

Tender No. FSD-020-26

Dated. 30th Mar, 2026

Tender Cost Rs 20,000.00

Earnest Money as tabulated below & must submit with Technical Proposal

INVITATION TO BID

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

JUICES 01 liter Tetra Pack **For KHI – ISB – LHE – PEW – MUX – SKT Stations**

- ❖ Bidding documents containing detail terms and conditions, etc. are available at electronically and can be downloaded from
 - ❖ PIACL Website <https://www.piac.com.pk/corporate/sales- procurement/tenders>
 - ❖ PPRA Website <https://www.ppra.org.pk/active-tenders>
 - ❖ EPADS-PPRA website www.eprocure.gov.pk
- ❖ Bids should be submitted electronically through EPADS. Manual submission of bid without EPADS electronic bid is **NOT** allowed.
- ❖ For registration and training on EPADS or in case of any technical difficulty in using EPADS, prospective bidders may contract Mr. Razwan Mahmood Director MIS Room No. 109, 1st Floor, FBC building Sector G-5/2, Islamabad. Contact No. 051-111-137-237.
- ❖ The bids, prepared in accordance with the instruction in the bidding documents, must be submitted on EPADS by **20-04-2026** at 10:30 AM. Bids will be opened on the same day at 11:00 AM through EPADS

Pakistan International Airlines

Purchases Flight Kitchen Section, 1st Floor, Supply Chain Management Department Building,
[PIACL], Head Office Karachi Airport-75200 Pakistan.

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

E-mail. zameer.hussain@piac.aero / dgmpe@piac.aero / khijzpk@piac.aero

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

EARNEST MONEY - [for local bidders only]

The Tender should be accompanied by a Pay Order in the name of M/ s PAKISTAN INTERNATIONAL AIRLINES as interest free Earnest Money [Refundable] to be placed in Financial Proposal in shape of Pay Order of an amount of **PKR 500,000.00** or a Bank Guarantee of equivalent amount [duly countersigned by the Head Office of the Bank], and remain be valid 03-months after expiry of the Contract. Tender without Earnest Money shall not be considered.

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

Successful bidders, upon award of Contract / Purchase Order an additional amount of **PKR 300,000.00** [will be called if required] as interest free Security deposit in shape of Pay Order or a Bank Guarantee of equivalent amount [duly countersigned by the Head Office of the Bank], Bank Guarantee remain be valid 03-months after expiry of the Contract. [for foreign bidders PIA may call some amount as Security Money by new participants upon evaluated 1st lowest bidder (if required)]

PREPARATION OF TENDER

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

FINANCIAL Proposal - [having following documents].

1. Tender Schedule –“A” Complete Form duly filled in, signed, stamped every page and sealed with scotch tape.
2. Earnest Money amounting **Rs 500,000.00** of Total Bid Value in shape of Pay Order [issued from any scheduled bank] as Earnest Money [Refundable/Interest Free] - *On back side of Pay Order, Vendor must write company name/stamp, Tender Ref. No, date, Earnest Money & amount*] - for Local Bidders only

TECHNICAL Proposal - [having following documents].

1. Tender Fees Pay Order of Rs 20,000.00 [Non Refundable] - *On back side of Pay Order, Vendor must write company name/stamp, Tender Ref. No, date, Earnest Money & amount*] - for Local Bidders only
2. Quality samples [Sealed Pack or 24 Packets] – [Non-Returnable]
3. Technical Proposal of item & Company profile.
4. Copy of GST & NTN Certificate - [for local bidders only]
5. **Tender Schedule “B”, “C” & Specifications**, must be attached with Technical Proposal.
6. **Manufacturers or Authorized Distributor, [with Authorization Certification from Manufacturer] can only participate.**
7. **As per below specifications [jpg images enclosed at last pages of this tender document]**
8. *Technical Proposal [Certificates & Distribution Letters only] should be submitted in 02-two sets, inserted in Technical Proposal Envelope. [One for Technical Evaluation & One for file record]. Mandatory*

All information about the material proposed to be supplied must be given as required in the schedule to tender.

The tender will not be considered if complete information required is not given therein. Particular attention must be paid to delivery time.

