that apply. In the case of a joint venture, all members shall be jointly and severally liable for the execution of all the provisions of the Framework Agreement (if signed b/w the Procuring Agency and the JV), the execution of any Call-off Contract(s) awarded (to the JV) under the Framework Agreement in accordance with the Call-off Contract conditions that apply. The JV shall nominate a Representative who shall have the authority to conduct all business for and on behalf of any and all the members of the JV during the Prequalification process, Bidding process (in the event the prequalified JV submits a Bid) and during the period of framework agreement and contract execution (in the event the JV is awarded the Contract). Unless specified **in the PDS**, there is no limit on the number of members in a JV.

4.2 An Applicant may apply for Prequalification both individually, and as part of a joint venture, or participate as a subcontractor. If prequalified as a JV only, it will not be permitted to bid for the same contract as an individual entity. Bids submitted in violation of this provision will be rejected.

4.3 An Applicant and any of its affiliates (that directly or indirectly control, are controlled by or are under common control with that entity) may submit its Application for Prequalification either individually, as joint venture or as a sub-contractor among them for the same contract. However, if prequalified only one prequalified Applicant will be allowed to bid for the same contract. All Bids submitted in violation of this provision will be rejected.

4.4 Applicants shall be considered to have a conflict of interest, if they participated as a consultant in the preparation of the design or technical specifications or have been hired or proposed to be hired by the Procuring Agency for execution of subsequent Framework Agreement(s) or Call off Contract(s). In addition, Applicants may be considered to have a conflict of interest if they have a close business or family relationship with such professional staff of the Procuring Agency (or a recipient of a part of the funds) who:

a. are directly or indirectly involved in the preparation of the Prequalification Documents or Bidding Documents or specifications of the Framework Agreement or Call-off Contract and/or the Prequalification or Bid evaluation process of such Contract; or

b. Would be involved in the implementation or supervision of such Framework Agreement or Call-off Contract, unless the conflict stemming from such relationship has been resolved throughout the Procurement Process, Bidding process-during the execution of the Framework Agreement and/or Call-off Contract.

4.5 An Applicant that has been declared debarred or blacklisted shall be ineligible to be prequalified to bid or enter into any Framework Agreement or Call-off Contract for such period of time and for such type of procurement for which he has been declared debarred or blacklisted. The list of debarred firms and individuals is available at PPRA's website.

4.6 An Applicant shall provide such documentary evidence for determining the eligibility of the Applicant to the reasonable satisfaction of the Procuring Agency.

5. ELIGIBILITY (IN TERMS OF NATIONALITY)

5.1 Applicants may be ineligible if they are nationals of ineligible countries as indicated in Section IV.

B. CONTENTS OF THE PREQUALIFICATION DOCUMENTS

6. SECTIONS OF PREQUALIFICATION DOCUMENTS

6.1 This set of Prequalification Documents consists of Parts 1 and 2 which comprise all the sections indicated below, and which should be read in conjunction with any Addendum issued in accordance with ITA 8.

PART 1 PREQUALIFICATION PROCEDURE

- Section I - Instructions to Applicants (ITA)
- Section II - Prequalification Data Sheet (PDS)
- Section III - Qualification / Eligibility Criteria and Requirement
- Section IV - Eligible Countries

6.2 Unless obtained directly from the Procuring Agency or downloaded directly from the website link referred in the Invitation for Prequalification, the Procuring Agency accepts no responsibility for the completeness of the Prequalification documents, responses to requests for clarification, the minutes of the pre-Application meeting (if any), or Addenda to the Prequalification documents in accordance with ITA 8. In case of any discrepancies, documents issued directly by the Procuring Agency or downloaded from the website link shall prevail.

6.3 The Applicant is expected to examine all instructions, forms, and terms in the Prequalification Documents and to furnish with its Application all information or documentation as is required by the Prequalification Documents.

7. CLARIFICATION OF PREQUALIFICATION DOCUMENTS AND PRE-APPLICATION MEETING

7.1 An Applicant requiring any clarification of the Prequalification Documents shall contact the Procuring Agency in writing at the Procuring Agency's address indicated **in the PDS.** The Procuring Agency will respond in writing to any request for clarification provided that such request is received no later than three (03) days prior to the deadline for submission of the Applications. The Procuring Agency shall forward a copy of its response to all prospective Applicants who have obtained the Prequalification Documents directly from the Procuring Agency (or through its website link), including a description of the inquiry but without identifying its source. If so indicated **in the PDS**, the Procuring Agency shall also promptly publish its response at the web page identified **in the PDS**. Should the Procuring Agency deem it necessary to amend the Prequalification Documents as a result of a clarification, it shall do so following the procedure under ITA 8 and in accordance with the provisions of ITA 17.2.

7.2 If indicated **in the PDS**, the Applicant's designated representative is invited at the Applicant's cost to attend a pre-Application meeting at the place, date and time mentioned **in the PDS**. During this Pre-Application meeting, prospective Applicants may request clarification of the schedule of requirement, the qualification criteria or any other aspects of the Prequalification Documents.

7.3 Minutes of the Pre-Application meeting, if applicable, including the text of the questions asked by Applicants, including those during the meeting (without identifying the source) and the responses given, together with any responses prepared after the meeting will be transmitted promptly to all prospective Applicants who have obtained the Prequalification Documents. Any modification to the Prequalification Documents that may become necessary as a result of the pre-Application meeting shall be made by the Procuring Agency exclusively through the use of an Addendum pursuant to ITA 8. Non-attendance at the pre-Application meeting will not be a cause for disqualification of an Applicant.

