INVITATION TO TENDER FORM

- 1. Schedule to Tender No <u>2108225/B-2111/340326 DATED</u> <u>2021</u>. This tender will be closed for acceptance at 1030 Hours and will be opened at <u>1100 Hours</u> on <u>26-01-2022</u>. Please drop tender in the Tender Box No <u>204.</u>
- 2. You are requested to please use this Performa for price quotation, fill in the prices, affix your stamp on the same, sign it and forward it in original as your Commercial offer along with the covering letter of your firm. If you do not use this form as price quotations your offer might be rejected.
- 3. You are requested to please attach DP-1 and DP-3 alongwith your quotation duly signed & stamped.

Schedule of Stores

S. NO DETAIL OF STORES QTY/ UNIT UNIT PRICE	TOTAL PRICE
1. NSN NO. 4220-99-396-0753 ROPE FIBROUS (POLYSTER/PROPYLENE) MIN 08 STRAND, 40MM DIA PLAIN ENDS, BLACK BERTING HAWSER MOORING NO 5, MINIMUM BREAKIN LOAD 26.4 TONNES BR 67 TABLE 3.8 (SUPPLIED IN 220 MTR COIL) PARENT EQUIPMENT: GENERAL USE SPECIFICATION: ISO 1140 – 2004, ISO 2307 – 2005. CERTIFICATION: VALID LLOYD TEST CERTIFICATE REQUIRED INDICATION BATCH / LOT NUMBER OR IDENTIFICATION AND WORKING/BREAKING AND STRENGTH OF STORES.	UK£

NOTE:

- 1. FIRM/SUPPLIER SHALL PROVIDE CORRECT AND VALID E-MAIL AND FAX NO. TO CINS AND DP(N). SUPPLIER/CONTRACTING FIRM SHALL EITHER PROVIDE OEM CONFORMANCE CERTICATE TO CINS OR IS TO BE E-MAILED TO CINS UNDER INTIMATION TO DP (NAVY) AT E-MAIL ADDRESS cins@paknavy.gov.pk, inpsectorate1@paknavy.gov.pk. HARD COPY OF COC MUST FOLLOW IN ANY CASE THROUGH COURIER. ON RECEIPT, CINS SHALL APPROACH THE OEM FOR VERIFICATION OF CONFORMANCE CERTIFICATE ISSUED BY THE OEM. COMPANIES/FIRMS RENDERING FALSE OEM CONFORMANCE CERTIFICATES WILL BE BLACK LISTED.
- 2. MARKING ON THE PACKAGE AS PER SPECS NS/MISC/002/80 MUST BE LEGIBLE. PACKING OF FRAGILE STORES TO BE MARKED WITH APPROPRIATE INTERNATIONAL SYMBOL.
- 3. KPT/PORT/WHARFAGE/ALLIED CHARGES

ALL PORT & DOCK CHARGES WILL BE PAID AT ACTUAL (IF APPLICABLE) BY SUPPLY OFFICER. PN EMBARKATION HEADQUARTERS, WEST WHARF ROAD, KARACHI ON SUBMISSION OF THEIR BILLS DULY VERIFIED BY COMMANDING OFFICER PN EHQ IN PAK CURRENCY.

- 6. QUOTED VALUE MUST BE IN **UK £**.
- 8. FIRM WILL COMPLY / CONFIRM ALL IT CLAUSES INCLUDING SPECIFICATION, OEM COC, SPECIAL INSTRUCTION, PACKING, GENERAL TERMS AND CONDITIONS, <u>OEM, QUOTED MODEL ON ITS TECHNICAL OFFER</u>.
- 9. ORIGINAL TECHNICAL OFFER ON FIRM'S LETTER HEAD PAD ALONG WITH **AUTHORIZATION LETTER**, **AGENCY AGREEMENT**, **PRINCIPAL INVOICE PROFORMA**, DP-1, DP-2 & DP-3 DULY SIGNED AND STAMPED ON EACH PAGE ARE REQUIRED **IN DUPLICATE**.

All taxes, duties and import/export license fees payable in Supplier's country or any other country en-route shipment other than Pakistan shall be paid by supplier.

UK £

Terms & Conditions

1. **Special Instructions**. Attached

2. <u>Terms of Payment.</u> 80% on of shipment of stores and 20% on issuance

of CRV. Part payment and part supply is allowed.

3. **Origin of Stores.** Imported (To be indicated in Technical Offer)

4. **Origin of OEM.** (To be indicated in Technical Offer)

5. <u>Technical Scrutiny Report.</u> Required.

6. **Delivery Period.** 06 Months after opening of LC.

7. <u>Currency.</u> Pound (£)

8. Basis for acceptance. FOB.

9. **Bid Validity.** The validity period of quotations must be indicated and about inversibly be 130 days from

indicated and should invariably be 120 days from the date of opening of commercial offer or 30th June whichever is earlier. Firm undertakes to extend validity of offer if required by equal number of original bid period (i.e. 120 days or less as per original offer) i.a.w PPRA Rule-26.

10. Place of Inspection.

Joint Inspection will be carried out by CINS, consignee and end user at depot.

11. <u>Tendering procedure</u> Single stage - Two Envelop bidding procedure will

be followed as per PPRA Rule 36 (b).

12. <u>Earnest Money/</u> <u>Bid Security:</u>

Your tender must be accompanied by a Call Deposit Receipt (CDR) in favor of CMA (DP), Rawalpindi in separate envelope and outside attached with technical offer. The rate of earnest money and its maximum ceil for different categories of firms would be as under:-

PRE-QUALIFIED / REGISTERED / INDEXED FIRMS.

(a) 2% of the quoted value subject to maximum ceiling of Rs. 0.2 Million.

PRE-QUALIFIED / REGISTERED / BUT UNINDEXED FIRMS.

(b) 3% of the quoted value subject to maximum ceiling of Rs. 0.2 Million.

NON PRE QUALIFIED / UN-REGISTERED UNINDEXED FIRMS.

(c) 5% of the quoted value subject to maximum ceiling of Rs. 0.4 Million.

13. Return of Earnest Money:

- (a) Earnest money to the unsuccessful bidders will be returned on finalization of the contract.
- (b) Earnest money of the firm/firms with whom contract is concluded will be returned on submission of Bank Guarantee and its acceptance by CMA (DP).