Authorized Signatures of individual signing the tender and other documents connected with the contract must specify whether signing as:

- a) Sole Proprietor or his attorney.

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

PRICES

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule of tender, inclusive of all duties / taxes, packing, octroi and delivery charges for free delivery to PIA Flight Kitchen through Foreign / Local Receipt Section Supply Chain Management [old P&L] Department Building PIA Karachi and Respective Station's Flight Kitchen mentioned in Schedule "A" [However, if GST is applicable, same should be shown separately.
- b) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
- c) The Prices must be stated for each item separately both in words and figures. Additional information, if any must be linked with entries on the Schedule to Tender.
- d) Offers must be valid for 120 days. [Extendable in line with PPRA Rules]
- e) Rates must be written on PIA prescribed form otherwise Bids will not be entertained.
- f) Correction White Fluid or Over Writing strictly is not allowed otherwise tender will be rejected/ not-considered.
- g) For foreign bidders, rates will be converted into local currency at the date of financial opening & will be locked till completion of P.O supplies.
- h) Hand written bid (RATES) via Pen / Marker / Pointer etc will not be acceptable. Only TYPED BID / TYPED UNIT RATES will be accepted. Alternatively Transparent TAPE should be pasted over WRITTEN RATES. Non-Compliance of above may result in REJECTION OF YOUR BIDS.

ACCEPTANCE OF TENDER

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

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

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

DGM Purchases Commercial

Encl:

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

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

Tender Schedule "A"

 Ref No. **FSD-020-26**
[insert in Financial Envelope only]
JUICES 01 liter Tetra Pack Flavours ORANGE, APPLE & Mango Nectar

S#	Particulars of Item	Unit	STN	Qty.	Unit Rate PKR without GST	GST [if applicable]	Total Value Rs. [Including GST]
01	JUICES 01 liter Tetra Pack Flavours ORANGE, APPLE & Mango Nectar <i>Reputable Brand</i>	01 liter Pack	KHI	30,600			
02			ISB	120,000			
03			LHE	20,000			
04			PEW	15,000			
05			MUX	30,000			
06			LYP	5,600			
Total Value in figures/words →							
TOTAL CONTRACT VALUE Rs. →							
EARNEST MONEY Rs. →					500,000.00		

Note: Hand written bid (RATES) via Pen / Marker etc may be **REJECTED**. Please **TYPE** the **BIDs / UNIT RATES**.
 Alternatively Transparent **TAPE** should be pasted over **WRITTEN RATES**, to avoid **REJECTION**

- All participant must quote one rates. Rates must be inclusive of all Govt. Taxes but GST shall be mentioned separately [if applicable] - GST [if applicable] will be paid on items where applicable with the distribution of quantities 70% International Flights & 30% Domestic Flights - PO will be issued on "As and When Required Basis"
- 200ml is Each Serving Unit, in case of different ml, cost will be evaluate at per serving basis.

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

Must fill all mentioned fields.

Bidder's Signature _____ Bidder's Name _____

Designation _____

Address _____

Tel No. _____ Fax No. _____

Contact Person _____

Cell No. _____

Valid Email _____

Valid GST No. _____

Valid NTN No. _____

Valid CNIC No. _____

SEAL _____

Tender Schedule "B"
Tender No. FSD-020-26

Mandatory Requirement (must attach with Technical Proposal)	YES / NO
JUICES 01 liter Tetra Pack Specification given above	
Participant must be registered with Sales Tax Authorities. Please attach copy of GST Registration Certificate indicating current "ACTIVE" status otherwise stand "REJECTED" ab-initio.	
Quality samples Qty: 10 Packs / Sealed Pack of Each Flavour must be submitted (non-returnable)	
Delivery must be made at PIA Flight Kitchen respective Station on As and When Required Basis.	
Earnest Money (Pay Order) submitted along with the Financial Proposal	

