



15th September, 2015

TL15/159/7A

Managing Director,
Sui Southern Gas Company Limited,
SSGC House,
Karachi.

Sub: Grievance Filled Against Unjust by Sui Southern Gas Company by Wrongfully
Rejecting 'KZK Group' Offers and Favoring Only Selections of Selection of Supplier for
Tender No. SSGC/FP/6158 for Hydraulic Loader.

Dear Sir,

Transparency International Pakistan has received a complaint, dated 2nd September, 2015 from M/s KZK Industrial & Commercial Co., against 'Unjust by Sui Southern Gas Company by wrongfully rejecting 'KZK Group' bid and favoring Preselected Supplier for Tender No. SSGC/FP/6158 for Hydraulic Loader (Complaint is enclosed for your ready reference).

The Complainant has made the following allegations;

1. That after reviewing the tender specifications complainant, through letter dated 11th May, 2015, requested as per international practice a range of 30-40 degree should be provided to allow maximum participation in the tender instead of putting in one parameter, and to restrict the tender with one single parameter, that is of some preferred manufacturer. It is a violation of PPRA Rules 2004, Rule No.32. Stated as under;

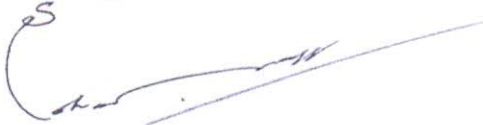
***32. Discriminatory and difficult conditions.-** Save as otherwise provided, no procuring agency shall introduce any condition, which discriminates between bidders or that is considered to be met with difficulty. In ascertaining the discriminatory or difficult nature of any condition reference shall be made to the ordinary practices of that trade, manufacturing, construction business or service to which that particular procurement is related.*

2. That as per SSGC's tender documents the required Engine Horse Power (HP) was 160-175 and complainant also offered max power of 170hp. However, SSGC noted it as 153 HP (Copy Encl).
3. That as per SSGC's comments complainant's Parts Catalogue, Operating/ Maintenance manual and Extensive overhaul and repair manual for engine are not confirmed. Whereas complainant has attached the documents which clarified that the 03 Sets of Parts/Operating and Maintenance/ Extensive overhauling will be provided with the shipment (Copy Encl).

The complaint seems to be genuine and the Managing Director, SSGC is requested to kindly examine the complaint, and if found correct to resolve the matter as per PPRA Rules and respond to Transparency International- Pakistan within 7 days of time.

Transparency International Pakistan is striving for across the board application of Rule of Law, which is the only way to stop corruption.

With Regards,



Sohail Muzaffar
Chairman

Copies forwarded for the information with request to take action under their mandate to:

1. Secretary to Prime Minister, Islamabad.
2. Director General, NAB, Rawalpindi.
3. Chairman, Prime Minister's Inspection Commission, Islamabad.
4. Registrar, Supreme Court of Pakistan, Islamabad.
5. Managing Director, PPRA, Islamabad.



September 2, 2015

THE MANAGING DIRECTOR
5-C, 2ND FLOOR, KHAYABAN-E-ITTEHAD, PHASE VII, D.H.A.,
KARACHI.

TENDER: SSGC / FP / 6158 for HYDRAULIC LOADER

SUBJECT: GRIEVANCE FILLED AGAINST UNJUST BY SUI SOUTHERN GAS COMPANY
BY WRONGFULLY REJECTING OUR OFFERS AND FAVORING ONLY
SELECTIONS OF SELECTION OF SUPPLIER.

Dear Sir,

Respectfully, we are once compelled to approach your good office to interfere in the most cataclysmic decision that Sui Southern Gas Company is taking by wrongfully rejecting our offers.

Please find enclosed complete details of the case history in chronological order all with our correspondence to SSGC and their return letters, we would like your esteemed department impartially review the matter and intervene and stop the happening of unjust and unfairness that SSGC is once again about to practice.