8. AMENDMENT OF PREQUALIFICATION DOCUMENTS

8.1 At any time prior to the deadline for submission of Applications, the Procuring Agency may amend the Prequalification Documents by issuing an Addendum.

8.2 Any Addendum issued shall be part of the Prequalification Document and shall be communicated in writing to all Applicants who have obtained the Prequalification Documents from the Procuring Agency. The Procuring Agency shall promptly publish the Addendum at the Procuring Agency's web page identified **in the PDS**:

Provided that an Applicant who had either already submitted their Applications or handed over the applications to the courier prior to the issuance of any such addendum shall have the right to withdraw his already filed Application and

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submits the revised Application prior to the original or extended Application submission deadline.

8.3 To give Applicants reasonable time to take an Addendum into account in preparing their Applications, the Procuring Agency may at its discretion, extend the deadline for the submission of Applications in accordance with ITA 17.2:
Provided that the Procuring Agency shall extend the deadline for submission of Applications, if such an addendum is issued within last three (03) days of the Application submission deadline.

C. PREPARATION OF APPLICATIONS

9. COST OF APPLICATIONS

9.1 The Applicant shall bear all costs associated with the preparation and submission of its Application. The Procuring Agency will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the Prequalification process.

10. LANGUAGE OF APPLICATION

10.1 The Application as well as all correspondence and documents relating to the Prequalification exchanged by the Applicant and the Procuring Agency, shall be written in the language specified **in the PDS.** Supporting documents and printed literature that are part of the Application may be in another language, provided they are accompanied by an accurate translation of the relevant passages in the language specified **in the PDS,** in which case, for purposes of interpretation of the Application, the translation shall govern.

11. DOCUMENTS COMPRISING THE APPLICATION

11.1 The Application shall comprise the following:
(a) **Application Submission Letter,** in accordance with ITA 12.1;
(b) **Eligibility:** documentary evidence establishing the Applicant's eligibility, in accordance with ITA 13.1;
(c) **Qualifications:** documentary evidence establishing the Applicant's qualifications, in accordance with ITA 14; and
(d) any other document required as specified **in the PDS**

12. APPLICATION SUBMISSION LETTER

12.1 The Applicant shall complete an Application Submission Letter as provided in Section IV (Application Forms). This Form must be completed without any alteration to its format.

13. DOCUMENTS ESTABLISHING THE ELIGIBILITY OF THE APPLICANT

13.1 To establish its eligibility in accordance with ITA 4, the Applicant shall complete the eligibility declarations in the Application Submission Letter and Form ELI-1.1 (eligibility), included in Section IV (Application Forms).

14. DOCUMENTS ESTABLISHING THE QUALIFICATIONS OF THE APPLICANT

14.1 To establish its qualifications to perform the contract(s) in accordance with Section III (Qualification Criteria and Requirements), the Applicant shall provide the information requested in the corresponding Information Sheets included in Section IV (Application Forms).

14.2 Wherever an Application Form requires an Applicant to state a monetary amount, Applicants should indicate the Pak Rupee equivalent using the rate of exchange determined as follows:
(a) For turnover or financial data required for each year - Exchange rate prevailing on the last day of the respective calendar year (in which the amounts for that year is to be converted).
(b) Value of single contract - Exchange rate prevailing on the date of the contract.

14.3 Exchange rates shall be taken from the publicly available source identified **in the PDS**. Any error in determining the exchange rates in the Application may be corrected by the Procuring Agency.

14.4 The documentary evidence of the Applicant's qualifications to conclude a Framework Agreement, and/or to perform any Call-off Contract(s) if awarded, shall establish to the Procuring Agency's satisfaction:
a. that, if required **in the BDS**, an Applicant that does not manufacture or produce the Goods it offers to supply shall submit the Manufacturer's Authorization using the form included in Section IV A (Bidding Forms) to demonstrate that it has been duly authorized by the manufacturer or producer of the Goods to supply these Goods in the Procuring Agency's Country;
b. that, if required **in the BDS**, in case of an Applicant not doing business within Islamic Republic of Pakistan (or the country where the procurement is being made), the Applicant is, or will be, (if awarded the call off contract) represented by an Agent in the country, equipped and able to carry out the Supplier's maintenance, repair, and spare parts stocking obligations in respect of the Goods.

15. SIGNING OF THE APPLICATION AND NUMBER OF COPIES

15.1 The Applicant shall prepare one set of the original documents comprising the Application as described in ITA 11 and clearly mark it "ORIGINAL". The original set of the Application shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Applicant. In case the Applicant is a JV, the Application shall be signed by an authorized representative of the JV on behalf of the JV and so as to be legally binding on all the members as evidenced by a

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power of attorney signed by their legally authorized signatories.

15.2 The Applicant shall submit copies of the signed original Application, in the number specified **in the PDS,** and clearly mark them "COPY". In the event of any discrepancy between the original and the copies, the original shall prevail.