Tender Terms & Conditions

1. If any stage documents provided by bidder found tempered /bogus deposited E/Money will be forfeited.
2. All participants are required to quote rates inclusive of all Govt: Taxes & **GST separately**. (for local bidders)
3. Please note that quoted rates must be firm and final in all respect.
4. Guarantee & warrantee must be provided. (if applicable)
5. Payment TERMS NET THIRTY DAYS or as agreed.
6. Income tax will be deducted at source. (for local bidders)
7. Quotation must be valid for 120 days from the date of technical proposal opening.
8. Quantity 15% may increase or decrease.
9. Bid will be awarded on technically qualified individual lowest rates basis.
10. All foreign vendors must send their sealed quotation via courier service, with *cross reference Tender No.* directly to **General Manager (Procurement), Supply Chain Management, 1st Floor (old P&L Department) Building PIACL Head Office J.I.A.P Karachi Airport – 75200**, in case of postal delay PIA will not be responsible.
11. Items are subject to evaluation by providing advance sample to determine the required quality by the user department/Joint Evaluation Committee. Item found below PIA standard shall be rejected & not entertained.
12. It will be the suppliers' responsibility to obtain Entry Passes for PIA Flight Kitchen Division for their personnel and the vehicles form PIA. Security after completing the required formalities. (for local bidders)
13. Supplier staff delivering goods must be in clean uniform, non-conformity will incur 02% deduction from the billing amount.
14. PIA has right to forfeited the 02% Earnest Money on non-compliance of tender requirements.
15. If goods deliver late than delivery schedule mentioned in Purchase Order. An amount equivalent 2% / multiple by time bar will be deducted from invoice / bill of bidder (as per rules).
16. Tender quantity will be split in 30% & 70% ratio, Zero Rated 70% quantity will be utilized on International Flights which is GST Exempted vides Sales Tax Act 1990 Sec-4(b).
17. PIA has right to visit the bidder's manufacturing site (if required).
18. During the course of normal supplies or at tendering stage/process, PIACL reserves the right for laboratory testing of supplies / samples for reputable independent source at the expense of supplier.
19. Technically successful bidders will be informed their results & Financial Opening date.
20. Packing must be industrial standard of Card Board Box level & packages must be suitable for four to five times (loading off-loading) / transportation to PIA Network.
21. All Terms & Conditions of Agreement Draft shall be applicable with Lol awarded bidder. (Formal Agreement will be made if required).
22. If you have any query you can contact without any hesitation to concerned Procurement Officer email **zameer.hussain@piac.aero** +92-21-9904 5379 / 5131

Tender Schedule "C"
Tender No. FSD-020-26

Must Attach with Technical Proposal

Physical / Measurement / details of Samples - (Offer)	
Fields	Remarks in detail must be filled by bidder
Brand →	
FLAVOUR →	
10 Packs of each Flavour as Quality Samples →	
ML →	
ISO-22000 or FSMS or HACCP Certificate [Valid] →	
HALAL Certificate →	
Preferable PSQCA Certificate →	
Ingredient Declaration →	
Mfg & Exp Date of samples →	
Manufacturer or Authorized Distributor of Manufacturer →	
Note; All Documents [02-Sets] MUST be enclosed with TECHNICAL PROPOSAL	

PARTICIPATION AUTHORIZATION LETTER

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

Dated. _____

I namely _____

bearing CNIC* No. _____

representing M/s. _____,

am hereby authorized by my company to submit proposal against

Tender No. _____

for (item) _____

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

Authorized Signature & Seal of Supplier with Designation _____

Address _____

Telephone No. _____ Cell No. _____

Valid Email _____

*Computerized National Identity Card

[RUPEE ONE HUNDRED NON-JUDICIAL STAMP PAPER]

[Enclose with technical proposal]

General Manager [Procurement]

Supply Chain Management

1st Floor Supply Chain Management (old P&L) Department, Building,

Pakistan International Airlines Corporation Limited

Head Office J.I.A.P Karachi Airport 75200 Pakistan.

Subject: UNDERTAKING TO EXECUTE CONTRACT

Dear Sir,

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

Bidder's Signature _____

Name in Full _____

Designation _____

Cell No: _____

Email: _____

Address: _____

Phone No _____

Fax No _____

N.I.C. # _____

Seal _____

Dated _____

INTEGRITY PACT / DISCLOSURE CLAUSE

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

Declaration of Fees, Commissions and Brokerage Etc.