Summary of the Case

1. The tender was announced for the supply of Hydraulic Loader.
2. On review of the tender specification by our OEM we requested through our letter on May 11, 2015 to increase and in one item to incorporate range of the parameters instead of putting one fix parameter, this request was made in view of allowing maximum participation in the tender and not to restrict the tender with one single parameter that is of some preferred manufacturer. *Annx 1.*
3. No reply of this letter was sent to us and SSGC opened the tender without making any changes that we requested.
4. On 13-07-2015 we received a letter from General Manager P & C requesting for clarifications. *Annx 2.*
5. Our OEM clarified all in detail on 14-07-2015 and attached proofs and documents. *Annx 3.*
6. On 31-07-2105 we received a letter ref SSGC/FP-255/15 from General Manager procurement stating that our offer is rejected based on 5 reasons: - *Annx 4*

KZK INDUSTRIAL & COMMERCIAL CO.

Corporate Office:

1st Floor, Zeeshan Centre, C-3, Block 7 & 8,
Sultan Ahmed Shah Road, K.C.H.S., Karachi - Pakistan.
Tel: (92-21) 3453-2213 to 16 Fax: (92-21) 3453-2212

✉: info@kzkgroup.com - www.kzkgroup.com

Branch Office - Rawalpindi:

House No. 6, Haque Lane Caltex Road,
New Lalazar, Rawalpindi - Pakistan.
Tel : (92-51) 5510653
Fax : (92-51) 9216655

Branch Office - Lahore:

303-F, State Life Housing Society,
near Defence Housing Authority-V,
Lahore - Pakistan.
Tel : (92-42) 35927469

KZK Group

HELI



Reason 1: Engine Horse Power: Required: 160-175

You are requested to see our clarifications of dated: 14-7-2015, Annx 3, which stated that the engine house power is as per tender specifications, even catalogue and manual from the engine manufacturer was attached for clarity and authentication.

Reason 2: Steering Angle: Required: 40 degree.

For this we required in our letter of May 11, 2015 Annx 1, that to maintain tender sanctity a range should be provided instead of putting in one parameter, we requested that range of 30-42 degree should be provided. Our request was completely ignored and no acknowledgment to our letter was even provides, hence they mentioned this reason as one of the reason of rejections.

Reason 3, 4, 5: 03 Set of Parts/Operating and Maintenance/Extensive Overhauling to be provided with the shipment.

Please refer to our certificate of conformance May 14, 2015. Annx 5, that was part of the tender document we stated all copies will be provided as requested. Further, it was also mentioned as **YES** in the **TECHNICAL COMPLIANCE SHEET** confirming that we will provide the 03 sets as requested in the tender. Further, once again in our OEM reply letter of Dated: June 14, 2015 (Annx 3) against the clarification obtained by your department we stated in point no:9 that 03 sets (02 hard+01 Soft) copies will be provided with the supply.

HOWEVER, STILL AFTER 3 CONTINUOUS CONFIRMATION AND REPEATED CLARIFICATIONS WE WERE REJECTED ON THE GROUNDS OF NOT PROVIDING THE MANUALS.

The above shows a clear intention of not accepting us for a reason not understandable to us, you are therefore kindly requested to look into the matter closely and provide ask them to provide justness to us and to the transparent system of procurement.

Kind regards,


Zeeshan Karim
Managing Director

03008245475 / 03008230874 / 03332153933

KZK INDUSTRIAL & COMMERCIAL CO.

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1st Floor, Zeeshan Centre, C-3, Block 7 & 8,
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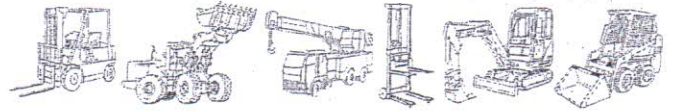
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Tel : (92-42) 35927469



Mr. Fayyaz Merchant
Senior General Manager
Engineering Services
Sui Southern Gas Company Limited
Karachi.

May 11, 2015

REVIEW OF SPECIFICATION IN THE TENDER NO: SSGC/FP/6158

Dear Sir,

We take this moment and opportunity as representative of M/S LIUGONG in Pakistan since 2004. We principals are WORLD NO: 5th WHEEL LOADER Manufacture contributing over 12% of the international wheel loaders market independently. Please find a detailed presentation of our company and its services globally.