14. **Special Note.**

- a. All Participating firms must submit technical offers in duplicate (one for TSR committee and one for DP (Navy) record).
- b. Unregistered (Not registered with Directorate General Defense Purchase) firms must provide the documentary evidence of their technical and financial capability to undertake the project.
- c. Unregistered firms are to submit a certificate along with their Technical offer stating that the firm is not black listed by any government organization and not under disciplinary trial or embargo. Acceptance of firm's offer, firms not registered with DGDP is subject to security clearance. All firms who do not provide requisite documentary or security wise not cleared by DGDP (FS Team) will be rejected.
- d. In case of Pakistani firms, sales tax, NTN and income tax registration certificates are to be attached with the offer. These certificates are mandatory with the BID, otherwise offer shall be REJECTED.
- e. Company registration certificates are to be attached with offer.
- f. Requisite amount of earnest money (in shape of Bank Draft in the favour of CMA (DP)) is to be attached in separate envelop in sealed condition with the Technical offer. Photocopy of the same shall also be attached with DP-2 as a testimony. Cheques/crossed cheques shall not be accepted.
- g. Duly completed Form DP-1 and DP-3 are to be attached with Technical Offer.
- h. DP-2 Form shall also be submitted with Technical Offer without mentioning of prices.
- j. Only registered supplier on Active Taxpayers List (ATL) of FBR are eligible to participate in the Tender and submit quote.
- k. Release of payments is subject to mandatory submission of Filer Certificate duly issued by FBR showing the name of supplier on Active Taxpayers List (ATL). No payment will be released by CMA (DP) unless latest Filer Certificate duly issued by FBR showing the name of supplier on its Active Taxpayer list is submitted alongwith payment documents.

Note: In case of failure to comply above instructions, Terms and conditions, offer will liable for rejection.

SPECIAL INSTRUCTIONS

SOURCE OF SUPPLY

- 1. Genuine OEM Certified Brand New Stores will only be acceptable. Stores not procured directly from OEM or his Authorized Dealer/Agent/Stockist will not be acceptable.
- 2. Supplying firm in its "Offer/Quotation" is to clearly state whether stores will be supplied directly from relevant OEM or OEM's Authorized Dealer/Agent/Stockist.
- 3. In case the stores are being sourced through OEM's Authorized Dealer/Agent/Stockist a documentary proof to this effect comprising OEM's Dealership Certificate in respect of Dealer/Agent/ Stockist is to be provided by the supplying firm with following endorsements.
 - a. Certificate reference number with date
 - b. Name of the authorized dealer/agent/stockist
 - c. Last date/duration/period for validity of dealership
- 4. Supplying firm in its "Offer/Quotation" is to provide OEM's contact (address, e-mail address, phone, fax and website etc)

ORIGIN OF SUPPLY

5. Supplying firm in its "Offer/Quotation" is to specifically mention country of origin for the stores, which will be subsequently endorsed in the "Contract".

UPDATES & CURRENT INFORMATION

6. In case, NSN, Part Number or Quality Standard of the indented item has been superseded by a new one before/after conclusion of contract, the supplying firm is to provide all such relevant information alongwith a documentary proof to this effect originating from the concerned OEM. If replaced part effects fittings and functioning of other associated parts as well, then details of those parts are also to be provided.

DOCUMENTATION REQUIRED

- 7. Supplying is to provide following documentation at the time of inspection:
 - a. Firm's Warranty/Guarantee on form "DPL-15".
 - b. OEM's "Certificate of Conformity" indicating following.
 - (1) Pattern/Part Numbers of stores
 - (2) Description of stores along with quantity
 - (3) List of Serial Numbers or Batch Numbers or Lot Numbers as embossed/ engraved on the stores, as applicable.
 - (4) Date/Period of Manufacture
 - (5) Conformance to standards/specifications quoted in the IT
 - c. OEM Lab Test Certificate/FATs report.

- d. Import documents comprising "Lading/Airway Bill" or "Shipping Bill" and "Bill of Entry" duty endorsed with the name of Supplying Firm if the item is sourced from abroad by local supplier/authorized dealer of OEM.
- 8. Firm/Supplier shall provide correct and valid email and fax No. to CINS and DP(N). Supplier/contracting firm shall either provide OEM/conformance certificate to CINS or is to be emailed to CINS under intimation to DP(N). Hard copy to COC must follow in any case through courier. On receipt, CINS shall approach the OEM for verification of conformance certificate issued by the OEM. Companies/firms rendering false OEM conformance certificates shall be black listed. "OEM's certificate" of conformity "originating from principal" who is neither the OEM not the OEM's authorized dealer/agent/stockiest will not be acceptable.

INSPECTION

9. Inspection Authority for all types of stores will be "CINS". However, in cases, where testing/verification of supplied stores is not possible, joint inspection will be carried out by reps of CINS, consignee and end/specialist user.

SPECIAL INSTRUCTIONS FOR ROPE NYLON TYPE

1. TYPE -1 Rope Nylon Hawserlaid as specified in indent is to be supplied, Indicating date/period of manufacturing on each coil.

SPECIFICATION

2. Rope Nylon Hawserlaid as specified in indent is to be manufactured in accordance with ISO 9554:2005 (E) to comply with the specification ISO 1140 of 2004.

PROTECTION

3. Rope Nylon Hawserlaid as specified in indent is to be protected against deterioration due to sunlight. OEM is to ensure the use of such inhibiting system that is considered suitable for condition / environment existing in Karachi / Arabian Sea. ISO 9554: 2005 (E) clauses 3.3.2 refers.

MARKING AND LABELING

4. Marking and labeling of the ropes must be as per ISO 9554:2005 (E).

INSTRUCTIN FOR USE

5. A set of instructions for use and maintenance of rope is to be provided by OEM as per recommendations placed at Annex 'C' to standard ISO 9554 of 2005 (E).

INSPECTION & TESTING

- 6. Ropes are required to be tested as per ISO 2307 of 2005.
- 7. OEM will render results of test done during production of ropes for all tests applicable to Nylon Ropes.

REQUISITE CERTIFICTION

- 8. OEM will provide a certificate of the 'Raw material' used in the production of the ropes starting following:
 - a. Description of Material.
 - b. Specification of Material
- c. Inhibiting system used for protection against environmental conditions.
 - d. Relevant certificate from manufacture of the material stating above mentioned details may also be enclosed.
- 9. OEM Conformity Certificate is to be provided stating following information:
 - a. Certificate's identifying Reference and Date.
 - b. PN Contract Reference.
 - c. NSN of Ropes being supplied.
 - d. Description of Ropes being supplied.