15.3 When the Applications are submitted electronically, if permitted pursuant to ITA 17.1, The Applicant shall submit ORIGINAL and COPIES in accordance with the procedures specified **in the PDS.**

D. SUBMISSION OF APPLICATIONS

16. SEALING AND IDENTIFICATION OF APPLICATIONS

16.1 The Applicant shall enclose the original and the copies of the Application in a sealed envelope that shall:

(a) Bear the name and address of the Applicant;

(b) Be addressed to the Procuring Agency, in accordance with ITA 17.1; and

(c) Bear the specific identification of this Prequalification process indicated **in the PDS** reference ITA 1.1.

16.2 When the Applications are submitted electronically, if permitted pursuant to ITA 17.1, The Applicant shall seal the original and the copies in accordance with the procedures specified **in the PDS.**

16.3 The Procuring Agency will accept no responsibility for not processing any envelope that was not identified as required in ITA 16.1 above.

17. DEADLINE FOR SUBMISSION OF APPLICATIONS

17.1 Applicants may either submit their Applications by mail, by courier or by hand. Applications shall be received by the Procuring Agency at the address and no later than the deadline indicated **in the PDS.** When so specified **in the PDS,** Applicants have the option of submitting their Applications electronically, in accordance with electronic Application submission procedures specified **in the PDS.**

17.2 If required in accordance with the provisions of ITA 8.3, the Procuring Agency will extend the deadline for the submission of Applications, in which case all rights and obligations of the Procuring Agency and the Applicants subject to the previous deadline shall thereafter be subject to the deadline as extended.

17.3 The deadline will be extended in the same manner as that of original Invitation for Prequalification (or the advertisement).

18. LATE APPLICATIONS

18.1 The Procuring Agency reserves the right to accept Applications received after the time for submission of Applications, however subject to the condition that the same is received within the date specified as last date for submission of applications but before the time for opening of the Applications.

19. OPENING OF APPLICATIONS

19.1 The Procuring Agency shall open all Applications at the date, time and place specified **in the PDS**. Late Applications shall be treated in accordance with ITA 18.1.

19.2 Applications submitted electronically, if permitted pursuant to ITA 17.1, shall be opened in accordance with the procedures specified **in the PDS.**

19.3 The Procuring Agency shall prepare a record of the opening of Applications to include, as a minimum, the name of the Applicants. A copy of the record shall be distributed to all Applicants.

E. PROCEDURES FOR EVALUATION OF APPLICATIONS

20. CONFIDENTIALITY

20.1 Information relating to the Applications, their evaluation and results of the Prequalification shall not be disclosed to Applicants or any other persons not officially concerned with the Prequalification process until the notification of Prequalification results is made to all Applicants in accordance with ITA 28.

20.2 From the deadline for submission of Applications to the time of notification of the results of the Prequalification in accordance with ITA 28, any Applicant that wishes to contact the Procuring Agency on any matter related to the Prequalification process may do so only in writing.

21. CLARIFICATION OF APPLICATIONS

21.1 To assist in the evaluation of Applications, the Procuring Agency may, ask an Applicant for a clarification (including missing documents) of its Application, to be submitted within a stated reasonable period of time. Any request for clarification from the Procuring Agency and all clarifications from the Applicant shall be in writing.

21.2 If an Applicant does not provide clarifications and/or documents requested by the date and time set in the Procuring Agency's request for clarification, its Application shall be evaluated based on the information and documents available at the time of evaluation of the Application.

22. RESPONSIVENESS OF APPLICATIONS

22.1 The Procuring Agency may reject any Application which is not responsive to the requirements of the Prequalification Documents. In case the information furnished by the Applicant is incomplete or otherwise requires clarification as per ITA

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21.1, and the Applicant fails to provide satisfactory clarification and/or missing information within prescribed time, it may result in disqualification of the Applicant.

23. MARGIN OF PREFERENCE

23.1 Unless otherwise specified **in the PDS,** a margin of preference shall not apply in the Bidding process resulting from this Prequalification.

24. SUB-CONTRACTORS

24.1 Subcontractors' qualification and experience will not be considered for evaluation of the Applicant. The Applicant on its own (without taking into account the qualification and experience of the Subcontractor) should meet the qualification criteria.

F. EVALUATION OF APPLICATIONS AND PREQUALIFICATION OF APPLICANTS

25. EVALUATION OF APPLICATIONS

25.1 The Procuring Agency shall use the factors, methods, criteria, and requirements defined in Section III, Qualification Criteria and Requirements, to evaluate the qualifications of the Applicants, and no other methods, criteria, or requirements shall be used. The Procuring Agency reserves the right to waive minor deviations from the qualification criteria if they do not materially affect the technical capability and financial resources of an Applicant to perform the contract, however subject to the provisions of ITA 27.

25.2 Subcontractors proposed by the Applicant shall be fully qualified for their parts of the Scope of Supply of the Goods and Allied Services.

25.3 In case of multiple contracts, Applicants should indicate in their Applications the individual contract or combination of contracts in which they are interested. The Procuring Agency shall prequalify each Applicant for the maximum combination of contracts for which the Applicant has thereby indicated its interest and for which the Applicant meets the appropriate aggregate requirements. The Qualification Criteria and Requirements are mentioned in Section III.

25.4 Only the qualifications of the Applicant shall be considered. The qualifications of other related entities such as the Applicant's subsidiaries, parent entities, affiliates, subcontractors or any other firm(s) different from the Applicant shall not be taken into consideration in determining the qualifications of the Applicant.

26. PROCURING AGENCY'S RIGHT TO ACCEPT OR REJECT APPLICATIONS

26.1 The Procuring Agency reserves the right to accept or reject all the Applications, and to annul the Prequalification process at any time, without thereby incurring any liability to the Applicants.

