

OIL & GAS DEVELOPMENT COMPANY LIMITED
PROCUREMENT DEPARTMENT, ISLAMABAD
FOREIGN SECTION A

(To be completed, filled in, signed and stamped by the principal)

ANNEXURE 'A'

Material Mud Chemical 200 M.Ton of Potassium Lignite (KL) & 300 M. Ton of Potassium Lignosulfonate (KLS)
Tender Enquiry No PROC-FA/CB/WS-4537/2019
Due Date
Evaluation Criteria ITEM WISE

SCHEDULE OF REQUIREMENT

Sr. No.	Description	Unit	Quantity	Unit Price (FOB)	Total Price (FOB)	Unit Price C & F BY SEA	Total Price C & F BY SEA	Deviated From Tender Spec. If Any
1	POTASSIUM LIGNITE (KL), attached	Metric Ton	200	(As per specifications)				
2	POTASSIUM LIGNOSULFONATE (KLS), attached	Metric Ton	300	(As per specifications)				

Note:

1. Bid Bond; - Pursuant to tender clause # 2.2, 11.4, 13 & 35.3.2, bid(s) must be accompanied by an upfront bid bond in the form of pay order/ demand draft or bank guarantee issued by scheduled bank of Pakistan or a branch of foreign bank operating in Pakistan for an amount of US \$13,000/= (United States Dollar Thirteen Thousand Only) or equivalent Pak Rupees, with technical bid and valid for 150 days from the date of opening of the bids. The bank guarantee must be issued in accordance with the format as per Annexure-C of the tender documents.

2. Terms and Conditions: -Bidders are advised to carefully read all the terms and conditions of the Tender Document available at OGDCL web site in the master tender document.

3- Shipment from ACU Member Countries: In case of shipment from ACU member countries, the LC beneficiary should be of that particular country from where the consignment is being shipped.

4. Summary Rejection Criteria: - The summary rejection criteria at clause # 35 of the tender document may also be examined carefully. Any bid not meeting the criteria spelled in the clause # 35 shall be summarily rejected without any right of appeal.

5. Foreign Procurement Payment Terms (also available at OGDCL website (Tenders Tab):

(i) Tender value less than or equal to US \$200,000:

Payment to the Contractor/ bidder in foreign currency shall be made by establishing in favor of the Contractor an irrevocable Letter of Credit (hereinafter called the L/C). 70 % Payment (s) under the L/C will be made for the FOB/ CFR / CPT (as the case may be) price of material of each shipment upon submission of the shipping documents. Balance 30% Payment will be released after receipt, inspection and acceptance of material.

(ii) Tender value more than US \$200,000:

Payment to the Contractor/ bidder in foreign currency shall be made by establishing in favor of the Contractor an irrevocable Letter of Credit (hereinafter called the L/C). 80 % Payment (s) under the L/C will be made for the FOB/ CFR / CPT (as the case may be) price of material of each shipment upon submission of the shipping documents. Balance 20% Payment will be released after receipt, inspection (in addition of pre-shipment inspection) and acceptance of material.

(A) TECHNICAL SPECIFICATIONS SHEET OF
POTASSIUM LIGNITE (KL)

Potassium Lignite is used in Potassium base inhibitive mud system primarily as filtration control agent (both at API and HPHT stipulated conditions) and secondary to control mud rheology. It is also used in fresh water, brackish, sea and salt water mud systems for the same purposes.

Each bidder should fill-in the tables given below with the properties of their quoted product. Only to write "conforming to" or "OK" will not be sufficient.

A-1) TECHNICAL SPECIFICATIONS:

SR. NO.	PROPERTIES	REQUIRED SPECIFICATIONS	EXACT VALUE OF THE OFFERED PRODUCT
01.	Physical appearance	Free flowing Powder	
02.	pH of 2% Solution	9.0 Minimum	
03.	Moisture Content	10 % Maximum	
05.	Potassium Content % by mass	5 % Minimum	
06.	Particle size	90% minimum should pass through 30 mesh.	

A-2) PERFORMANCE TEST:

SR. NO.	PERFORMANCE TESTS	REQUIRED SPECIFICATIONS	EXACT VALUE OF THE OFFERED PRODUCT
01.	<p><u>Preparation of base mud:</u></p> <p>Prepare 1000ml bentonite suspension containing 10.0 grams API bentonite per 100ml distilled water by stirring with laboratory stirrer (3000-4000 rpm) for 15 minutes. Age for 48hrs at 90±2°C temp. After aging, cool down to 24±2°C. Dilute it with distilled water if required to bring its apparent viscosity to 50±2cp after raising pH 9.0-10 with 5N KOH solution and also record its YP and API F/L. Divide this suspension into two portions.</p>		
02.	<p>Take one part (500ml) of base mud as mentioned at (01) and treat with 7.5 gm of potassium lignite sample with stirring. Stir for 15minutes with Hamilton beach mixer at high speed. Adjust the pH of this mud to 9.0-10 and record the following parameters;</p> <p>a) Apparent viscosity, (cp)</p> <p>b) YP (lbs/100sq.ft)</p>	<p>Should not exceed more than 50% of the value obtained for base mud at (01).</p> <p>Should not exceed more than 30% of the value obtained for base mud at (01).</p>	
03.	<p>Take 2nd part (500ml) of above base mud as mentioned at (01) and add 7.5 gm of potassium lignite sample with stirring. Stir for 15minutes with Hamilton beach mixer at high speed. Adjust the pH of this mud to 9.0-10. Hot roll at 140±2°C for 24hrs. cool down to 24±2°C and record the following parameters;</p> <p>a) Apparent viscosity, (cp)</p> <p>b) YP (lbs/100sq.ft)</p>	<p>Should not exceed more than 50%of the value obtained for base mud at (01)</p> <p>Should not exceed more than 30% of the value obtained for base mud at (01).</p>	

