

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

To

PPRA, ISLAMABAD

Dear Sirs,

Reference: **TENDER ENQUIRY NO. 4104-MPO-W-SPOT WELDING M/c . Dated 16-12-2017**

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

1. SUBMISSION OF TENDER

1.1 Tenders will be opened at **1230 hours** on **25-01-2018** and must reach this office on or before **1200 hour upto due date**. The tender received late will not be entertained. You may witness the opening of the tender if you so desire. If a representative is deputed, he should bring a letter of authority from you.

1.2 Only one tender should be included in one envelope. The outside of the envelope should be inscribed with:-

Tender Enquiry No: **4104-MPO-W- Spot Welding M/c, Dated 16-12-2017**

Tender to be opened on: **25-01-2018**

Address as follows:-

i) For Technical Offer:

**Managing Director
Weapons Factory
Pakistan Ordnance Factories,
Wah Cantt, Pakistan.
Fax : +92-51-9271400 & 051-9314100
Email : mdwpm@pof.gov.pk**

ii) For Commercial Offer:

**Chairman, POF Board,
POF Board Headquarter,
Wah Cantt. Pakistan
Fax. +92-51-9314080
E-Mail: chairman@pof.gov.pk**

iii) Both Technical & Commercial offers duly sealed in 02x separate envelopes should be sent in third envelope, which should indicates address of MD-Weapons POF- Wah Cantt.

1.3 If envelope does not indicate reference of T.Es or received late the same may be returned un-opened.

2. GENERAL INSTRUCTIONS REGARDING PREPARATION OF QUOTATIONS

2.1 For materials, the prices should be filled in column 5 and delivery date in column 6 of the schedule to this Tender Enquiry. The undertaking should be signed at the bottom of the Schedule which shall form the Quotation. You may use a separate sheet if necessary.

2.2 For Plant and Machinery, you are required to quote in two parts:-

Part I "TECHNICAL OFFER" It should exclusively give technical details and literatures/brochures of the offered plant, machinery and equipment; validity date; delivery schedule; and signed undertaking given on the schedule to this Tender Enquiry. It must not indicate price, costs etc.

Part II "COMMERCIAL OFFER" It should indicate the commercial terms e.g. price, terms of payment, mode of payment, mode of supply.

Each part should be placed in a separate sealed cover. The envelopes should be inscribed with: Part I "Technical Quotation without price" and Part II "Commercial Quotation with Price."

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

3. INSPECTION

- 3.1 Supplies shall be subject to the inspection and acceptance by the competent inspection authority nominated by the Purchaser, inspection facilities such as tools, test equipment, instruments etc will, however, be provided by the Suppliers in accordance with the relevant specifications.
- 3.2 Where considered necessary by the Purchaser, stores may be obtained on Warranty/Guarantee, subject to inspection on receipt. Rejected stores will be removed and replaced with the acceptable stores by the Supplier at his own expense, within a specified time.

3.3 **TENDER SAMPLE**

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

4. **ACCPTANCE OF OFFERS**

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

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

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

4.2 **PERFORMANCE BOND**

(a) The successful bidders will provide Performance Bond at the rate upto 10% of Net F.O.B. value of contract in favour of the Controller Military Accounts (CMA) POF Wah Cantt. The Performance Bond will be furnished in the form of Deposit At Call Receipt (CDR) from any scheduled Bank in Pakistan or an unconditional bank guarantee on prescribed proforma covered by any scheduled bank in Pakistan. The Performance Bond shall be furnished within 45 days from the date of opening of Letter of Credit. It shall be valid for a period of 12 months after the date of expiry of letter of credit.

If the Performance Bond is not furnished within the prescribed time of 45 days, the Purchaser reserves the right to:

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

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

OR

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

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

4.3 **FAILURE TO SUPPLY THE STORES**

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

4.4 PAYMENT

- 4.4.1 Payment to the supplier will be made by means of an irrevocable letter of credit. However the payment terms will be 80% on actual value against shipping documents and remaining
- 4.4.2. 20% amount to be released after satisfactory commissioning and trial of the unit.
- 4.4.3. Firm is bound to provide 10% PBG as per POF Format within 45 days of opening of L.C in un-equivocal terms.