27. PREQUALIFICATION OF APPLICANTS

27.1 All Applicants whose Applications substantially meet or exceed the specified qualification requirements will be prequalified by the Procuring Agency.

27.2 An Applicant may be "conditionally prequalified," that is, qualified subject to the Applicant submitting or correcting certain specified nonmaterial documents or deficiencies to the satisfaction of the Procuring Agency.

27.3 Applicants that are conditionally prequalified will be so informed along with the statement of the condition(s) which must be met to the satisfaction of the Procuring Agency before or at the time of submitting their Bids.

28. NOTIFICATION OF PREQUALIFICATION

28.1 The Procuring Agency shall notify all Applicants in writing of the names of those Applicants who have been prequalified or conditionally prequalified. In addition, those Applicants who have been disqualified will be informed separately.

28.2 The procuring agency shall communicate to those suppliers or contractors who have not been pre-qualified the reasons for not pre-qualifying them.

29. REQUEST FOR BIDS

29.1 Promptly after the notification of the results of the Prequalification, the Procuring Agency will invite the Bids from all the Applicants that have been prequalified.

30. CHANGES IN QUALIFICATIONS OF APPLICANTS

30.1 Any change in the structure or formation of an Applicant after being prequalified in accordance with ITA 27 and invited to bid (including, in the case of a JV, any change in the structure or formation of any member thereto) shall be subject to the written approval of the Procuring Agency prior to the deadline for submission of Bids. Such approval shall be denied if:

(a) a prequalified Applicant proposes to associate with a disqualified Applicant or in case of a disqualified joint venture, any of its members;

(b) as a consequence of the change, the Applicant no longer substantially meets the qualification criteria set forth in Section III, Qualification Criteria and Requirements; or

(c) In the opinion of the Procuring Agency, the change may result in a substantial reduction in competition.

30.2 Any such change should be submitted to the Procuring Agency before the date of "Invitation to Bids".

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31. CONSTITUTION OF GRIEVANCE REDRESSAL

31.1 Procuring agency shall constitute a Grievance Redressal Committee (GRC) comprising of odd number of person with proper power and authorization to address the complaint. The GRC shall not have any of the members of Procurement Evaluation Committee. The committee must have one subject specialist depending the nature of the procurement.

31.2 Any party or applicant can file its written complaint against the eligibility parameters or any other terms and conditions prescribed in the prequalification or bidding documents found contrary to provision of Procurement Regulatory Framework, and the same shall be addressed by the GRC well before the application/proposal submission deadline.

31.3 Any Bidder feeling aggrieved by any act of the procuring agency after the submission of his bid may lodge a written complaint concerning his grievances not later than seven of the announcement of technical evaluation report and five days after issuance of final evaluation report.

31.4 In case, the complaint is filed against the technical evaluation report, the GRC shall suspend the procurement proceedings.

31.5 In case, the complaint is filed after the issuance of the final evaluation report, the complainant cannot raise any objection on technical evaluation of the report:

Provided that the complainant may raise the objection on any part of the final evaluation report in case where single stage one envelop bidding procedure is adopted.

31.6 The GRC shall investigate and decide upon the complaint within ten days of its receipt.

31.7. Any bidder or the procuring agency not satisfied with the decision of the GRC may file Appeal before the Appellate Committee of the Authority on prescribed format after depositing the fee as prescribed in "Redressal of Grievance Regulations, 2021".

31.8 The Committee, upon receipt of the Appeal against the decision of the GRC complete in all respect shall serve notices in writing upon all the parties to Appeal.

31.9 The committee shall call the record from the concerned procuring agency or the GRC as the case may be, and the same shall be provided within prescribed time.

31.10 The committee may after examination of the relevant record and hearing all the concerned parties, shall decide the complaint within fifteen (15) days of receipt of the Appeal.

31.11 The decision of the Committee shall be in writing and shall be signed by the Head and each Member of the Committee. The decision of the committee shall be final.

32. MECHANISM OF BLACKLISTING

32.1 The Procuring Agency shall bar for the time prescribed under Rule-19 of the Public Procurement Rules, 2004, from participating in their respective procurement proceedings, bidder or contractor who either:

i. Involved in corrupt and fraudulent practices as defined under rule-2;
ii. Fails to perform his contractual obligations; or
iii. Fails to abide by bid securing declaration;.

32.1 The Procuring Agency shall bar for not more than the time prescribed in Rule-19 of the Public Procurement Rules, 2004, from participating in their respective procurement proceedings, bidder or contractor who either:

i. Involved in corrupt and fraudulent practices as defined in Rule-2 of Public Procurement Rules;
ii. Fails to perform his contractual obligations; and
iii. Fails to abide by the id securing declaration;

32.2 The show cause notice shall contain: (a) precise allegation, against the bidder or contractor; (b) the maximum period for which the Procuring Agency proposes to debar the bidder or contractor from participating in any public procurement of the Procuring Agency; and (c) the statement, if needed, about the intention of the Procuring Agency to make a request to the Authority for debarring the bidder or contractor from participating in public procurements of all the procuring agencies.

32.3 The procuring agency shall give minimum of seven days to the bidder or contractor for submission of written reply of the show cause notice

32.4 In case, the bidder or contractor fails to submit written reply within the requisite time, the Procuring Agency may issue notice for personal hearing to the bidder or contractor/ authorize representative of the bidder or contractor and the procuring agency shall decide the matter on the basis of available record and personal hearing, if availed.

