



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

To:

M/S _____

Dear Sirs

Reference: **TENDER ENQUIRY NO.4105-14-BD-Exports, Dated: 29-01-2026.**

Well reputed Freight Forwarders are requested to submit sealed quotation to make arrangement for dispatch of defense store from **Malir Cantt Karachi to Bangladesh By Sea** on CFR (Chittagong) basis for the item(s) noted on the Schedule to the Tender.

Please note the following instructions for filling the tender:-

1. **SUBMISSION OF TENDER**

1.1. Tenders will be opened at **11:00 hours on 17-02-2026** and must reach **Bid Center adjacent to Rabita Hall** on or before **10:30 hours** on the same day. The tender received late will not be entertained. You may witness the opening of the tender if you so desire with prior intimation and subject to the approval of competent authority. If a representative is deputed, he should bring a letter of authority.

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

Tender Enquiry No. : **4105-14-BD-Exports, Dated: 29-01-2026.**

Tender to be opened on: **17-02-2026 at 11:00 hrs.**

Address as follows:- : **Director Exports**
Bid Center, Pakistan Ordnance Factories Wah Cantt.
Postal Code No. 47040

2. **GENERAL INSTRUCTIONS REGARDING PREPARATION OF QUOTATIONS**

2.1 For dispatch / delivery of stores, the freight should be quoted in lump sum in 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 The quotation must remain valid for, at least 90 days from the date of opening of tenders.

- 2.3 The quotation should hold good for any reduced or enhanced quantity without notice.
- 2.4 Conditional offers or alternative offers are likely to be ignored.
- 2.5 If the requisite information is not furnished on the T.E forms or offer received is not in conformity with the requirement of T.E, such offer shall be ignored.
- 2.6 The Exports Division will render necessary information regarding hazardous effects of the material / products along with dispatch documents.
- 2.7 Freight forwarder will furnish a certificate, issued by Excise & Taxation Deptt. that he has cleared all Professional Tax payable by him. Offers received without this certificate will be rejected.
- 2.8 Cutting or overwriting in quotations makes it liable to rejection therefore the same should be avoided.
- 2.9 Date and stamp of the postal order must be visible. Sales Tax Registration No. and NTN certificate must be attached.
- 2.10 Professional Tax certificate issued by respective Govt. (Province) authority must be provided.
- 2.11 Firm's current status on Active Tax Payer's List (ATL) is mandatory. (Relevant document in this regard may be provided).
- 2.12 The documents as per (Annexure 'A') are required to be submitted by quoting firms for (first time) in order to their permanent enlistment for issuance of future enquires.

3. **DISPATCH INSTRUCTIONS**

- 3.1 The firm will provide the Schedule of Vessel & Loading Program well at least one week in advance.
- 3.2 Tran's shipment is not allowed.
- 3.3 The firm will declare Cargo and other particulars i.e. weight, qty, material / store & freight etc. on Bill of Lading strictly as per documents provided by Export Division.
- 3.4 The Foreign Flag Vessel calling first port will not land / pass on any Indian / Israeli Port enroute the destination.
- 3.5 As soon, shipment is taken place, the necessary shipping documents, i.e. mate receipt, copy of Bill of Lading etc. will be provided to POF Export Division for prompt submission of documents to the client/ Bank
- 3.6 Ensure timely and safe delivery of store to the consignee.
- 3.7 Cargo will not be mis-declared.
- 3.8 Where containerization is mandatory any other form of stuffing shall be done after approval of Export Division.
- 3.9 All shipping documents will be provided by Export Division through Embarkation Head Quarters Karachi for the custom clearance of export consignment. The store will be supplied at sea port after custom clearance.
- 3.10 The store will be shipped from Karachi Port on Vessels strictly in accordance with current IATA/ IMDG rules & regulations.
- 3.11 In case of failure of the freight forwarder, POF Export Division, reserve the right to place / award the contract on any qualified competitor firm at the risk & cost of the freight forwarder.

4. **TENDER FEE**

The tender must be accompanied by a non-refundable fee by means of a crossed postal order in favour of **Director-Admin, POFs Wah Cantt.** The rates of the tender Fee are as follows: -

Amount of freight	Rs.0.10 Million	Rs. 50
Amount of freight from Rs.0.10 Million to Rs.0.5 Million		Rs.100
Amount of freight over Rs. 0.50 Million		Rs. 200

5. **BID MONEY**

- 5.1 Bid Money at the rate of **05%** of the quoted value, should accompany the tender in the shape of Deposit At Call Receipt, from a scheduled Bank drawn in favour of Director Exports POF Wah Cantt. **Tenders received without Bid Money will stand rejected.**
- 5.2 Bid Money of the unsuccessful tenderers will be returned as soon as the scrutiny of the tenders is completed. Bid Money of the successful tenderers will be retained until the contract is finalized. Bid Money will be forfeited in case the quotation is withdrawn before the expiry of its validity date.
- 5.3 State owned organizations are exempted to provide Bid Money.