5 SECURITY OF INFORMATION

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

6. The offer must reach upto 25-01-2018 at 1130 hrs.

Yours faithfully,

(**NAEEM AHMED**)
MANAGING DIRECTOR-WPNs,
POFs **Wah Cantt.**
For and on behalf of President of
The Islamic Republic of Pakistan.

PAKISTAN ORDNANCE FACTORIES

SCHEDULE TO TENDER NO. 4104-MPO-W-Spot Welding M/c, Dt. 16-12-2017

(1) FOR MATERIAL

(1)	(2)	(3)	(4)	(5)		(6)
Item No.	Description with Specs. etc	Unit	Qty.	Price per Unit FOB or C & F		Delivery Date
				In Figures	In Words	
01	Spot welding Machine.	No.	04			

(2) For Plant & Machinery:-

Specification:- Enclosed as Annexure- "A"

(3) Special Conditions:- Enclosed as Annexure- "B"

(4) Technical Comparison:- Enclosed as Annexure- "C"

(5) Undertaking

Should our offer be accepted, we hereby undertake to supply the stores/render the services contracted on the basis of General Conditions of Contract embodied in Form POF 1282, and to deposit the performance bond within the prescribed time, failing which it will constitute a breach of contract, and POF will have the right to purchase the stores/services elsewhere at our risk and cost.

Place _____ Signature of Tenderer _____

Date _____ Name _____

_____ Position _____

_____ Address _____

Income Tax G.I.R No. _____

TECHNICAL COMPARISON
(TO BE FILLED BY SUPPLIER)

SR. #	TENDER SPECIFICATIONS	OFFERED SPECIFICATIONS WITH REFERENCE TO PAGE NO. OF QUOTATION

SPECIFICATION OF
SPOT WELDING MACHINE
(Qty=01)

Sr. No	Machine Description	
a)	Bed dimension	175-225 X275-300 mm
b)	Cooling of electrical equipment	Preferably Air
c)	Arm and Electrode Cooling	Water
d)	Breaking motor and emergency switch	Yes
e)	Fuse Protection	Yes
f)	welding range between electrodes	05-50 mm
g)	Spares / warranty	10 Years
h)	Aesthetic requirements	Smooth welding without spark.
i)	Material thickness(one sheet)	0.5mm-5mm (2 sheets to be welded)
j)	Material	Mild Steel or equivalent
k)	Post weld processing	Normalizing, Short Blast and Phosphate
l)	Minimum distance between two spots	10-35mm(Centre to center)
m)	Seam welding (options for 2 machines)	Continuous welding with top and bottom strips
n)	Pneumatic pressure	Depending upon the parameters these specifications may be designed and quoted
o)	Power Rating at 50% Duty Cycle	
p)	Current Output	
q)	Nominal Electrode Force at Standard Air Supply	
r)	Max. Welding Power	
s)	X,Y Movement	
t)	Electrode holder	

fixtures required as per components sketch must be coated separately.

TERMS & CONDITIONS

1. SAFETY

- Machine should be equipped/provided with all safety gadgets/accessories according to latest international safety standards.
- Noise level should be less than 75 db or as per international standards.
- The machine should be cost effective and environmental friendly as per international standards.
- Dust collector should be installed in panel/system (where necessary).
- Control panel should be AC based.

2. INPUT & SUPPORT MATERIALS

The machine should be capable to shot blast different components of Tool steel Mild steel & Alloy steel with the help of steel shots of size 0.125 mm to 0.3mm.

3. SPARES:

- Two years essential maintenance and operation spares shall be required.
- It shall be guaranteed that spares shall be available for at least 15 years after the handing over and successfully commissioning of machine.
- The machine must include 2 X Toolkits, essential for its setting and complete maintenance work.

4. CLIMATIC CONDITIONS:

- Temperature:
 - Winter = -3 to +20°C
 - Summer = 25 to 50°C
- Relative Humidity = 25 to 90%
- Earthquake Value = 7.5 on Richter scale

5. UTILITIES AVAILABLE AT SITE

- Electricity 400 ± 5% Volts, 50 Hz, Three Phase.
- Electricity 220 ± 5% Volts, 50 Hz, single Phase.
- Compressed air pressure = 4 ~ 5 bar.