In reference to the your tender number SSGC/FP/6158 due for opening on dated: 18-05-2015 we would like to bring to your most kind attention that the specifications published in your tender documents marginally limited from range of equipment therefore we would like to request you for broadening the range of your existing preference to a much bigger spectrum, it may be noted that the our wheel loaders are extensively in use in *since 2005* in Karachi, Hyderabad, Peshawar, Faisalabad, Lahore and many more location in conditions even more stringent then yours and are outperforming till date.

	Existing	Requested
Engine HP	160 HP - 175 HP	153 HP - 185HP
Engine RPM	1800 - 2100	1800 - 2200
STEERING ANGLE	40 deg	38 deg - 42 deg

Your widening the range of specifications will NOT compromise on performance or quality of the equipment however it will fetch a much healthier participation for SSGC in the tender.

We hope that our request will be considered on priority in the top interest of Sui Southern Gas Company Limited.

Kind regards

Zeeshan A. M
Managing Director

✓ CC: Mr. Kamran.A.Nagi - General Manager Project & Construction Deptt.

KZK INDUSTRIAL & COMMERCIAL CO.

Corporate Office:
1st Floor, Zeeshan Centre, C-3, Block 7 & 8,
Sultan Ahmed Shah Road, K.C.H.S., Karachi - Pakistan.
Tel: (92-21) 3453-2213 to 16 Fax: (92-21) 3453-2212
Email: info@kzkgroup.com
www.kzkgroup.com

Branch Office Korangi - Karachi:
2nd Floor, Aiwan-e-Sanat,
Korangi Industrial Area, Karachi.
Tel : (92-21) 3511-3797
Fax: (92-21) 3512-2211

Branch Office - Lahore:
6-D, Architects Engineering Housing Society,
Lahore - Pakistan.
Tel : (92-42) 3518-5466
Fax : (92-42) 3518-5639



PROJECT & CONSTRUCTION DEPARTMENT
Karachi Terminal. Abul Hassan Isphahani Road
Off University Road Gulshan-Iqbal Karachi

TELEFAX

To : M/s. KZK Group.	FROM: General Manager P&C
Fax : 092-21-34532212	TEL : +92-21-99243468 ,69,90
e-mail: info@kzkgroup.com	OUR FAX : +92-21-99243476
Tel: :092-2134532213 to 16	DATE: 13-07-2015

TENDER ENQUIRY # SSGC / FP / 6158
WHEEL LOADER 4X4 DRIVE

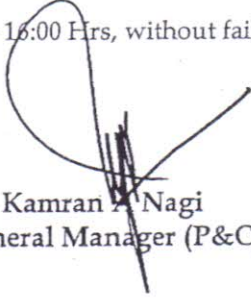
This is with reference to your offer against subject tender enquiry.

Following information/ confirmations and documents are essentially required through manufacturer to evaluate your offer

1. The engine model mentioned in equipment technical literature is Cummins Model: 6BT AA 5.9 - C170, whereas, you have provided the technical literature of 6BT A5.9 - C170. Please provide manufacturer's technical literature original for the offered model Engine duly verified & stamped by the manufacturer, confirming all the technical parameters of engine i.e. engine cooling system, Net Power (HP) and engine emission as per tender specification, also confirm that the offered engine is capable of smoothly operation by using 0.5% to 0.8% diesel fuel sulphur contents.
2. Please confirm that the steering system of the offered equipment should be as per tender specification, i.e. load sensing, hydrostatic, articulated, power steering, equipped with two double acting cylinders. Steering angle should be 40° in each direction.
3. Please confirm the Forward and Reverse travel speed for the offered model equipment.
4. Please confirm that the front axle and final drive of the offered model equipment should be as per tender specification.
5. Please confirm that the cabin of the offered model equipment should be equipped with all the accessories as mentioned in tender specification.
6. Please confirm the ply rating of the offered tyres.
7. Please confirm that the offered machine should be complete with all the accessories as mentioned in tender specification clause A sub clause 12 "accessories". Also confirm to provide standard OEM tool kit (mechanic tools for repair & maintenance) and 01 set of filters etc. for initial maintenance.
8. Please provide standard OEM warranty period for Equipment & Engine, also confirm that being the manufacturer's authorized sole distributor your firm shall responsible to make the supplied equipment as ready for field use and complete in all respect at SSGC Base camp Khadeji.
9. Please confirm that 03 Set (01 soft+02 Hard) copies of each i.e. parts catalogue, operating and maintenance manual and intensive overhaul and repair manuals for

Engine and Equipment should be provided along with equipment free of cost as per tender specification.