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

M/s. _____ the Manufacturer / Authorized Distributor / Seller / Supplier / Contractor hereby declares its intention not to obtain the procurement of any Contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative sub-division or agency thereof or any other entity owned or controlled by it [GoP] through any corrupt business practice.

Without limiting the generality of the forgoing the Seller / Supplier / Contractor represents and warrants that it has fully declared the brokerage, commission, fees etc., paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback whether described as consultation fee or otherwise, with the object of obtaining or including the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from Government of Pakistan, except that which has been expressly declared pursuant hereto.

The Seller / Supplier / Contractor certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with Government of Pakistan and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

The Seller / Supplier / Contractor accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall without prejudice to any other right and remedies available to Government of Pakistan under any law, contract or other instrument, be voidable at the option of Government of Pakistan.

Notwithstanding any rights and remedies exercised by Government of Pakistan in this regard, the Seller / Supplier / Contractor agrees to indemnify Government of Pakistan for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to Government of Pakistan in any amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by the Seller / Supplier / Contractor as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from Government of Pakistan.



**MATERIAL PLANNING SECTION
FOOD SERVICES DIVISION (KHI)**

Dated: February 08th, 2022
REV01-FSD249/22

**HOLY MONTH OF RAMZAN REQUIREMENT OF
TETRA PACK JUICE (200ml) PACKET WITH STRAW
(ORANGE, MANGO & APPLE) FLAVOUR**

Specifications:

ORANGE JUICE (200 ML PKT)

SPECIFICATIONS	<u>Chemical:</u>
	<ul style="list-style-type: none"> • Acidity - 0.50% to 0.80%. • Ethyl Butyrate - 4.7 to 5.2 mg/L. • Ash - 1.00 to 1.50 g/L. • Caffeine - 0.00% • No artificial and non food grade colour. • Only food grade preservative. • Fruit juice the unfermented but fermentable liquid obtained from the edible part of sound appropriately mature and fresh or of fruit or of by reconstituting fruit juice with potable water and maintained in sound condition by suitable means. It may contain some food additives in an amount recommended or GMP it may be called as 100% pure fruit juice. • For reconstituted juice, the potable water used in reconstitution shall be a minimum.
	<u>Brix:</u>
	<ul style="list-style-type: none"> • 12% to 15%
	<u>Fruits:</u>
	<ul style="list-style-type: none"> • Pure Fruit Juice 100 % pure healthy, fruit Juice.
<u>Sensory:</u>	
<ul style="list-style-type: none"> • The fruit juices shall have the characteristic colour, aroma and flavor of juice from the same kind of fruit from which it is made. 	
<u>Physical:</u>	
<ul style="list-style-type: none"> • Dented, damaged and dirty/dusty cartons not acceptable. 	
<u>Biological:</u>	
<ul style="list-style-type: none"> • Free from insect or fungal attack or any other blemish affecting the quality of the product. • Must be free from foreign object and all kind of bacteria, mold etc. 	

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Hameed Ullah Biloch
Assistant Manager Menu Plan
P.I.A. Flight Kitchen
Karachi Airport
08/2/22

Shah Manzoor Ali
Food Services
PAKISTAN INTERNATIONAL AIRLINES

Specifications:

APPLE JUICE (200 ML PKT)

SPECIFICATIONS

Chemical:

- Acidity - 0.50% to 0.80%.
- Ethyl Butyrate - 4.7 to 5.2 mg/L.
- Ash - 1.00 to 1.50 g/L.
- Caffeine - 0.00%
- No artificial and non food grade colour.
- Only food grade preservative.
- Fruit juice the unfermented but fermentable liquid obtained from the edible part of sound appropriately mature and fresh or of fruit or of by reconstituting fruit juice with potable water and maintained in sound condition by suitable means. It may contain some food additives in an amount recommended or GMP it may be called as 100% pure fruit juice.
- For reconstituted juice, the potable water used in reconstitution shall at a minimum.

Brix:

- 12% to 15%

Fruits

- Pure Fruit Juice 100 % pure healthy, fruit Juice.

Sensory:

- The fruit juices shall have the characteristic colour, aroma and flavor of juice from the same kind of fruit from which it is made.

Physical:

- Dented, damaged and dirty/dusty cartons not acceptable.