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(B) TECHNICAL SPECIFICATIONS SHEET OF
POTASSIUM LIGNOSULPHONATE (KLS)

Potassium Lignosulphonate is an effective thinner for dispersed water base drilling fluids as well as it assists in controlling of fluid loss. It also minimizes effects of high temperature gelation in Bentonite muds.

Each bidder should fill-in the tables given below with the properties of their quoted product. Only to write "conforming to" or "OK" will not be sufficient.

B-1) TECHNICAL SPECIFICATIONS:

SR. NO.	PROPERTIES	REQUIRED SPECIFICATIONS	EXACT VALUE OF THE OFFERED PRODUCT
01.	Physical state	Free flowing powder, free from dirt and any foreign material.	
02.	Solubility	5% solution (w/v) should not leave any residue.	
03.	Moisture Content	8% Maximum	
04.	Active sulphonated Lignin content	85% Minimum	
05.	pH of 5% Solution	3-6 Approx.	
06.	Chromium content	0.01% Maximum	
07.	Potassium ions content	3-5 % (Minimum)	
08.	Lignosulphonate group	Positive	

B-2) PERFORMANCE TEST:

SR. NO.	PERFORMANCE TESTS	REQUIRED SPECIFICATIONS	EXACT VALUE OF THE OFFERED PRODUCT
01.	<p>a) Prepare 800 ml of 10% (w/v) of API bentonite suspension in distilled water by stirring for 30 minutes with laboratory stirrer and age for 48 hrs at $90 \pm 2^{\circ}\text{C}$. Treat this mud with 200ml of 20% (w/v) solution of lab grade Potassium Chloride (KCl) and stir for 30 minutes with laboratory stirrer and then age this suspension for 24hrs at $24 \pm 2^{\circ}\text{C}$. Stir the mud for 15 minutes with laboratory stirrer and raise its pH to 9.0-9.5 with 4N KOH solution and adjust its apparent viscosity in the range of 25-30cp by diluting with 4% KCl solution if required and also record yield point.</p> <p>b) Treat this mud with 1% (w/v) of the Potassium Lignosulphonate (KLS) and adjust pH in the range 10-10.5 with 4N KOH solution and stir for 10 minutes with Hamilton Beach Mixer at high speed and divide this mud into 02 parts. Record apparent viscosity and yield point of 1st portion.</p>	<p>Apparent viscosity should not exceed 50% of the value obtained for KCl base mud as at 1(a).</p> <p>Yield point should not exceed 25% of the value obtained for KCl base mud as at 1(a).</p>	
02.	<p>Hot roll the 2nd portion of KLS treated mud as at 1(b) at $140 \pm 2^{\circ}\text{C}$ for 24hrs in a roller oven. Cool the mud to $24 \pm 2^{\circ}\text{C}$ and stir for 10 minutes with a Hamilton Beach Mixer at high speed and record its apparent viscosity and yield point.</p>	<p>Apparent viscosity should not exceed 50% of the value obtained for the KCl base mud as at 1(a).</p> <p>Yield point should not exceed 25% of the value obtained for the KCl base mud as at 1(a)</p>	

Note: Performance tests of all above chemicals, on the provided samples will be carried out by OGDCL Lab.

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C) NECESSARY DATA:

S. No.	Description	
01.	A	Name of Bidder
	B	Name of authorized signatory of bidder
	C	Complete address, telephone, e-mail and fax numbers of bidder
02.	A	Name of Local agent
	B	Name of authorized signatory of local agent
	C	Complete address, telephone, e-mail and fax numbers of local agent
03.	A	Name of Manufacturer
	B	Name of authorized signatory of manufacturer
	C	Complete address, telephone, e-mail and fax numbers of manufacturer
	D	Website of manufacturer
04.	Brand Name of all Products i.e., (i) Potassium Lignite (KL) (ii) Potassium Lignosulfonate (KLS)	
05.	Country of origin of each product	
06.	Port of shipment of each product	
07.	Minimum shelf life of each product	

D) SALES ACHIEVEMENTS:

Names of at least 07 clients / sales achievement (E & P companies only) other than OGDCL whom supplied the quoted product in bulk quantity (not less than 50 M.Ton) with contract numbers and quantities during the last Five(05) years commencing from year 2014 as a proof of Five (05) years' experience.