32.5 In case the bidder or contractor submits written reply of the show cause notice, the Procuring Agency may decide to file the matter or direct issuance of a notice to the bidder or contractor for personal hearing.

32.6 The Procuring Agency shall give minimum of seven days to the bidder or contractor for appearance before the specified officer of the Procuring Agency for personal hearing. The specified officer shall decide the matter on the basis of the available record and personal hearing of the bidder or contractor, if availed

32.7 The procuring Agency shall decide the matter within fifteen days from the date of personal hearing unless the personal hearing is adjourned to a next date and in such an eventuality, the period of personal hearing shall be reckoned from the last date of personal hearing..

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32.8 The Procuring Agency shall communicate to the bidder or contractor the order of debarring the bidder or contractor from participating in any public procurement with a statement that the bidder or contractor may, within thirty days, prefer a representation against the order before the Authority.

32.9 Such blacklisting or barring action shall be communicated by the procuring agency to the Authority and respective bidder or bidders in the form of decision containing the grounds for such action. The same shall be publicized by the Authority after examining the record whether the procedure defined in blacklisting and debarment mechanism has been adhered to by the procuring agency.

32.10 The bidder may file the review petition before the Review Petition Committee Authority within thirty days of communication of such blacklisting or barring action after depositing the prescribed fee and in accordance with "Procedure of filing and disposal of review petition under Rule-19(3) Regulations, 2021". The Committee shall evaluate the case and decide within ninety days of filing of review petition

32.11 The committee shall serve a notice in writing upon all respondent of the review petition. The notices shall be accompanied by the copies of review petition and all attached documents of the review petition including the decision of the procuring agency. The parties may file written statements along with essential documents in support of their contentions. The Committee may pass such order on the representation may deem fit.

32.12 The Authority on the basis of decision made by the committee either may debar a bidder or contractor from participating in any public procurement process of all or some of the procuring agencies for such period as the deemed appropriate or acquit the bidder from the allegations. The decision of the Authority shall be final.

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SECTION II - PREQUALIFICATION DATA SHEET (PDS)

A. GENERAL	
ITA 1.1	The identification number of the Invitation for Prequalification is: **PRCD/PQ/LUBRICANTS/2026-27/002** The Procuring Agency is: ***Pakistan National Shipping Corporation*** The list of contracts is: ***"Framework Agreement for Supply of Marine Lubricants to PNSC managed vessels through Marine Lubricants Manufacturers"***
ITA 2.1	The name of the Procuring Agency is: ***Pakistan National Shipping Corporation*** The name of the Project or Procurement is: ***"Supply of Marine Lubricants to PNSC managed vessels through Marine Lubricants Manufacturers"***
ITA 4.2	Maximum number of members in the JV shall be: ***N/A***
ITA 4.7	A list of debarred firms and individuals is available on the PPRA's website: **http://www.ppra.org.pk**
B. CONTENTS OF THE PREQUALIFICATION DOCUMENT	
ITA 7.1	**For Clarification Purposes,** the Procuring Agency's address is: Attention: **MUHAMMAD SHOAIB IDREES (MANAGER |SS&B)** Address: ***SM Department, fifteen Floor, PNSC Building, MT Khan Road Karachi, Sindh, Pakistan*** ZIP Code: *74000* Country: *Pakistan,* Telephone: *+92 021 9920-3980 Ext: 6050,* E mail address: shoaib.idrees@pnsc.com.pk , bunker@pnsc.com.pk
ITA 7.1 & 8.2	**Web** page: *www.pnsc.com.pk* & *www.ppra.org.pk*
ITA 7.2	Pre-Application Meeting will be held: ***No***
C. PREPARATION OF APPLICATIONS	
ITA 10.1	This Prequalification document has been issued in the ***"English"*** language. ***Note:*** *In case the language is except English or Urdu, the original documentation shall be in English or Urdu, which shall be retained on record; for all other purposes their translations in local language shall be used. In case of the dispute reference shall be made to the original documentation retained on record.*
ITA 11.1 (d)	The Applicant shall submit with its Application, the following additional documents: ***Documentary proof as required in Eligibility Criteria***
ITA 14.2	The source for determining exchange rates is: STATE Bank of Pakistan *(The rate of exchange shall be the selling rate, prevailing on the date of opening of bids specified in the bidding documents, as notified by the State Bank of Pakistan on that day)*
ITA 15.2	In addition to the original, the number of copies to be submitted with the Application is: ***Original only***
D. SUBMISSION OF APPLICATIONS	
ITA 17.1	***The deadline for Application submission is:*** *Date*: **November 23, 2026** Time:*1100 HRS PKT* For **Application submission purposes only,** the Procuring Agency's E-mail address is: bunker.lubes@pnsc.com.pk
ITA 19.1	The opening of the Applications shall be on: **1130 PKT by _ November 23, 2026** sixteen Floor, Conference Room, PNSC Building.
ITA 19.2	To be submitted only on email address: bunker.lubes@pnsc.com.pk (any other mode of submission shall not be accepted at all)
E. PROCEDURES FOR EVALUATION OF APPLICATIONS	
ITA 23.1	A margin of domestic preference ***"shall not"*** apply
ITA 31.1	If an Applicant wishes to make a Prequalification related Complaint, the Applicant should submit its complaint, in writing through email only: mustafa.kazilbash@pnsc.com.pk **For the attention**: *Chairman Grievance Redressal Committee* **Title/position**: *Executive Director (Commercial)* **Procuring Agency:** *Pakistan National Shipping Corporation* In summary, at this stage, a Prequalification related Complaint may challenge any of the following: **1.** the terms of the Prequalification Documents; and **2.** the Procuring Agency's decision not to prequalify an Applicant.

PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)

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SECTION III - QUALIFICATION CRITERIA AND REQUIREMENTS

SPECIFIC EXPERIENCE REQUIREMENTS

QUALIFICATION / ELIGIBILITY CRITERIA:

Pre-qualification will be based on the criteria given below regarding the Applicant's Financial Soundness, Experience, Professional Capabilities and Equipment Capabilities as demonstrated by the Applicant's responses in the forms attached to this Application. PNSC reserves the right to waive minor deviations, if these do not materially affect the capability of an applicant to perform the contract. A general criterion is provided for reference of the applicants as follows:

Qualification/Eligibility Criteria

1. Bidder should be original manufacturer of marine lubricants.
2. Bidder must be manufacturing grades mentioned at Annexure "B",
3. Company should have a 3rd party arrangement /own laboratories to analyze new/used oil.
4. Bidder to specify any International sanctions or black listed from any shipping company that are currently imposed.
5. Specify worldwide supply network at least on most of the ports specified in Annexure "A"
6. Minimum Five (05) years' experience of manufacturing and supply of marine lubricants.
7. Lubricant products of bidders must meet oil specification of all major Marine Engines as specified by its OEM e.g (Everllence (Ex MAN B&W) (Hitachi), Hyundai, Yanmar, Daihatsu, Wartsila etc).
8. Biodegradable range should be approved by OSPAR (Oslo Paris convention) and must meet VGP (Vessel's General Permit) requirements.
9. The bidder shall have Cylinder Oil range that fully complies to the future fuel(s) according to IMO 2020 requirements.

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BID EVALUATION CRITERIA

(a) Applicants meeting the minimum requirement mentioned in qualification criteria shall be considered for pre-qualification.

(b) The invitation to bid shall be issued to pre-qualified supplier only.

(c) The corporation reserves the right to:-

   i. Reject or accept any application; and

   ii. Cancel the prequalification process and reject all applications. PNSC shall neither be liable for any such actions nor be under any obligation to inform the Applicant of the grounds for rejection: however they may debriefed if solicited.

(d) Applicants will be informed in writing by E-mail the result of their pre-qualification applications and may be debriefed if solicited through electronic means.

(e) Compliance / compatibility with oil specification of all major Marine Engine as specified by its OEM e.g. (Everllence (Ex MAN B&W) (Hitachi), Hyundai, Yanmar, Daihatsu, Wartsila etc) shall be checked. List of products to be procured along with annual estimated lifting quantity is attached at **Annexure "B"** and list of Vessels at **Annexure "C"**

PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)

Pakistan National Shipping Corporation PNSC

Scope of work

1. Pakistan National Shipping Corporation (PNSC) requires supply of Quality Marine Lubricants at International Ports for PNSC Managed Vessels from reputable International Marine Lubricants Manufacturers.

2. Original manufacturer of Marine Lubricants must meet oil specification of all major Marine Engines and other Auxiliaries as specified by OEM e.g. **(Everllence (Ex MAN B&W) (Hitachi), Hyundai, Yanmar, Daihatsu, Wartsila etc)**. Marine Lubricants required products must be approved by OEMS.

3. Company's ability to provide technical support, including but not limited to, for optimizing lubricants consumption and to reduce maintenance, operational and spares cost.

4. On Time In Full (OTIF) delivery: Suppliers must ensure the delivery of required quantities, either in bulk or in drums, as specified by the owners in respective purchase orders and shall be responsible for positive handling and delivery of lubricants on board vessel.

5. After completing the supply of Marine Lubricants, the bidder shall arrange delivery receipts duly signed by the recipient Chief Engineer and forward the same with the invoice in US$ to PNSC for payment. The delivery receipt and Bills/Invoices shall be paid subject to scrutiny by PNSC.

6. The Bidder shall provide credit facility for a minimum of 30 days period for payment from the date of receipt of original invoice in the Head Office of PNSC located at Karachi Pakistan.

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Pakistan National Shipping Corp DAICC

Annexure "A"

AVAILABILITY OF MARINE LUBRICANTS AT LEAST ON FOLLOWING PORTS

S. NO.	PORTS
1	UAE (FUJAIRAH, KHORFAKKAN, DUBAI, JEBEL ALI)
2	SINGAPORE
3	KARACHI PAKISTAN
4	COLOMBO
5	GIBRALTAR UK
6	LAS PALMAS, SPAIN
7	PARANAGUA, BRAZIL
8	RIO DE GRANDE, BRAZIL
9	SANTOS, BRAZIL
10	RECALADA, ARGENTINA
11	ROTTERDAM, NETHERLAND
12	SUEZ, EGYPT
13	PORT LOUIS, MAURITIUS
14	PORT KELANG, MALAYSIA
15	ISTANBUL, TURKEY
16	CHITTAGONG, BANGLADESH
17	SOUTH KOREA (MAJOR PORTS)
18	INDONESIA (MAJOR PORTS)
19	TAIWAN (MAJOR PORTS)
20	VIETNAM (MAJOR PORTS)
21	SHANGHAI, CHINA
22	GUANGZHOU, CHINA
23	TIANJIN, CHINA
24	NANTONG, CHINA
25	ZHOUSHAN, CHINA
26	XIAMEN, CHINA
27	HONG KONG
28	AUSTRALIA (MAJOR PORTS)