6. PRE-SHIPMENT INSPECTION & TRAINING

- Free of cost training to 04 x Engineers/Technicians and IDA or QA Inspector of Weapons Factory in the field of operation, maintenance and inspection of the machine for 05 x working days will be imparted at firm's premises.
- Pre-shipment inspection for 02 x Officials for 04 x working days of Weapons Factory in the field of operation and inspection of the machine will be imparted at firm's premises.
- Boarding/lodging and travelling of POF engineers/technicians will be the responsibility of the supplier.
- Inspection facilities such as tools, test equipment / testing material etc. will be provided by the Suppliers in accordance with the relevant specification.
- Trial run of the machine will be carried out on components for each load in continuous run.
- Where considered necessary by the purchaser, the stores may be obtained on warranty / Guarantee, subject to inspection on receipt. Rejected stores will be replaced with the acceptable stores by the Supplier at his own expense, within a specified time. The supplier will render warranty guarantee certificate.

7. TECHNICAL SUPPORT:

The supplier shall confirm that after handing over of the machine there shall be technical support at least for 15 years as & when required by the purchaser. In addition the purchaser shall be kept informed regarding latest advancement in the related technology for further improvement in the production and operation of the machine.

8. TERMS OF DELIVERY

The goods will be delivered as per following terms:

- The delivery will be on C & F basis. Freight charges should be mentioned separately.
- Machine parts would be lettered in English and / or internationally recognized symbols.

9. INSTALLATION, COMMISSIONING AND TRIAL PRODUCTION RUN

- The machine shall be installed by the purchaser under the supervision of the supplier's engineers and technicians.
- The machine shall be commissioned and trial production of the machine shall be carried out by supplier's engineers. Purchaser shall provide required number of operators and technicians for the commissioning and trial production of the machine.
- Trial run of the machine will be carried out for at least 1000 x acceptable component in continuous run.
- The oil and process lubricants in quantity sufficient to cater for the requirement for one year shall be supplied by the firm. First time of Oils/ Lubes etc will be made by the firm at our premises.

10. DOCUMENTATION

- 03 x SETS of following documents in English language will be provided by the supplier.
- Schematic Diagram of each PCB.
- Operation and maintenance manual.
- Electric sequence control circuit diagram of machine.
- Detail of motors and their control.
- List of spares for 10 x years.
- Programming / configuration software (if required) along with soft copy of the program.

11 . WARRANTY GUARANTEE

- The machine and accessories shall be accepted on Supplier's Warranty / Guarantee with regard to quality and quantity subject to these being technically checked/tested and accounted for on arrival at Consignee's ware-house in presence of supplier's rep (if desired by supplier) at their cost. The supplier shall render Warranty/ Guarantee certificate in duplicate to the Purchaser as soon as stores have been dispatched/delivered. This Warranty/ Guarantee shall be binding on the Supplier for a period of 24 months reckoning from the date of commissioning and successful trial run of the machine.

- In case the stores on checking/ test after receipt at Consignee's warehouse are found not conforming strictly to the relevant specification and other particulars are found damaged during transit, the Supplier shall Immediately replace the rejected/damaged stores by acceptable stores, free of cost, and without any obligation to the Purchaser. Rejected/ damaged stores shall be disposed off by the Supplier under his own arrangements.
- The supplier shall warrant the good quality of all equipment supplied against all defects or failures due to faulty design, material, or workmanship.
- The supplier shall also provide Guarantee for meeting the requisite quality and quantity of products. In case of any deficiency in term of quality or quantity of products, all related expenditure to fulfill commitment shall be borne by the supplier.

12. PAYMENT TERMS

- Payment to the supplier will be made by means of an irrevocable letter of credit.
- However the payment terms will be **80%** on actual value against shipping documents and remaining **20%** amount to be released after satisfactory commissioning and trial of the unit.
- Firm is bound to provide 10% PBG as per POF Format within 45 days of opening of L.C in un-equivocal terms.

13. CONTRY OF ORIGIN

Europe, UK, Japan & South Korea will be preferred keeping in view of quality.