- e. Number per Coils.
- f. Length per Coils.
- g. Breaking Strength.
- h. Bale Nrs.
- 10. OEM will be required to furnish a certificate that the ropes being provided to PN are of the same quality and standard being provided to MOD (UK) / RN by the firm.
- 11. OEM will be required to furnish 'Calibration Certificate' of all the machinery/equipment installed at their premises for testing of ropes concerned including following:
 - a. Accreditation of Calibration Laboratory.
 - b. Name of Calibration Laboratory.
 - c. Certificate Number and date of issue.
 - d. Type of Calibration.
 - e. Relevant calibration Standard.
 - f. Date of Calibration.
 - g. Validity of Calibration Certificate.
- 12. Ropes Nylon are to be supplied under Lloyd's /ABS/ BSI Certificate as per ISO 2307 of 2005.

GURANTEE

- 13. OEM will render guarantee of stores on Form DPL -15 which should also state the period of manufacture.
- 14. OEM of rope must be MOD UK approved.

<u>Directorate of Procurement (Navy)</u> Through Bahria Gate

Near SNID Center, Naval Residential Complex, E-8, Islamabad Contact: Reception 051-9262311, Bahria Gate 0331-5540649, Section 051-9262310 Email: adpn34@paknavy.gov.pk

	No & Date					
	Description					
•	ing Date					
Firm Na						
Postal A						
	ddress for Correspondence Person Name			<u> </u>		
	Number (Landline	\ (\\ /\				
	ents to be Attached with Quotation	_) (IVIC	DDIIE	/		
	o submit its proposal in a sealed envelope w	hich o	shall contain 03	¥		
	Envelops as per details given below:	incir .	shall contain oo	^		
Sealed	Envelop 1 – Technical Offer in Duplicate					
This en	velope must contain 02 x sets of Technical	Offer	(01 x Original +	01 x Copy).		
Each S	et must contain following documents as per	this o	rder and Suppli	ier is to mark		
	against each to ensure that these document	s have	e been attached	d:		
S No	Document		Original Set	Copy Set		
1.	Bank Challan					
2.	Principal Authorization Letter (where					
	applicable)					
3.	Principal Invoice (Muted – without Price)					
	(where applicable)					
4.	DP -1 Form of IT (with compliance remarks					
5.	DP – 2 Form of IT with compliance remarks	3				
	against each clause of the Annex A)					
6.	Technical Offer / Specs					
7.	Annex A of IT (with compliance remarks)					
8.	Annex B & C of IT (with compliance remark	(s)				
9.	DP-3 form of IT (dully filled & signed)					
10.	DGDP Registration Letter (If firm is registered with DGDP)					
11.	Tax Filling Proof					
	Envelop 2 – Earnest Money			I		
	This Envelop must contain Earnest Money	only.				
Sealed	Envelop 3 – Commercial Offer					
	This Envelop must contain following docur	nents	:			
1.	Firm's Commercial Offer		Original			
2.	Principal Invoice (where applicable)		Original			
3.	Dully filled DP-2 Form of IT 01 x Original					
		•				

Firm's Declaration

It is certified that we have submitted tender in compliance with above instructions and we understand that our offer is liable to rejection if tender is not prepared / packed as per above instructions.

Firm's Authorized Signatures	
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Tender No		Name of the Firm. DGDP Registration No. Mailing Address. Date. Telephone No. Official E-Mail. Fax No. Mobile No of contact person.	
To:	The Director Of Procurement (Section P-34) Near SNIDS Centre, CDA Market at Naval Residential Complex Sector E-8, Islamabad Tele: 051-9262310 Email: dpn@paknavy.gov.pk		
Dear Sir	Zmaii : apri @paimavy.gov.pii		
schedule to a of tender at a remain valid and the concommunication. 2. I/We have Contract in For Pakistan,	the tender inquiry or such portion the prices offered against the said up to 120 days and will not be will ditions already stated therein or on of acceptance to be dispatched understood the Instructions to Form No. DP-35 (Revised 2002) in Ministry of Defence (Director	Tenders and General Conditions Governing acluded in the pamphlet entitled, Government ate General Defence Purchase) "General	
Conditions Governing Contracts" and have thoroughly examined the specifications/drawing and/ or patterns quoted in the schedule hereto and am/are fully aware of the nature of the stores required and my/our offer is to supply stores strictly in accordance with the requirements.			
3. The follow	ving pages have been added to an	d form part of this tender:	
b			
0		Yours faithfully,	
		(Signature of Tenderer)	
		(Capacity in which signing) Address:	
		Signature of Witness	

*Individual signing tender and/or other documents connected with a contract must specify:-

- (a) Whether signing as "Sole Proprietor" of the firm or his attorney.
- (b) Whether signing as a "Registered Active Partner" of the firm or his attorney.
- (c) Whether signing for the firm "per procuration".
- (d) In the case of companies and firms registered under the Act, 1913 as amended up-to-date and under the Partnership Act 1932, the capacity in which signing e.g., the Director, Secretary, Manager, Partner, etc. or their attorney and produce copy of document empowering him so to sign, if called upon to do so.
- (e) Principal's proforma invoice (in original)
- (f) Earnest money
- (g) Treasury Challan Form for tender Fees as applicable

CHECK OFF LIST	
Tender Control No: <u>340</u>	
Firm Name: M/s	
Opening Date:	
Documents Attached	Yes
Technical offer in duplicate	
Commercial offer	
Technical Specs	
Earnest Money (Original+ Copy)	
Bank Challan	
DP-1 Form	
DP-2 Form	
DP-3 Form	
Tax Filling Proof	
DGDP Registration Letter	
Authorization Letter	
Principal Invoice	
	1
<u>Sig</u>	

NECESSARY DATA FOR ISSUANCE OF CONTRACTS ON EARNEST MONEY IMPORTANT

Each column must be filled in with BLOCK CAPITAL LETTERS, incompletion shall render disqualification.