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Annexure "B"

TECHNICAL SPECIFICATIONS

LIST OF LUBRICANTS GRADES

S. NO.	MACHINERY	LENOL FZCO GRADES	BP MARINE GRADES	GULF MARINE GRADES
1	Main Engine Cylinder Oil	Lenol CL 100	Castrol Cyltech 100	GulfSea Cylcare XP 50100
2	Main Engine Cylinder Oil	Lenol CL 70	Castrol Cyltech 70	GulfSea Cylcare 5070
3	Main Engine Cylinder Oil	Lenol CLX 40	Castrol Cyltech 40SX	GulfSea Cylcare 5040
4	System Oil	Lenol 6 S 30	Castrol CDX 30	GulfSea SuperBear 3006
5	Trunk Piston Engine Oil	Lenol 30 TP 30 / Lenol 30 TP 40 / Lenol 40 TP 40	Castrol TLX 3-30, 3-40 / Castrol TLX 4-40	GulfSea Power 3030 /4030 & 4040
6	Trunk Piston Engine Oil	Lenol 20 TP 30	Castrol TLX 2-30	Gulfsea Power MDO Series
7	Other Engine Oil (Mineral Oils)	Lenol SHPD Ulta 15W-40	Castrol CRB Turbomax 15W-40	GulfSea Power MX 15W-40
8	Hydraulic Oil	Renolin B HVI Range (15,22,32,46,68,100 & 150)	Castrol Hyspin AWH-M Range	GulfSea Hydraulic HVI Range
9	Gear Oil	Renolin CLP Range (68, 100, 150, 220, 320, 460 & 680)	Castrol Alpha SP Range	GulfSea Gear Oil Range
10	Gear Oil	Titan Supergear SAE 80W-90	Castrol Transmax Axle 80W-90	GULFSEA GEAR B 80W-90
11	Turbine Oil	Renolin Eterna Range (32, 46, 68)	Castrol Perfecto X Range	GulfSea Turbine Oil Range
12	Air Compressor Oils	Renolin 503, 504, 505 Range	Castrol Aircol CM Range	GulfSea Compressor Oil Series
13	Refrigeration Oils	Reniso KM 32	Aircol SW 32	GulfSea PE Cooloil 32
14	Refrigeration Oils	Reniso KS 46	Aircol SW 46	GulfSea PE Cooloil 46
15	Refrigeration Oils	Reniso KC 68	Aircol SW 68	GulfSea PE Cooloil 68
16	Gear Oils (Synthetic Oils)	Renolin Unisyn CLP 220, 320 Range	Castrol Alphasyn HG 220, 320 Range	GulfSea Synth Gear Oil Range
17	Air Compressor Oil (Synthetic Oils)	Renolin Unisyn OL 46 & 68 Range	Castrol Aircol SR 46, 68 Range	GulfSea Synth Compressor Oil Range
18	Air Compressor Oil	Lenol Syn E 100	Castrol Aircol SN 100	GulfSea DE Compressor Oil 100
19	Refrigeration Oils	Reniso Triton SEZ 32, 55 68 Range	Castrol Aircol SW 32, 46, 68 Range	GulfSea PE Cooloil Range
20	Environmentally Acceptable Gear Oils (EAL)	Plantogear 100 S, 150 S, 200 S & 320 S	Castrol BIOSTAT Range	GulfSea BD Sterntube Oil Range
21	Grease	Lenol Grease CSX 2, CSX 0, LX 2/3, LM 2 Range	Castrol Spheerol SX 2, EPL 0, EPLX, LMM 2	GulfSea HYPERBAR CS 2
22	Grease	Renolit CXI 2, Renolit CX-EP 0 Range	Castrol Spheerol SX 2, EPL 0.	GulfSea HYPERBAR CS 2
23	Environmentally Acceptable Greases (EAL)	Lenol Grease Bio 2, Bio 0 Range	Castrol BioTac MP2, Castrol BioTac MP	GulfSea BD EP2 Grease

Pakistan National Shipping Corporation PNSC

APPLICATION SUBMISSION LETTER

Date: _____, *[insert day,_____, month, and,_____ year]*
IFP-No. and title: **PRCD/PQ/LUBRICANTS/2026/002**

To: **Pakistan National Shipping Corporation**

We, the undersigned, apply to be prequalified for the referenced IFP and declare that:

(a) **No reservations:** We have examined and have no reservations to the Prequalification Document, including Addendum(s) No(s), issued in accordance with Instructions to Applicants (ITA) 8*: [insert the number and issuing date of each addendum].*

(b) **No conflict of interest**: We have no conflict of interest in accordance with ITA 4.6;

(c) **Eligibility**: We (and our subcontractors) meet the eligibility requirements as stated ITA 4.1, we have not been suspended by the Procuring Agency based on execution of a Bid/Proposal Securing Declaration in accordance with ITA 4.9;

(d) **State-owned enterprise or institution:** [*select the appropriate option and delete the other*] [*We are not a state-owned enterprise or institution*] / [*We are a state-owned enterprise or institution*];

(e) **Not bound to accept:** We understand that you may cancel the Prequalification process at any time without incurring any liability to the Applicants, in accordance with ITA 26.1. Only suppliers or contractors who have been pre-qualified shall be entitled to participate further in the procurement proceedings

(f) **True and correct:** All information, statements and description contained in the Application are in all respect true, correct and complete to the best of our knowledge and belief.