SPECIAL CONDITIONS

- a) **TO BE FULFILLED AT THE TIME OF BIDDING / REPLY OF TENDER ENQUIRY**
- i. It may be confirmed that you will be able to obtain export license from your Govt. in the event of successful bidding.
 - ii. Item wise price of machine, equipment & accessories alongwith Fast Wearing, Mechanical & Electrical Spare Parts for 5000 operating hours and Electronic Spare Parts for control for 10 years should also be quoted as part of commercial offer (Part-II).
 - iii. Reference Column 2.2 of Tender Enquiry Form No. 1262, any indication whatsoever of the price in Part-I of the quotation will render it invalid and void.
 - iv. The supplier must fill in the Proforma of Technical Comparison enclosed as Annexure-'C' to the specifications and submit alongwith the offer for our instant evaluation of the offer and enclosed it alongwith technical offer.
 - v. The supplier will provide necessary brochures and technical literature alongwith Part-I of the offer (Technical Offer).
 - vi. POF shall deal directly with the manufacturer / supplier of the machine in case of manufacturer / supplier chooses to have a local agent, payment of agent's commission etc., shall be supplier's responsibility and shall not be included in the prices quoted in Part-II of the offer (Commercial Quotation).
 - vii. Technical Offer (Part-I) and Commercial Offer (Part-II) will be enclosed in separate sealed envelopes.
- b) **CONDITIONS TO BE PART OF FORMAL CONTRACT AND MAY BE KEPT IN VIEW BEFORE BIDDING**
- i. 80% payment will be made through L.C on presentation of shipping documents and 20% payment will be made through L.C on receipt and successful installation & commissioning of the machine in the buyer's premises.
 - ii. Item wise price of machine, equipment & accessories alongwith Fast Wearing, Mechanical & Electrical Spare Parts for 5000 operating hours and Electronic Spare Parts for control for 10 years should also be quoted.
 - iii. The machine will be installed & commissioned at POF by the supplier's Engineer (s). POF will pay 75 % of commissioning charges in foreign exchange through L.C on successful installation & commissioning of the machine. Boarding/Lodging expenses of the commissioning engineer(s) during their stay at POF will be borne by the supplier of the machine. In this regard, the remaining 25 % of the commissioning charges will be paid in Pak. Rupees to the Commissioning Engineer (s) of the firm to meet Boarding/Lodging expenditure. Traveling expenses for Commissioning Engineer (s), for both sides will also be borne by the supplier.
 - iv. Four sets of operational and maintenance manuals are required to be provided with the machine. These manuals must include comprehensive instructions regarding Operation and Maintenance containing detailed Electrical, Electronic, Pneumatic and Hydraulic Diagrams / Assy. & Sub-Assy. Drawings in so far these are related to maintenance of the machine supplied. The maintenance manuals may also include planned preventive maintenance program based on number of Operating Hours or Time Span.

- v. The manufacturer / supplier will ensure supply of Foundation Drawings and Installation manual to the consignee at least two months before the shipment of the machine.
- vi. The manufacture / supplier will train at his premises 04 engineer(s) / technician(s) from POF for 05 working days, free of cost. Boarding/lodging and travelling of POF engineers/technicians will be the responsibility of the supplier.
- vii. The training will include Programming, Operation and Maintenance both Mechanical & Electrical / Troubleshooting.
- viii. The machine will be tried out at manufacturer's work, in the presence of PSI team of engineer(s) / technician(s) from POF and the trial will be considered satisfactory on production of components.
- ix. The manufacturer/supplier will provide Warranty / Guarantee Certificate of the machine and its accessories alongwith the accepted copies of the contract which shall remain valid for a period of 24 months after the successful installation & commissioning of the machine at POF Wah Cantt.
- x. The manufacturer/supplier will provide performance bond in the shape of Bank Guarantee @ 10% of Net FOB (L.C) value which will be valid for 12 months after the date of expiry of letter of credit.
- xi. The Fast Wearing spare parts will be properly tagged with Part No. / Serial No. for identification.
- xii. The machine, equipment & accessories must be packed in seaworthy packing and protected adequately & appropriately to the mode of despatch against damages from water or other substances during sea voyage and over land journey to withstand the rough handling involved in transit and provide proper preservation of the machine while held in storage by the consignee.
- xiii. The machine must include the 02 x Tool Kit which is essential for its setting and maintenance.
- xiv. The manufacturer/supplier will undertake to provide spare parts as and when required by POF, for 15 years, after commissioning of the machine. The undertaking shall be furnished by the firm in the shape of a certificate to be issued on the letter head of the firm alongwith the accepted copies of the contract (to be returned to the buyer).
- xv. Colour of machine should be RAL 6011.

Signature of the Supplier:

Name _____

Status in the Firm _____

Address _____

Place _____

Date _____