1.	Name :	
2.	Father's Name :	
3.	Address (Residential) :	
4.	Designation in Firm :	
5.	CNIC:	
6.	(Attach Copy of CNIC) NTN:	
7.	(Attach Copy of NTN) Firm's Address :	
8.	Date of Establishment of Firm :	
9.	Firm's Registration Certificate with FBR/Chamber of Com (Attach Copy of relevant CERTIFICATE)	merce/Registrar of Companies
10.	In case PARTNERSHIP (Attach particulars at serial 1,2,3	3,4,5 and 6 of each partner).
(Kı	INDLY FILL IN THE ABOVE FORM AND FORWARD IT UNDER YOUR	R OWN LETTER HEAD

WITH CONTACT DETAILS)

DIRECTORATE PROCUREMENT (NAVY)

	Tender No		
M/s			
INVITATION TO TENDER AND GENERAL IN	ISTRUCTIONS		
Dear Sir / Madam,			
1. DP (Navy) invites you to tender for services as per details given in attached Sched			
2. <u>Caution</u> : This tender and subsequenthe successful bidder is governed by the rules Rules-2004 and DPP&I-35 (Revised 2017) of contracts laid down by MoDP / DGDP. As upon you and your firm to first acquaint (<u>www.ppra.org.pk</u>) and DPP&I-35 (Revised 2 from DGDP Registration Cell on Phone No. 0 the tender. If your firm / company possesses capability, you must be registered or willing to award of contract, which shall be made after sequired registration documents mentioned in	conditions as laid down in PPRA overing general terms & conditions a potential bidder, it is incumbent yourself with PPRA Rules 2004 (2017) (print copy may be obtained 151-9267412 before participating in requisite technical as well financial o register with DGDP to qualify for security clearance and provision of		
3. Conditions Governing Contracts. The I/T (Invitation to Tender) i.a.w PPRA Rules entered into between the parties i.e. the Directorate General Defence Purchase (Directorate with the law of contract Act, 187 Purchase Procedure & Instructions and DP-38 conditions that may be added to given contract Services specified herein.	2004 shall mean the agreement 'Purchaser' and the 'Seller' on (GDP) contract Form "DP-19" in 22 and those contained in Defence 5 (Revised 2017) and other special	Understood agreed	Understood not agreed
4. <u>Delivery of Tender.</u> The tender do commercial offers are to be furnished as under	<u> </u>		

Understood agreed

Understood not agreed

- a. <u>Commercial Offer.</u> The offer will be in duplicate and indicate prices quoted in figures as well as in words in the currency mentioned in IT. It should be clearly marked in fact on a separate sealed envelope "Commercial Offer", tender number and date of opening. Taxes, duties, freight/transportation, insurance charges etc are to be indicated separately. Total price of the items quoted against the tender is to be clearly mentioned. In case of more than one option offered by the firm, DP(N) reserves the right to accept lowest technically accepted option if more than one options were accepted in Technical Scrutiny Report.
- b. <u>Technical Offer: (Where Applicable).</u> Should contain all relevant specifications in <u>DUPLICATE</u> (or as specified in IT) along with essential literature/brochure, drawings and compliance metrics in a separate sealed envelope and clearly marked "Technical Offer" without prices, with tender number and date of opening. Technical offer shall be opened first; half an hour after the date and time for receipt of tender mentioned in DP-2. Firms are to confirm/comply with IT technical specification in the following format:

S.No	Technical requirement per IT	as	Firm's endorsement (Comply/ Partially Comply/ Non Comply	PC of NC i.e. Refer to page or	enclosed proof

(Legend: C = Fully Comply, PC = Partially Comply, NC = Not Comply) (Firms must clearly identify where their offer does not meet or deviates from IT Specs)

c. <u>Special Instructions.</u> Tender documents and its conditions may please be read point by point and understood properly before quoting. All tender conditions should be responded clearly. In case of any deviation due to non-acceptance of tender conditions(s), the same should be highlighted alongwith your offered conditions. Tender may however be liable to be rejected.

d. Firms shall submit their offers in two separate envelopes (i.e. two copies of commercial offer and two or more copies of the technical offer as asked in the IT) and envelops clearly marked "Technical proposal", "Commercial proposal" in bold. The commercial offer will include rates of items/services called for and the technical offer will not indicate the rates. Both types of offers are to be enclosed in separate covers and each envelope shall be properly sealed bearing the signature of the bidder. Each cover shall indicate type of offer, number and date of IT and IT opening date. Thereafter both the envelopes (technical and commercial

Understood	Understood
agreed	not agreed

Understood

not agreed

rstood Understood d not agreed

signed. This cover should bear the address of the procurement agency indicating, issuance date of IT and No, with its opening date. This should be further placed in another cover (third cover), addressed and indicated in the tender documents, without any indication that there is a tender within it. FORM DP-1, DP-2, DP-3 and Questionnaires. Form DP-1, DP-2 e. Understood Understood agreed not agreed (alongwith annexes). DP-3 and Questionnaires duly filled in are to be submitted with the offer duly stamped/signed by the authorized signatory/ person. It is pertinent to mention that all these are essential requirement for participation in the tender. f. The tender duly sealed will be addressed to the following:-Directorate of Procurement (Navy) Near SNIDS Centre, CDA Market at Naval Residential Complex Sector E-8. Islamabad Tele: 051-9262310 Email: dpn@paknavy.gov.pk Date and Time For Receipt of Tender. Tender must reach this office by Understood Understood not agreed the date and time specified in the Schedule to Tender (Form DP-2) attached. This Directorate will not accept any excuse of delay occurring in post. Tenders received after the appointed/fixed time will NOT be entertained. The appointed time will, however, fall on next working day in case of closed/forced holiday. Only legitimate/registered representatives of firm will be allowed to attend tender opening. In case your firm has sent tender documents by registered post or courier service, you may confirm their receipt at DP (Navy) on Phone No **051-9267412** well before the opening date / time. Tender Opening. Tenders will be opened as mentioned in the schedule to Understood Understood tender. Commercial offers will be opened at later stage if Technical Offer is found agreed not agreed acceptable on examination by technical authorities of Service HQ. Date and time for opening of Commercial offer shall be intimated later. Only legitimate / registered representative of firm will be allowed to attend tender opening. Tenders received after date & time specified in DP-2 would be rejected without exception and returned un-opened i.a.w Rule 28 of PPRA-2004. Validity of Offer. The validity period of quotations must be indicated and should Understood a. Understood not agreed invariably be 120 days from the date of opening of commercial offer or 30th June whichever is earlier. Firm undertakes to extend validity of offer if required by equal number of original bid period (i.e. 120 days or less as per original offer) i.a.w PPRA Rule-26. The quoting firm will certify that in case of an additional b. Understood Understood agreed not agreed requirement of the contract items (s) in any qty(s) within a period of 12 months from the date of signing the contract, these will also be supplied at the ongoing contract rates with discount.