Signed *of the Applicant:* _____

Name *of person signing the Application:* _____

In the capacity of: _____

Duly authorized to sign the Application for and on behalf of: _____

Address: _____

Dated: _____

Pakistan National Shipping Corporation PNSC

FORM ELI -1.1

APPLICANT INFORMATION FORM

Date: _____, *[insert day,_____, month, and, _____ year]*

IFP-No. and title: **PRCD/PQ/LUBRICANTS/2026/002**

Page *[insert page number]* of *[insert total number]* pages

Applicant's name along with nationality *[insert full name]*
In case of Joint Venture (JV), name of each member along with nationality: *[insert full name of each member in JV]*
Applicant's actual or intended country of registration: *[indicate country of Constitution]*
Applicant's actual or intended year of incorporation: *[indicate year of Constitution]*
Applicant's legal address [in country of registration]: *[insert street/ number/ town or city/ country]*
Applicant's authorized representative information Name: *[insert full name]* Address: *[insert street/ number/ town or city/ country]* Telephone/Fax numbers: *[insert telephone/fax numbers, including country and city codes]* E-mail address: *[indicate e-mail address]*
1. Attached are copies of original documents of ☐ Articles of Incorporation (or equivalent documents of constitution or association), and/or documents of registration of the legal entity named above, in accordance with ITA 4.5. ☐ In case of JV, letter of intent to form JV or JV agreement, in accordance with ITA 4.2. ☐ 2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.

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FORM ELI -1.1 (CONTINUED)
APPLICANT INFORMATION FORM

Date: _____, *[insert day,_____, month, and,_____ year]*
IFP-No. and title: **PRCD/PQ/LUBRICANTS/2026/002**
Page *[insert page number]* of *[insert total number]* pages

1. Applicant's name			
2. Street Address:	Postal Code:	City:	Country:
3. P.O. Box and Mailing Address:			
4. Telephone Number:			
5. Fax Number:			
6. E-mail Address:			
7. Web Site:			
8. Contact Name:			
9. Contact Title:			
10. Type of Business:			
11. If Other, specify:			
12. Nature of Business:			
13. Year Established:			
14. Dates, Numbers, and Expiration Dates of Current Licenses and Permits:			
15. Current registration with relevant authorities information:			
16. Proof of product and facility registrations with Procuring Agency's country regulatory authority and international agencies [If Applicable]			
17. Name of government agency(ies) responsible for inspecting and licensing of facilities in the country of origin of the raw material and or processing of the goods: Date of last inspection:			
18. Quality Assurance Certification (Please include a copy of your latest certificate with the PQ Application):			
19. Production capacity: *[insert peak and average production capacity over the last three years in units/day or units/month, etc.]*			
20. List of names and addresses of sources of raw material and what products they will be used in:			
21. Proof of raw material product and facility registrations with Procuring Agency's country regulatory authority and international agencies [If Applicable]:			
22. Raw materials tested prior to use:			
23. Presence and characteristics of in-house quality control laboratory			
24. Names and addresses of external quality control laboratories used:			
25. Are all finished products tested and released by quality control prior to release for sale? Yes ___ No ___, If not, why?			
26. List control tests done during production? If so list.			
27. List tests conducted after production and prior to release of product on market:			
28. Are technical documents available in: ***[Procuring Agency should insert language]*** Yes No			

CURRENT CONTRACT COMMITMENTS / CONTRACTS IN PROGRESS FORM CON-1

1.	Name of Contract(s)
2.	Procuring Agency Contact Information [insert address, telephone, fax, e-mail address]
3.	Value of outstanding contracts [current PKR equivalent]
4.	Estimated delivery date
5.	Average monthly invoices over the last six months (PKR/mon.)

PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)

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SECTION IV - ELIGIBLE COUNTRIES

All the eligible Bunker Suppliers are allowed to participate in the subject procurement without regard to nationality, except bidders of some nationality, prohibited in accordance with policy of the Federal Government of Islamic Republic of Pakistan

Ministry of Interior, Government of Pakistan has notified List of Business Friendly Countries (BVL), information can be accessed through following link:

http://www.dgip.gov.pk/Files/Visa%20Categories.aspx#L

PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)

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ANNEXURE "C"

PAKISTAN NATIONL SHIPPING CORPORATION

LIST OF PNSC VESSELS AT PRESENT

S.NO.	NAME OF VESSELS
	BULK CARRIERS
1.	M. V. CHITRAL
2.	M. V. HYDERABAD
3.	M. V. MALAKAND
4.	M. V. MULTAN
5.	M. V. SIBI
	TANKERS
6.	M. T. BOLAN
7.	M.T KARACHI
8.	M. T. KHAIRPUR
9.	M. T. LAHORE
10.	M. T. MARDAN
11.	M. T. QUETTA
12.	M. T. SARGODHA
13	M. T. SHALAMAR

Note:
Successful bidders will be required to supply Marine lubricants to aforementioned PNSC Managed Vessels or any other Vessel Procured / Chartered by PNSC.

Pakistan National Shipping Corporation PNSC