6. **ACCEPTANCE OF OFFERS**

POF Exports Division may cancel/reject any one or all the tenders at any time prior to the acceptance of a bid or proposal. The Exports Division shall upon request communicate to any Freight Forwarder who submitted a Bid or proposal the grounds for its rejection of all bids or proposal but is not required to justify those grounds.

7. **PERFORMANCE BOND**

- 7.1 The successful bidders shall provide performance bond at **10%** of contract amount. The performance bond will be made in favour of CMA-POF Wah Cantt and will be furnished in the form of call deposit receipt or an unconditional Bank Guarantee (Annexure 'B') from a scheduled bank within (10) days after receipt of letter of intent.
- 7.2 If the Freight Forwarder fails to furnish the Performance Bond within the specified time, such failure will constitute a breach of the contract and POF Exports Division will be entitled to make other arrangements for dispatch of the stores at the risk and expense of the Freight Forwarder.

8. **PAYMENT**

Payment will be made by the CMA (POFs), Wah Cantt. through crossed Cheque on satisfactory completion of contract and receipt of bill along with supporting documents as embodied in Contract agreement.

9. **SUBLETTING**

The freight forwarder will be entirely responsible for the execution of the contract in all respects according to the terms of the contract. The freight forwarder shall not sublet, transfer or assign the contract or any part thereof without prior written permission of the exporter.

10. **NON – DISCLOSURE / SECRECY**

The Freight Forwarder and his employees must not communicate any information relating to the dispatch / nature of stores under this enquiry to any person or to any press or agent not authorized in writing by POFs.

Yours faithfully,

GENERAL MANAGER EXPORTS
PAKISTAN ORDNANCE FACTORIES

Telephone No. + 92 51 9055 21043
E. Mail: usman.bashir@pofexports.com
Fax No. + 92-51-9314058

Copy to:

1. Director SCM (Bid Center) : For information please.
2. Director IT (Attn: AM Web) : For up-loading on POF Website.
3. CO-FIU-699 : Kindly depute F1U Rep for witness of tender opening on **17-02-2026** at **11:00** hrs.
4. P.R.O. : For publication in print media.

PAKISTAN ORDNANCE FACTORIES

SCHEDULE TO TENDER ENQUIRY NO. 4105-14-BD-Exports, Dated: 29-01-2026.
OPENED on 17-02-2026 at 11:00 hrs.

PACKING DETAIL

Sr.#	IMDG Code/ UN No.	Qty. (Kgs)	No. of Bags	Qty. in each Bag (Kgs)	Gross Weight of each Bag (Kgs)	Dimension (C.M)
1	1.1D/ 0209	50,000	2000	25	26	50 x 84

- i. Total No of Bags : 2,000 Nos
ii. Total Gross weight of Consignment. : 52,000 Kgs (Approx.)

Certified that the above mentioned stores are **Dangerous/ Explosives**.

Lump Sum CFR Chittagong Sea Port Value SOC basis:

Rs. _____

Special Conditions:

i)	Freight must be quoted lump sum inclusive of all charges like stuffing/fumigation/ lashing/loading, unloading/transportation /container/ terminal/ handling/ carrying stevedoring etc. from Malir Cantt Karachi to Chittagong Seaport Bangladesh till handed over to representative of buyer in Bangladesh.
ii)	Partial shipment & Trans-shipment is not allowed.
iii)	Shipment on deck is not allowed.
iv)	Shipment in chartered vessel over 15 years is not allowed.
v)	Shipment in liner vessel over 25 years is not allowed.
vi)	Shipment in vessel below 1500 GRT is not allowed.
vii)	At least 2 x Vessel Names may also be mentioned.
viii)	Product description will be provided on request.
ix)	The freight forwarder (tenderer) undertakes that vessel will not land/pass on any Indian/Israeli port enroute the destination in case at any stage if such information is received to the Exporter he can take any measure against freight forwarder including black listing of firm for doing business with any defence organization in Pakistan. Direct sailing (last in first out).
x)	Offer validity must remain upto 31-05-2026 .
xi)	The quoting firm must be registered on ATL of FBR for sales tax/ Income Tax and submit evidence.
xii)	The quoting firm must have previous experience of handling DG Cargo. Evidences of such shipments made during last (03) years must be provided with the quote. Without these documents offer will stand rejected. First time quoting firms need not to participate.
xiii)	Freight is required to be filled in schedule to tender. No other format for submission of quote will be accepted. The stores will be dispatched during last week of Feb 2026/1st week of March 2026.
	The store will be lashed/packed in containers as per consignee address.