5.

6.

7.

offer) shall be placed in one envelope (second cover) duly sealed and

	nderstood greed	Understood not agreed
9. Quoting of Rates. Only one rate will be quoted for entire quantity, item wise. In case quoted rates are deliberately kept hidden or lumped together to trick other competitors for winning contract as lowest bidder, DP(N) reserves the right to reject such offers on-spot besides confiscating firm's Earnest Money / Bid Security and take appropriate disciplinary action. Conversion rate of FE/LC components will be considered w.e.f. opening of commercial offer as per PPRA Rule-30(2).	Understood agreed	Understood not agreed
10. Return of I/T. ITs are to be handled as per following guidelines:		
a. In case you are Not quoting, please return the tender inquiry stating the reason of NOT quoting. In case of failure to return the ITs either quoted or not quoted consequently on three occasions, this Directorate, in the interest of economy, will consider the exclusion of your firm's name from our future distribution list of invitation to tender.	Understood agreed	Understood not agreed
b. For registered firm(s), case will be referred to DGDP for necessary administrative action if firms registered / indexed for tendered items/stores do not quote / participate.	Understood agreed	Understood not agreed
c. It is a standard practice to invite all firm(s) including those unregistered with DGDP who gave their preliminary budgetary/ technical proposals to end users / indentors. If your firm has been invited to participate in the tender, you must either participate in tender. In case of your inability to do so, you must inform DP (Navy) by a formal letter/email.	Understood agreed	Understood not agreed
11. <u>Withdrawal of Offer.</u> Firms shall not withdraw their commercial offers before signing of the contract and within validity period of their offers. In case the firm withdraws its offer within validity period and before signing of the contract, Earnest Money of the firm shall be confiscated and disciplinary action may also be initiated for embargo up to 01 year.	Understood agreed	Understood not agreed
12. Provision of Documents in case of Contract . In case any firm wins a contract, it will deposit following documents before award of contract:	Understood agreed	Understood not agreed
 a. Proof of firm's financial capability. b. Foreign Seller has to provide its Registration Number issued by respective Department of Commerce authorizing export of subject stores. c. Principal/Agency Agreement. d. Registration with DGDP (Provisional Registration is mandatory) 		
13. <u>Treasury Challan.</u>		
	Attached	Not Attached

- a. Offers by registered firms must be accompanied with a Challan form of Rs.200/- (obtainable from State Bank of Pakistan/Government Treasury) and debit able to Major Head C02501-20, Main Head-12, Sub Head 'A' Miscellaneous (Code Head 1/845/30). Each offer will be covered by one Challan.
- b. Firms, un-registered / un-indexed with DGDP (Registration Section) are to participate in the tender competition accompanied by Challan Form of Rs 300 in favour of CMA (DP).

14. Earnest Money/Tender Bond:- Your tender must be accompanied by a	Attached	Not
Call Deposit Receipt (CDR) in favor of CMA (DP), Rawalpindi for the following		Attache
amounts:-		
a. Rates for Contract. The rate of earnest money and its maximum		
ceiling for different categories of firms would be as under:-		

- (i) Registered/Indexed/Pre-Qualified Firms. 2% of the quoted value subject to maximum ceiling of Rs. 0.100 Million.
- (ii) Registered/Pre-Qualified but Un-indexed Firms. 3% of the quoted value subject to maximum ceiling of Rs. 0.150 Million.
- (iii) <u>Unregistered/not Pre-Qualified/Un-indexed Firms</u>. 5% of the quoted value subject to maximum ceiling of Rs. 0.200 Million.

b. Return of Earnest Money

- (i) Earnest money to the unsuccessful bidders will be returned on finalization of the contract.
- (ii) Earnest money of the firm/firms with whom contract is concluded will be returned on submission of Bank Guarantee and its acceptance by CMA (DP).
- **15.** <u>Documents for provisional registration:</u> In case your firm wins a contract on Earnest Money (EM), it will deposit following documents to DGDP (Registration Section) before the award of contract for provisional registration:-

S No	Local Supplier	Foreign Supplier	
a.	Three filled copies of SVA-8121 of each member of management.	•	
b.	Three filled copies of SVA-8121-A	Three filled copies of SVA-8121.	
C.	Three photocopies of NIC for each member of management.	Three photocopy of Resident Card or equivalent identification Card for each member of management.	
d.	Three PP size photographs for each member of management.	Three PP size Photographs for each member of management.	
e.	Challan Form	Challan Form	
f.	Bank Statement for last one year.	Financial standing/audit balance sheet	

,	g.	Photocopy	of NTN	Photocol	oy of passpor	t
	h.	Foreign Agreement	Principal in case of loc	Trading	Agreement House/ /Stockiest et	in case of Company/ c.

•	Inspection Authority. Consignee & Specialist Use ction shall be as prescribed	r or a team no	minated by P	•	CINS	Understood agreed	Understood not agreed
•	of the contract.		iii ai (ite	13eu 2017) Oi	as per		
17. Warra	Condition of Stores. anty/Guarantee Form DPL-1			accepted on	Firm's	Understood agreed	Understood not agreed
18. submi	Documents Required. tted along with the quote:	Following do	ocuments a	re required	to be	Understood agreed	Understood not agreed
	a. OEM/Authorized Dealership Evidence.	Dealer/Agent	Certificate	along with	OEM		

- b. The firm/supplier shall provide correct and valid e-mail and Fax No to CINS and DP(N). Supplier/contracting firm shall either provide OEM Conformance Certificate to CINS or is to be e-mailed to CINS under intimation to DP (Navy). Hard copy of COC must follow in any case through courier. On receipt, CINS shall approach the OEM for verification of Conformance Certificates issued by OEM. Companies/firms rendering false OEM Conforming Certificates will be blacklisted.
- c. Original quotation/Principal/OEM proforma invoice.
- d. In case of bulk proforma invoice, a certificate that prices indicated in the bulk proforma invoice have not been decreased since the date of bulk proforma invoice from the manufacturers/suppliers.
- e. Submit breakup of cost of stores/services on the following lines:
 - (i) Imported material with break down item wise along-with import duties.
 - (ii) Variable business overheads like taxes and duties imposed by the federal/provincial government as applicable:-
 - (1) General Sales Tax
 - (2) Income Tax
 - (3) Custom Duty. PCT code along with photocopy of the related page is to be attached where applicable.
 - (4) Any other tax/duty.
 - (iii) Fixed overhead charges like labour, electricity etc.
 - (iv) Agent commission/profit, if any.
 - (v) Any other expenditure/cost/service/remuneration as asked for in the tender.