Please note that your reply should reach us before 16-07-2015 by 16:00 Hrs, without fail.



Kamran A. Nagi
General Manager (P&C)



广西柳工机械股份有限公司
GUANGXI Liugong Machinery Co., Ltd.

中国广西柳州市柳太路1号
No.1 Llutai Road, Liuzhou, Guangxi,
China 545007
电话 Tel : 0086 772 3887703
传真 Fax: 0086 772 3886122

Date: 14th July 2015

To,
The General Manager (Procurement),
Sui Southern Gas Company Limited,
ST.4/B, Block-14,
Sir Shah Suleman Road,
Karachi.

Refer to your letter/telefax received on date 13th July 2015 for the clarification of tender enquiry # SSGC/FP/6158 we hereby submit following clarification point by point.

1. Offered CLG842 is equipped with Cummins model 6BTAA5.9-C170 having six cylinders, four stroke, turbo charged, in line direct injection system and having max power of 170hp that is as per tender specifications. Emission standard of CLG842 engine is Tier II that is capable of smoothly operation with fuel having Sulphur contents 0.5% to 0.8%.
Technical literature of offered equipment engine verified and stamped by manufacturer is attached with this letter that duly reconfirms the HP as per tender requirements.

2. It is Confirmed that Steering System of offered LiuGong CLG 842 steering System is as per tender specifications i.e. load sensing hydrostatic, articulated, power steering and equipped with two double acting cylinders. Steering angle is 38° in each direction that is a better steering angle offered.

3. Offered LiuGong CLG842 has Max Forward speed of 42Km/hr and Max Reverse speed of 26km/hr.

4. Quoted LiuGong CLG842 has fixed/semi floating front axle and planetary hub reduction spiral bavel gear system type final drive that is as per tender specifications.

5. Cabin of CLG842 will be equipped with all standard OEM accessories i-e Working lights front & rear, Horn, Bacon light, windshield wipers, side and rear view mirrors and others as mentioned in the offered model equipment broacher.



GUANGXI LIUGONG MACHINERY CO., LTD.
Authorized Signature(s)

6. Ply rating of tyre is 16 PR (L-3).

7. Offered equipment will be delivered complete with all accessories as mentioned in Claus A. sub clause 12. With OEM tool kit and 01 set of filter for initial maintenance will be supplied free of cost with machine.

8. Standard OEM warranty of machine LiuGong CLG842 is 2000 hours of operation or 12 months from commissioning date or 15 months from the Bill of Lading date, whichever occurs first. As being manufacturer's authorized distributor M/S KZK industrial and commercial Co. responsible to make supplied equipment ready for field at SSGC base camp Khadeji and M/S LiuGong undertake the responsibility.

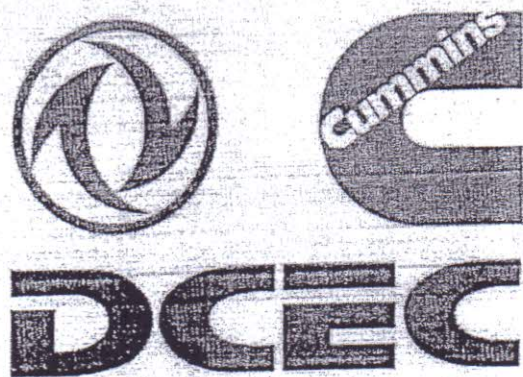
9.03 Set (01 soft + 02 hard) copies of parts catalogue, standard and major operating and maintenance manual and overhaul repair manual of complete equipment will be provided free of cost with supply of the equipment.

GUANGXI LIUGONG MACHINERY CO., LTD.


