

**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 Shale Stabilizer  
Tender Enquiry No PROC-FA/CB/WS-4870/2020  
Due Date  
Evaluation Criteria FULL PKG.

**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	SHALE STABILIZER	Metric Ton	150					

Note:

- Bid Bond Amount:** 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 \$3,500/= (United States Dollar Three Thousand Five Hundred Only) or equivalent Pak Rupees, with technical bid and valid for 150 days from the date of opening of the bids.
- Delivery period:** Delivery period of the quoted product should not be more than 180 days from the date of establishment of Letter of Credit (LC).

*Vetted Plt.*

*M. Farasat Sharif*  
M. FARASAT SHARIF  
Mud Engineer  
Ext: 2917

**TECHNICAL SPECIFICATIONS SHEET FOR  
SHALE STABILIZER (SODIUM ASPHALT SULFONATE)**

Shale stabilizers is a versatile, total mud conditioner that stabilizes shale formations, significantly increases lubricity, lowers high temperature high pressure fluid loss (HTHP) water loss and enhances filter cake properties in both oil and water based drilling fluids. It adhere to the surfaces of drill cuttings and effectively seal their surfaces and inhibit their reaction with the drilling fluid, minimizing sticking, swelling, and sloughing, and increasing borehole stability.

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

**A) TECHNICAL SPECIFICATIONS**

SR. NO	DESCRIPTION	REQUIRED SPECIFICATION	PROPERTIES OF THE QUOTED PRODUCT
01.	Appearance	Black powder free from dirt and any foreign material	
02.	Density (g / Cm <sup>3</sup> )	1.25 – 1.50	
03.	Solubility (i) In Distilled water (ii) In Dimethyl Sulphoxide	65 % (Minimum) 30 % (Minimum)	
04.	pH of 2% (w/v) solution in distilled water at 24±2°C	8.5 (Minimum)	
05.	Moisture Content , percent by mass	10.0 (Maximum)	

**B) PERFORMANCE TESTS:**

SR. NO.	PERFORMANCE TESTS	REQUIRED SPECIFICATIONS	EXACT VALUE OF THE OFFERED PRODUCT
	<p><b><u>Lubricity Test:</u></b> Prepare a Bentonite suspension having Apparent Viscosity 15 cp, (prepared by dilution of API Bentonite, pre-hydrated @ 90±2 °C for 72 hrs) Treat the suspension with 2% (w/v) sample by stirring in Hamilton Beach Mixer at medium speed for 15 minutes. Determine the lubricity coefficient of the treated suspension on a lubricity tester.</p>	It should not be more than 0.30.	

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Engineer  
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02.	<p><b>Bentonite Inhibition Test:</b></p> <p>(a) Prepare a Bentonite suspension (blank) by stirring 7.5% (w/v) API Bentonite with distilled water in Hamilton Beach Mixer at high speed for 15 minutes. Determine its Apparent Viscosity and Yield point.</p> <p>(b) Add 3% (w/v) sulphonated Asphalt sample to distilled water and stir at high speed in Hamilton Beach Mixer for 10 minutes. To this add 7.5% (w/v) API Bentonite and stir again in Hamilton Beach Mixer at high speed for 15 minutes. Determine its Apparent Viscosity and Yield point.</p>	<p>Apparent Viscosity Should not be more than 35% of the value obtained for blank in 2(a) above.</p> <p>Yield point should not be more than 15% of the value obtained for blank in 2(a) above.</p>	
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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 Product		
05.	Country of origin		
06.	Port of shipment		
07.	Minimum shelf life of product		

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**SALES ACHIEVEMENTS:**

Sales achievement (E & P companies only) other than OGDCL whom supplied the quoted product in bulk quantity (not less than 50 M.Ton) during the last Five(05) years commencing from year 2015 as a proof of Five (05) years' experience by the manufacturer.

SR. NO.	NAMES OF CLIENTS WITH ADDRESS AND TELEPHONE NOS. & E-MAIL ADDRESS	CONTRACT / PURCHASE ORDER NOS. WITH DATE	QUANTITY SUPPLIED (M.TON)

**NECESSARY ATTACHMENTS FOR TECHNICAL BID:**

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

**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 **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. Bids evaluation criteria is technically responsive and financially the lowest.
2. 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 product / Mud chemical 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.
3. **Minimum shelf life** of the quoted product before each consignment delivery **should not be less than 03 years.**
4. Technical Specifications Sheet of the quoted product duly filled-in must be enclosed in the technical bid.
5. **Delivery period** of the quoted product should not be more than **180 Days after opening of letter of credit (LC).** However, the supplier must commence consignment wise delivery within 90 days as per following schedule, failing which action will be taken as per rules

Description	1 <sup>st</sup> Consignment	2 <sup>nd</sup> Consignment
<b>Shale Stabilizer</b>	75 M.Ton within 90 days after opening of Letter of Credit (LC)	75 M.Ton in next 90 days with valid expiry date of 03 years.

6. 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.
7. 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, which will be verified from manufacturer.

8. All the bidders may provide/ submit the **1 Kg sample** of the quoted product (conforming to OGDCL requirement as per Section **(A & B)** within 10 days of technical bid opening, if could not provide with the technical bid. The valid receipt/tracking details supplied through national / international courier services has to be accompanied with the sample.
9. The quoted product or item from country of origin **“INDIA”** is not acceptable as per SRO-927(I)/2019 dated 09-08-2019.
10. 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.
11. Shipment is required to be made in containers for minimizing damages to the costly Chemical.
12. 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 on the supplier.
13. 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.
14. 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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