CHEMICAL AT SR. NO.	NAMES OF CLIENTS WITH ADDRESS AND TELEPHONE NOS.	CONTRACT / PURCHASE ORDER NOS. WITH DATE	QUANTITY SUPPLIED (M.TON)
(1)			
(2)			

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E) NECESSARY ATTACHMENTS FOR TECHNICAL BID:

SR. NO.	DESCRIPTION	ATTACHED/ PROVIDED OR NOT.	
01.	Product Data Memorandums of all quoted chemicals in original printed by manufacturer.	Attached/ attached	Not
02.	Material Safety Data Sheets of all quoted chemicals in original printed by manufacturer.	Attached/ attached	Not
03.	Valid ISO-9001-2008 certificate for manufacturing / Production of all the quoted products / mud thinners.	Attached/ attached	Not
04.	Original authority letter issued by the manufacturer to bidder for quoting their product.	Attached/ attached	Not
05.	1 Kg sample of all quoted chemicals.	Provided/ provided	Not

PACKAGING:

The chemical should be packed as **25kgs** net per bag in export quality new multi-wall paper bags having thick, high density inner polythene liner for rendering the material completely moisture proof. The material should be palletized as **500-1000 KG**, wrapped with thick polyethylene sheet and tightly strapped. The packaging of the required mud chemical should be of international standards and capable to safe transportation during ocean / road journey from port of shipment to well site and to withstand harsh weather conditions at the storage points and at the well sites / locations.

MARKING:

Each bag should have clearly legible marking, as given below;

- (a) Name of the product.
- (b) Name of the Manufacturer.
- (c) Date/month/ year of manufacture.
- (d) Minimum shelf life
- (e) Supply order number against which supplies are made.
- (f) Lot No. _____ / Batch No. _____.

INSTRUCTIONS TO THE BIDDERS/ TERMS & CONDITIONS:

1. The manufacturer of the quoted product must have minimum **05** years' experience of manufacturing & supplying of indented chemical to E & P companies specifically, duly supported by valid authentic **ISO 9001-2008** certificate as a proof for manufacturing/ production of the quoted products/mud chemicals consecutively from last 05 years. Bidder must provide inquiry guidance to confirm authenticity of ISO certificate. In case of any ambiguity, the certificate will be verified from issuing authority. The certificate duly submitted along with bid will be considered final. No additional certificate will be entertained at any stage of the case.
2. **Minimum shelf life** of the quoted product should not be less than 03 years.

Handwritten notes and signatures:
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3. Technical Specifications Sheet of the quoted product duly filled-in must be enclosed in the technical bid.
4. **Delivery period** for both the items is **180 Days**, however, the supplier will have to provide two equal consignments as per following schedule of delivery, failing which action will be taken as per rules.

Description	1 st Consignment	2 nd Consignment
Potassium Lignite (KL)	100 M.Ton within 90 days after issuance of <i>LC</i>	100 M.Ton in next 90 days after 1 st consignment
Potassium Lignosulfonate (KLS)	150 M.Ton within 90 days after issuance of <i>LC</i>	150 M.Ton in next 90 days after 1 st consignment

5. All submitted bids will be evaluated strictly as per TOR of tender inquiry as well as on the basis of previous performance (supply record as per shipment) of bidder, manufacturer and local agent, failing which will lead to disqualification of Bid thereof.
6. An authority letter in original issued by the manufacturer for allowing the bidder to quote their product for this particular tender enquiry, duly signed/stamped, must be attached with the technical bid in case the bidder is not manufacturer.
7. All the bidders must have to provide/ submit the **1 Kg sample** of the quoted product (conforming to OGDCL requirement as per Section (A & B) along with technical bids at the time of bid submission. The valid receipt/tracking details supplied through national / international courier services has to be accompanied with the bid. If the sample is not submitted with the bid, it will not be accepted in any case & will lead to disqualification of bid.
8. The quoted product or item from country of origin "**INDIA**" is not acceptable as per SRO-927(1)/2019 dated 09-08-2019.
9. Prior to shipment of the material, if desired by OGDCL, the supplier of the product will be responsible for carrying out the inspection & Lab analysis of the material from the OGDCL approved inspecting agency/Lab for confirmation of material as per tender specifications. The inspector will be hired by OGDCL .After physical inspection, one representative sample of the chemical will be dispatched by the inspectors directly to OGDCL. Later on its Lab Evaluation report will be submitted directly to OGDCL. After examination/scrutiny, OGDCL will inform about acceptance/rejection of material/report.
10. Shipment is required to be made in containers for minimizing damages to the costly Chemical.
11. The final acceptance of the requisite consignment will be made after physical inspection of shipment & Lab analysis of representative sample for conforming to technical specs of tender documents. The lab analysis will be undertaken at OGDCL own or any other reputable lab of OGDCL choice and acceptance of the results will be binding over the supplier.
12. Material must have to be lifted back by the vendor if not found as per technical specification of this particular tender enquiry even after its delivery at the base stores and have to replace with the material conforming to technical specifications with no cost to OGDCL.
13. If any of the information provided by the bidders proves wrong or any counterfeited/unlawful document is submitted to mislead department. OGDCL reserves the right to disqualify such bids without further assigning any reason. Such bidders will not be eligible to bid for any future procurement.

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