Authorized Signature(s)

Murtaza Karim
Regional Sales Rep
LiuGong Machinery Co. Ltd. (Middle East)

Dongfeng Cummins Techical Operations




ENGINE MODEL: 6BTAA5.9-C170

CURVE & DATASHEET: FR93240

REV 00 20JAN2010

GUANGXI JIUCONG MACHINERY CO., LTD.


Authorized Signature(s)



Industrial Engine Performance Data
 DONGFENG CUMMINS ENGINE Co.,LTD
 Xiangfan, Hubei Province, China
<http://www.dcec.com.cn>

Basic Engine Model:
6BTAA5.9-C170
 FR93240

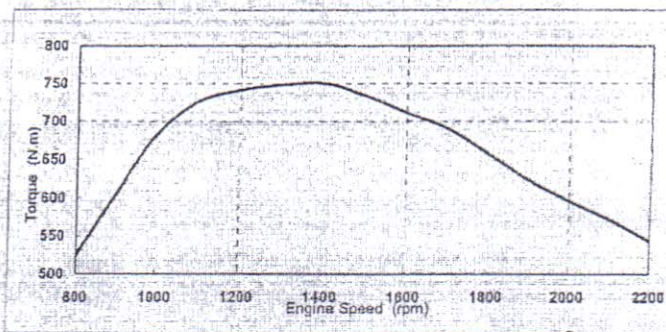
170 BHP (125kW) @ 2200 RPM
750 N·m @ 1400 RPM

Configuration D403042CX02	CPL Code 3106	Revision 2010-1-20
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Compression Ratio: 17.3:1	Aspiration: Turbocharged and Charge Air Cooled
Bore: 102 mm	Displacement: 5.9 L
Stroke: 120 mm	No. of Cylinders: 6
Emission Certification: MEP STAGE II	Fuel System: BYC P7100/RSV

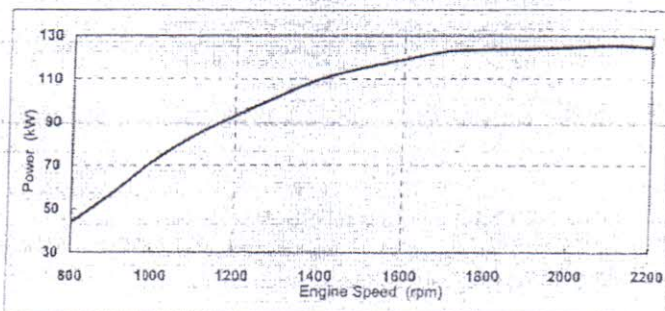
All data is based on the engine operating with fuel system, water pump, and 10 in H₂O (2.488 kPa) inlet air restriction with 5.93 in (152 mm) inner diameter, and with 2.01 in Hg (7 kPa) exhaust restriction with 4.02 in (102 mm) inner diameter; not included are alternator, fan, optional equipment and driven components. Coolant flows and heat rejection data based on coolants as 50% ethylene glycol/50% water. All data is subject to change without notice.

Performance curve



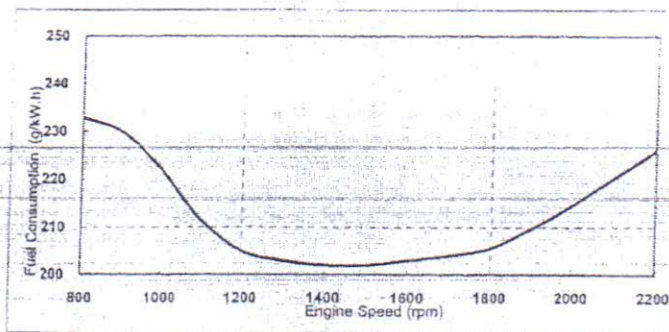
Torque Output

rpm	N.m
2200	543
2000	596
1800	656
1500	733
1400	750
1200	741
1000	684
800	524



Power Output

rpm	kW
2200	125
2000	125
1800	124
1500	115
1400	110
1200	93
1000	72
800	44



Fuel Consumption

rpm	g/kW.h
2200	226
2000	215
1800	206
1500	202
1400	202
1200	205
1000	222
800	233

Curves shown above represent gross engine performance capabilities obtained and corrected in accordance with GB/T 18297 conditions of 100kPa (29.61 in. Hg) barometric pressure (80 m (263 ft.) altitude), 25°C (77°F) inlet air temperature, and 1 kPa (0.30 in. Hg) water vapor pressure with No.2 diesel fuel. The engine may be operated without changing the fuel setting up to 4000 m (13,123 ft.) altitude. For sustained operation at high altitudes, the fuel rate of the engine will be adjusted to limit performance by 4% per 305 m (1,000 ft.) above 2255 m (7,400 ft.) altitude and 2% per 11°C above 38°C (1% per 10°F above 100°F).