Hameed Ullah Baloch
Assistant Manager Menu Planning
P.I.A. Flight Kitchen
Karachi Airport



Shah Nawaz Akhtar
DGM Food Services
PAKISTAN INTERNATIONAL AIRLINES

Specifications:

MANGO NECTOR (200 ML PKT)

SPECIFICATIONS

Chemical:

- Acidity - 0.50% to 0.80%.
- Ethyl Butyrate - 4.7 to 5.2 mg/L.
- Ash - 1.00 to 1.50 g/L.
- Caffeine - 0.00%
- No artificial and non food grade colour.
- Only food grade preservative.
- Fruit Nectar is the product from the pulp of healthy mangoes by adding water with the addition of sugars and other.
- Fresh Pulp, Sugar, Citric Acid with or without addition of food colour and flavor it may contain preservative in quantity as given in codes Alimentrarius.

Brix:

- 12% to 15%

Minimum Fruit

- Minimum 25%.

Sensory:

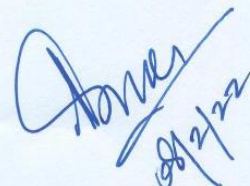
- The fruit juices shall have the characteristic colour, aroma and flavor of juice from the same kind of fruit from which it is made.


Physical:

- Dented, damaged and dirty/dusty cartons not acceptable.

Biological:

- Free from insect or fungal attack or any other blemish affecting the quality of the product.
- Must be free from foreign object and all kind of bacteria, mold etc.


Hameed Ullah Baloch
Assistant Manager Menu Planning
P.I.A. Flight Kitchen
Karachi Airport


Shah Nawaz Abbas
DGM Food Service
PAKISTAN INTERNATIONAL AIRLINES

1. Labeling:

- Date of manufacturing and expiry must be printed on each packet.
 - Expiry on stickers/removable is not acceptable.
 - Expiry less than 06 months at the time of delivery is not acceptable.
 - Ingredients must be declared.
 - Registered Brands.
 - Brand name must be labeled on each Packet.
-
- Inscription "FOR PIA USE ONLY & NOT FOR SALE" should be printed on each packet with PIA logo.
 - Registered Brand with National / International distribution.

2. Transportation / Delivery:

- Supplies to be delivered in flight kitchen in hygienically cleaned and covered vehicle so that items are not exposed to sunlight and other pollution. Proper temperature to be maintained in order to prevent supplies from spoilage / deterioration as per product requirement.

3. Food Law / Regulatory Compliance / Certification:

- Preferably comply with PSQCA standards or similar agency.
- Should be Halal, ISO 22000 or HACCP certified.

4. Laboratory Reports:

- Samples will be evaluated by Evaluation Committee of Food Services subject to clearance of in house microbiological analysis, if required.
- Latest Lab Report on Ingredients from a reputable lab is mandatory.
- Ingredients must be declared.
- Food Services Division may get a samples tested from recognized lab during the contract period and bill will be charged to the supplier.

5. Packing:

- 12 Pieces shall be packed in Packet.
- All cartons must mention "FOR PIA USE ONLY & NOT FOR SALE".
- Each container shall be clearly marked or labeled with a name of the product and address of the manufacturer, Net weight volume & date of expiry.
- Damaged, dirty and dusty / dirty tins not acceptable.

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Hameed Ullah Babich
Assistant Manager Menu Planning
P.I.A. Flight Kitchen
Karachi Airport


Shah Nawaz Abbasi
DGM Food Services
PAKISTAN INTERNATIONAL AIRLINES

6. **Who can supply:**

- Manufacturer / Authorized dealer of manufactures only.

7. **Sample:**

- Minimum 10 Packets each Items.

8. **Other Terms & Conditions:**

- Brand name, specifications and source must be mentioned on purchase order (PO).
- PIA reserves the right to inspect / visit the facilities of vendor at any time during currency of contract for inspecting HSE / Quality Standards.
- Items found below the required specs may be rejected / returned without any liability to PIA.
- PIA security pass for vehicle and employees is the responsibility of vendor
- Supplier staff delivering goods must wear clean uniform (including shoes and company logo/identity). A fine of 2% on each supply will be imposed in case of non-compliance.



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