of contract concluded against this tander may be rejected as follows:	Understood agreed	Understood agreed
of contract concluded against this tender may be rejected as follows: a. 1 st rejection on Govt. expense	ugreeu	ugreeu
b. 2 nd rejection on supplier expense		
c. 3 rd rejection contract cancellation will be initiated.		
20. <u>Security Deposit/Bank Guarantee</u> . To ensure timely and correct	Understood	Understood
supply of stores the firm will furnish an unconditional Bank Guarantee(BG) from a	agreed	not agreed
schedule Bank for an amount upto 10 % of the contract value (excluding Taxes, duties/freight handling charges) on a Judicial Stamp Paper (All pages) of the		
value of (Rs 100.00) as per prescribed format or in shape of CSD/Bank draft. The		
Bank Guarantee shall be endorsed in favour of CMA (DP) Rawalpindi who is the		
Accounts Officer specified in the contract. The CMA (DP) Rawalpindi has the like		
power of seeking encashment of the Bank Guarantee as if the same has been		
demanded by the purchaser himself. The Bank Guarantee shall be produced by		
the supplier within 30 days from the date of issue of the contract and remain valid for upto 60 days after completion of warranty period and remain in force till one		
year ahead of the delivery date given in the contract. If delivery period is		
extended, the supplier shall arrange the extension of Bank Guarantee within 30		
days after the original delivery period to keep its validity always one year ahead		
of the extended delivery period. The BG form can be obtained from DP(N) on e-		
mail address given on page 1. Format of BG is enclosed at Annex B.		
21. Integrity Pact. There shall be "zero tolerance" against bribes, gifts,	Understood	Understood
commission and inducement of any kind or their promises thereof by Supplier /	agreed	not agreed
Firm to any Government official / staff whether to solicit any undue benefit, favour		
or otherwise. Following provisions must be clearly read & understood for strict		
compliance:		
a. Integrity Pact shall be applicable to all tenders / contracts	Understood	Understood
irrespective of their financial value. However, a written Integrity Pact shall	agreed	not agreed
be signed for contracts exceeding Rs 10 Million between the procuring agency and the supplier / contractor i.a.w Rule-7 of PPRA-2004. The form		
is available at www.ppra.org.pk or can be requested at		
dpnavy@paknavy.gov.pk		
h If a Cumplion / Contractor is found involved in any unbusiness like /	** 1	** 1
b. If a Supplier / Contractor is found involved in any unbusiness-like / unethical activity, same would be considered a serious breach of the	Understood agreed	Understood not agreed
Integrity Pact. DP (Navy) shall take severe disciplinary action against that		
person(s) and the firm / company, which may include, but not limited to,		
PERMANENT BLACKLISTING of firm / company through DGDP and		
legal action against the individual (s) involved as per Pakistan's Code of		
Criminal Procedure.		
c. It is strictly forbidden to socialize, call or meet any official / staff of	Understood	Understood
DP (Navy) in private or during off hours. If any official / staff from	agreed	not agreed
Purchaser side asks for any undue favour or gratification directly or		
indirectly, the matter is to be immediately brought to the personal notice of		
Director Procurement (Navy) on Tel: 051-9267412 or through a personal meeting in office. Privacy of firms and their Reps sharing such information		
will be guaranteed without any prejudice to their normal business		
activities.		

22. <u>Correspondence.</u> All correspondence will be addressed Purchaser i.e. DP (Navy). Correspondence with regard to payment delivery receipt may be addressed to CMA Rawalpindi & Consignee with copy endorsed to the DP (Navy).	or issue of	Understood agreed	Understood not agreed
23. Pre-shipment Inspection .PN may send a team of office DP(N) member for the inspection of major equipments and machine OEM premises as per terms of contract. If not already provid mentioned in the I.T, firm(s) must clarify the place, number of perso and whether expenses on such visits would be borne by the P Contractor. In case contractor is responsible for bearing such expense breakdown of the same should be given separately in the commercial	ery items at led for and ns, duration urchaser or ses, detailed	Understood agreed	Understood not agreed
24. <u>Amendment to Contract.</u> Contract may be amended/modifie fresh clause (s) modify the existing clauses with the mutual agreer supplier and the purchaser; such modification shall form an integral contract.	ment by the	Understood agreed	Understood not agreed
25. <u>Discrepancy</u> . The consignee will render a discrepancy concerned within 60 days after receipt of stores for discrepancies f consignment. The quantities found short are to be made good by t free of cost.	ound in the	Understood agreed	Understood not agreed
26. Price Variation.a. Prices offered against this tender are to be firm and fina	I		
b. Where the prices of the contracted stores/raw in controlled by the government or an agency competent to government behalf then price increase/decrease will be allow on case to case basis on production of government notifical Supplier for the subject stores where the firms are contracted and bound to produce the stores from raw materials as government/State controlled departments in consultation with the subject stores are contracted and bound to produce the stores from raw materials as government/State controlled departments in consultation with the subject stores are controlled departments.	naterial are o do so on ed at actual ation by the ually obliged supplied by	Understood agreed	Understood not agreed
c. Except for calculation or typographical errors, the r contracts not having a price variation clause PVC clause increased subsequently. But when such an increase is desirable in the interest of expeditious supply of stores and is r by the circumstances beyond the control of the Supplier, the of decided accordingly.	will not be considered necessitated		
27. Force Majeure.			
a. The supplier will not be held responsible for any delay supply of equipment due to event of Force Majeure such as a War, Civil commotion, Strike, Lockouts, Act of Foreign Governagencies and disturbance directly affecting the supplier over wor circumstances the supplier has no control. In such an event shall inform the purchaser within 15 days of the happening an	acts of God, ment and its which events the supplier	Understood agreed	Understood not agreed

same timeframe about the discontinuation of such circumstances/happening in writing. Non-availability of raw material for the manufacture of stores, or of export permit for the contracted stores from the country of its origin, shall not constitute Force Majeure.