Undertaking: Should our offer be accepted, we hereby undertake to arrange shipment of stores / render the services contracted on the basis of Conditions of Contract embodied in contract agreement, and to deposit the **Performance Bond** within the prescribed time, failing which it will constitute a breach of contract, and POF Export Division will have the right to dispatch the stores through other source at our risk and cost.

Place _____
Date _____

Signature of the Tenderer _____
Name _____
Position _____
Address _____
Income Tax G.I.R. No. _____

SOP FOR ENLISTING OF FREIGHT FORWARDERS

a. Company's Comprehensive Profile showing the following:

- Date of establishment
- Incorporation status (duly supported with incorporation certificate)
- Paid up Capital
- List of Directors
- List of Branches within and outside Pakistan with complete addresses and contact details of Branch Heads
- List of all business that the company is engaged with including freight forwarding.
- Organizational set up ,Staff strength showing General Managers, Managers, AM's, Executives etc
- Affiliation with international freight forwarding networks
- Registration with other Government, Defence and Semi-Government Organizations
- List of reputed National & International Clients duly supported with Performance Satisfaction Letters issued by at least 3 satisfied National & International clients each.
- Any formal proof that company is authorized to handle / ship the dangerous goods.

b. Valid Registrations / Certifications:

- IATA
- FIATA
- PIFFA
- NTN
- GST
- Chamber of Commerce
- Professional Tax
- CAA (Civil Aviation Authority)
- Shipping License issued by Pakistan Customs / Air license

c. Financial Profile:

- Bank Statement for last 2 years.
- Copies of IATA valid Bank Guarantees (B/G value less than PKR 5.0 M need not to apply for registration with POF Export Division)

d. DG Airfreight & Sea freight Profile:

- List of all Weapons or Parts airfreight / sea freight shipments handled during last 3 years duly supported with corresponding copies of AWB / BL's
- List of all DG airfreight shipments handled during last 3 years duly supported with corresponding AWB copies
- List of all staff members holding valid DG license duly supported with corresponding copies of valid DG certificates
- List of all DG Sea freight shipments handled during last 3 years duly supported with corresponding copies of B/L's

e. Air Charter Profile:

- List of all the Air charters arranged during last 2 years for the transportation of Military / Defence Cargo.
- Representation authorization by at least 1 International Air Charter Company having a fleet of 5+ cargo aircrafts involved in transportation of military / defence cargo.

f. Registration Requirements:

- Undertaking on judicial stamp paper duly notarized; that the firm has never been engaged in any criminal activities and has never been black listed for poor performance by any organization in Pakistan.
- Nomination of company's rep to deal with POF.

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

- i) Contract No _____
ii) Name of Firm/Freight Forwarder _____
iii) Address of Firm _____
iv) Name of Guarantor _____
v) Address of Guarantor _____
vi) Amount of Guarantee Rs. _____
(_____)(in words)
vii) Date of Expiry of Guarantee _____

To: The President of the Islamic Republic of Pakistan through the Controller of
Military Accounts (CMA) POFs, Wah Cantt.

Sir,

1. Whereas your good self have entered into Contract No. _____ dated
_____ with Messrs _____

(Full Name and Address)

hereinafter referred to as our customer and that one of the conditions of the contract is the submission of
unconditional Bank Guarantee by our customer to your good self for a sum of
Rs. _____.

2. In compliance with this stipulation of the contract, we hereby agree and undertake as under: -

- a. To pay to you unconditionally on demand and/or without any reference to our Customer and
amount not exceeding the sum of Rs. _____ as would be mentioned in
your written Demand Notice.
- b. To keep this Guarantee in force till _____
- c. That the validity of this Bank Guarantee shall be kept one clear year ahead of the
original/extended delivery period or the warrantee of the stores which so ever is later in
duration on receipt of information from our Customer i.e.
M/S _____ or from your office. Claim, if any, must be duly
received by us on or before this day. Our liability under this Bank Guarantee shall cease on
the closing of banking hours on the last date of the validity of this Bank Guarantee. Claim
received thereafter shall not be entertained by us whether you suffer a loss or not. On receipt
of payment under this guarantee, this document i.e. Bank Guarantee must be clearly
cancelled, discharged and returned to us.
- d. That we shall inform your office regarding termination of the validity of this Bank Guarantee
one clear month before the actual expiry date of 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/alteration 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 before given shall not be affected by any change in the
constitution of the Bank or Customer.
- g. That this is an unconditional Bank Guarantee, which shall be encashed on sight on
presentation without any reference to our Customer.

Dated: _____

Guarantor
(Bank Seal and Signatures)