- b. The Supplier shall provide the Purchaser with all the necessary proof of the occurrence of the events and its effect on the contract performance within 30 days from the start to force majeure event.
- c. The Purchaser shall be entitled to conduct investigation into the cause of delay reported by the Supplier.
- d. Where the delay was due to genuine force majeure event it shall extend the delivery for a period of equal to the period in which such force majeure remains operative.
- e. Such extension in delivery period, due to force majeure, shall not entitle the Suppliers to claim any extra from the Purchaser.

28. Arbitration. Parties shall make their attempt to settle all disputes arising		Understood not agreed
under this contract through friendly discussions in good faith. In the event that	agreed	not agreed
either party shall perceive such friendly discussion to be making insufficient		
progress towards settlement of dispute (s) at any time, then such party may be		
written notice to the other party refer the dispute (s) to final and biding arbitration		
as provided below:		

- a. The dispute will be referred for adjudication to two arbitrators one to be nominated by each party, who before entering upon the reference shall appoint an umpire by mutual agreement, and if they do not agree a judge of the Superior court shall be requested to appoint the umpire. The arbitration proceedings shall be held in Pakistan and under Pakistani Law.
- b. The venue of the arbitration shall be the place from which the contract is issued or such other places as the Purchaser at his discretion may determine.
- c. The arbitration award shall be firm and final.
- d. In course of arbitration the contract shall be continuously be executed except that part which is under arbitration
- e. All proceedings under this clause shall be conducted in English language and in writing
- 29. <u>Court of Jurisdiction</u>. In case of any dispute only court of jurisdiction at Rawalpindi, Pakistan shall have jurisdiction to decide the matter.

30. <u>Liquidated Damages(LD).</u> Liquidated Damages upto 2% per month	Understood	Understood
are liable to be imposed on the suppliers by the purchaser in accordance with	agreed	not agreed
DP-35, if the stores supplied after the expiry of the delivery date without any valid		
reasons. Total value of LD shall not exceed 10% of the contract value.		

31. <u>Risk Purchase.</u> In the event of failure on the pawith the contractual obligations the contract will be car Expense (RE) of the supplier in accordance with DP-35.			
32. Compensation Breach of Contract. supply the contracted stores or contract is cancelled eith or contract become ineffective due to default of supple equipment declared defective and caused loss to the shall be liable to pay to the Government compensation for resulting for his default or from the rescission of his contract rescission take place such compensation will be in excellimposed by the competent authority. Compensation amount will be decided by the purchase officer and will be deposit in Government treasury in the currency of contract.	lier / seller or stores / Government, contractor or loss or inconvenience act when such default or ss to the RE amount, if ount in terms of money	Understood agreed	Understood not agreed
33. <u>Gratuities/Commission/Gifts</u> . No commission, compensation in any form shall be paid to any local or for representative, sales promoter or any intermediary by the except the agent commission payable as per the agent of government and as amended from time to time and give breach of such clause(s) of the contract by Manufacture sole nominated representative may result in cancel blacklisting of the Manufacturer/Supplier financial penaltic punitive measure which the purchaser may consider apprent	oreign agent, consultant e Manufacturer/Supplier commission policy of the en in the contract. Any rer/Supplier and/or their llation of the contract ies and all or any other	Understood agreed	Understood not agreed
34. Termination of Contract.			
a. If at any time during the currency of the decides to terminate the contract for any reason for reasons of Non-Delivery) he shall have right Supplier a registered notice to that effect. In that eacept delivery at the contract price a stores/goods/services which are in the actual procise completed and ready for delivery within thirty described to Supplier of such notice.	whatsoever (other than to do so by giving the event the Purchaser will and terms of such tess of manufacture that	Understood agreed	Understood not agreed
b. In the case of remainder of the undelivered the Purchaser may elect either:	d stores/goods/services		
(i) To have any part thereof completed thereof at the contract price or.	d and take the delivery		
(ii) To cancel the remaining quantity and the articles or sub-components or raw mate Supplier and are in the actual process of m to be determined by the Purchaser. In such process of manufacture shall be delivered Purchaser.	erials purchased by the nanufacture at the price nacase materials in the		
(iii) No payment shall however be made fin the actual process of manufacture cancellation is received.	-		

c. Should the Supplier fail to deliver goods/services in time as per quality terms of contract or fail to render Bank Guarantee within the stipulated time period or any breach of the contract the Purchaser reserves the right to terminate/cancel the contract fully or any part thereof at the risk and expense (RE) of the Supplier.

Groun	Rights Reserved. Directorate of Procurement (Navy), Rawalpindi es full rights to accept or reject any or all offers including the lowest. ds for such rejections may be communicated to the bidder upon written st, but justification for grounds is not required as per PPRA Rule 33 (1).	Understood agreed	Understoo
scope	Application of Official Secrets Act, 1923. All the matters connected his enquiry and subsequent actions arising there from come within the of the Official Secrets Act, 1923. You are, therefore, requested to ensure ete secrecy regarding documents and stores concerned with the enquiry	Understood agreed	Understood not agreed
and to	limit the number of your employees having access to this information. Acknowledgment. Firms will send acknowledgement slips within 07 days ne date of downloading of IT from the PPRA Website i.e. www.ppra.org.pk	Understood agreed	Understood not agreed
38.	Disqualification. Offers are liable to be rejected if:-		
	 a. Received later than appointed/fixed date and time. b. Offers are found conditional or incomplete in any respect. c. There is any deviation from the General /Special/Technical Instructions contained in this tender. d. Forms DP-1, DP-2 (along with Annexes), and DP-3 duly signed, are NOT received with the offers. d. Taxes and duties, freight/transportation and insurance charges NOT indicated separately as per required price breakdown mentioned at Para 17. 	Understood agreed	Understood not agreed

- e. Treasury challan is NOT attached with the offer.
- f. Multiple rates are quoted against one item.
- g. Manufacturer's relevant brochures and technical details on major equipment assemblies are not attached in support of specifications.
- j. Subject to restriction of export license.
- k. Offers (commercial/technical) containing non-initialed/unauthenticated amendments/corrections/overwriting.
- I. If the validity of the agency agreement is expired.
- m. The commercial offer against FOB/CIF/C&F tender is quoted in local currency and vice versa.
- n. Principals invoice in duplicate clearly indicating whether prices quoted are inclusive or exclusive of the agent commission is not enclosed.
- p. Earnest money is not provided.
- q. Earnest Money is not provided with the technical offer (or as specified).
- r. If validity of offer is not quoted as required in IT or made subject to confirmation later.
- s. Offer made through Fax/E-mail/Cable/Telex.

- If offer is found to be based on cartel action in connivance with other sources/ participants of the tender.
- If OEM and principal name and complete address is not mentioned.
- Original Principal Invoice is not attached with offer.

		s by Supplier/Firm. Any aggrieved (O(N) or CINS or any other problematic a		Understood agreed	Understood not agreed
of the compri	contractising P	ct may prefer an Appeal to Standing N Officers and military finance rep e detail and timeline for preferring appeal	Appeal Committee (SAC) at Naval headquarters,		
	S.No.	Category of Appeal	Limitation Period		
	a.	Appeals for liquidated damages	Within 30 days of decision	1	
	b.	Appeals for reinstatement of contracts	Within 30 days of decision		
	C.	Appeals for risk & expense amount	Within 30 days of decision		
	d.	Appeals for rejection of stores	Within 30 days of decision		
	e.	Appeals in all other Cases	Within 30 days of decision	1	
		ion. Any appeal received after the lapson not be entertained.	e of timelines given in para	Understood agreed	Understood not agreed
41.	For Fir	ms not Registered with DGDP. Firms	not registered with DGDP ಸ	Understood	Understood

42. Firms which are not registered with DGDP should initiate provisional Understood registration in accordance with Para 41. Besides, ground check by Field Security (FS) Team will be made for security clearance related to participation in the tender after technical opening. Firms undertake to provide following documents for ground check by FS Team:

undertake to apply for registration with DGDP prior signing of Contract. Details can be found on DGDP website www.dgdp.gov.pk.These firms can participate in tender law paras 12 and 14 above and provision of documentary proof regarding

financial status of the firm alongwith NTN and GST registration copies.

not agreed

not agreed

Understood

NTN a.

- Income Tax Return b.
- Sales Tax Return C.
- Sales Tax Certificate d.
- Chamber of Commerce Industry Certificate e.
- Professional Tax Certificate (Excise & Taxation) f.
- Office/Home/Ware House Property documents g.
- Utility Bills (Phone/Electricity) h.
- Firm Vehicle/Personal Vehicle j.
- CEO Visiting Card/NIC Copy, 03Xspecimen signature of CEO k.
- **DGDP** Registration letter Ι.
- Firm Bank Statement m.
- Non Black List Certificate n.
- 2 X Witness + CNIC and Mobile Numbers p.
- Police Verification q.
- Agency Agreement r.
- **OEM Certificate**

	u.	Stock List with value		
	٧.	Company Profile/Broacher	rs	
	W.	Employees List		
	Χ.	Firm Categories		
	у.	Sole Proprietor Certificate		
	Z.	Partnership Deed		
	aa.	Pvt Limited		
	ab.	Memorandum of Articles		
	ac.	Form 29 and Form A		
	ad.	Incorporation Certificate		
	ed" sha	Il not be changed / withdrav	II IT clauses marked as "Understood & Understood agreed not agreed	
44.	The a	bove terms and conditions	are confirmed in total for acceptance.	
45.	Forma	at of DPL-15 (warranty form	and PBG are enclosed as Annex A & B.	
			Sincerely yours,	
			(To be Signed by Officer Concerned) Rank: NAME:	

t.

ISO Certificate

DPL-15 (WARRANTY)

FIRM'S NAME: M/s_			

- 1. We hereby guarantee that the articles supplied under the terms of this contract are produced new in accordance with approved drawings/specification and in all respect in accordance with the terms of the contract, and the materials used whether or not of our manufacture are in accordance with the latest appropriate standard specifications, as also in accordance with the terms of complete of good workmanship throughout and that we shall replace FOR/DDP Karachi free of cost every article or part thereof use or in use shall be found defective or not within the limits and tolerance of specifications requirement or in any way not in accordance with the terms of the contract.
- 2. In case of our failure to replace the defective stores free of cost within a reasonable period, we shall refund the relevant cost FOR/DPP Karachi (As the case may be in currency in with received).
- 3. This warranty shall remain valid for <u>01 Year</u> after the acceptance of stores by the end user

The signature must be the same as that on the tender/contract, or if otherwise must be shown to be the signature of a person capable of giving a guarantee on behalf of the contractor

SIGNATURE	_
DATE	
PLACE	

BANK GUARANTEE FOR PERFORMANCE ON JUDICIAL STAMP PAPER OF RS. 100/- OR AS SUITABLE TO THE AMOUNT OF BG

(i)	Contract No	dated
(ii)	Name of Firm/Contractor_	
(iii)		or
(iv)	Name of Guarantor	
(v)	Address of Guarantor	
(vi)	Amount of Guarantee Rs.	
(
(vii)	Date of expire of Guarante	(in words) ee
,	·	
		ic Republic of Pakistan through the (Defence Purchase) Rawalpindi.
Sir,		
1.	Whereas your good self h	ave entered into Contract No.
	with Messer's	
	(Full Name	and Address)
custo		of unconditional Bank Guarantee by our a sum of Rsapplicable)
	In compliance with this sti undertake as under: -	oulation of the contract, we hereby agree
		tionally on demand and/or without any amount not exceeding the sum or Rs. Rupees or FE (as applicable) as would be mentioned in your
writte	en Demand Notice.	as weard so memorise in your
b.	To keep this Guarantee in	force till
store Custerif and under the I there recei	ahead of the original/extendes which so ever is later in comer i.e. M/sy must be duly received by this Bank Guarantee shall ast date of the validity of eafter shall not be entertained to payment under this	Bank Guarantee shall be kept one clear led delivery period or the warrantee of the luration on receipt of information from our or from your office. Claim, y us on or before this day. Our liability cease on the closing of banking hours on this Bank Guarantee. Claim received d by whether you suffer a loss or not. On a guarantee, this document i.e. Bank elled, discharged and returned to us.

d. That we shall inform your office re- of this Bank Guarantee one clear month this Guarantee.			
e. That with the consent of our customer you may amend/alter any term/clause of the contract or add/delete any term/clause to/from this contract without making any reference to us. We do not reserve any right to receive any such amendment/alternation or addition/deletion provided such like actions do not increase our monetary liability under this Bank Guarantee which shall be limited only to Rs (Rupees).			
f. That the Bank Guarantee herein by any change in the constitution of t Vendor.			
g. That this an unconditional Bank Guarantee, which shall be enchased on sight on presentation without any reference to our Customer/Seller or Vendor.			
	Guarantor		
Dated:			
(Bank Seal and Signatures)		