GUANGXI LINDONG MACHINERY CO., LTD.
 [Signature]
 2010/12/22

GENERAL ENGINE DATA

Approximate Engine Weight (wet).....	-kg	413
Mass Moment of Inertia of Rotating Components (No Flywheel).....	-kg·m ²	0.25
Center of Gravity from Front Face of Block.....	-mm	328
Center of Gravity above Crankshaft Centerline.....	-mm	155

ENGINE MOUNTING

Maximum (Static) Bending Moment at Front Support Mounting Surface.....	-N.m	435
Maximum (Static) Bending Moment at Side Pad Mounting Surface.....	-N.m	TBD
Maximum (Static) Bending Moment at Rear Face of Block.....	-N.m	1356
Moment of Inertia of Complete Engine		
— Roll Axis.....	-kg·m ²	14.8
— Pitch Axis.....	-kg·m ²	36.9
— Yaw Axis.....	-kg·m ²	31.9
Crankshaft Thrust Bearing Load Limit		
—Maximum Intermittent.....	-N	3781
—Maximum Continuous.....	-N	1780

EXHAUST SYSTEM

Maximum Back Pressure.....	-kPa	10.1
Exhaust Pipe Size Normally Acceptable.....	-mm	76
Maximum Static Supported Weight at the Turbocharger Outlet Flange.....	-N.m	14
Exhaust Manifold Insulation Acceptable.....	-Yes/No	No
Turbocharger Insulation Acceptable.....	-Yes/No	No

AIR INTAKE SYSTEM

Maximum Intake Air Restriction with Heavy Duty Air Cleaner		
— Dirty Element.....	-kPa	6
— Clean Element.....	-kPa	4
Minimum Dirt Holding Capacity with Heavy Duty Air Cleaner.....	-g/cfm	25
Maximum Intake manifold temperature at 25 deg C (77°F) ambient.....	-°C	60
Maximum Temperature Rise from Ambient to the Inlet of the Turbocharger.....	-°C	17
Recommended Intake piping size (inner diameter).....	-mm	101.6

Charge Air Cooling System

Maximum allowable pressure drop across charge air cooler and OEM CAC piping(IMPD).....	-kPa	14
Maximum Intake Manifold Temperature Differential (Ambient to IMT) (IMTD - °C)		35
Intake manifold air temperature derate/alarm temperature.....	-°C	91
Intake manifold temperature for Fan-ON.....	-°C	60

LUBRICATION SYSTEM

Normal Operating Oil Pressure Range		
— minimum low idle.....	-kPa	69
—maximum rated speed.....	-kPa	345
Maximum oil pressure spike on cold engine.....	-kPa	690
Maximum Lube Oil Flow for Engine Accessories.....	-litre/min	4.0
Maximum Sump Oil Temperature.....	-°C	127
Minimum Required Lube System Capacity - Sump plus Filters.....	-litre	16.3
By-pass Filtration Required.....	-Yes/No	Yes
Angularity of Standard Oil Pan: (Values stated are for intermittent operation only):		
— Front Down.....	-°	45
— Front Up.....	-°	45
— Side to Side.....	-°	45

GUANGXI LUGONG MACHINERY CO., LTD

Authorized Signature(s)

COOLING SYSTEM

Minimum operating block coolant temperature.....	-°C	71
Minimum fill rate.....	-litre/min.	19
Maximum initial fill time.....	-min.	5
Minimum water pump inlet pressure with non-deaerating or partially deaerating cooling system.....	-kPa	0
Maximum static head of coolant above crankshaft centerline.....	-m	18.3
Minimum pressure cap rating at sea level.....	-kPa	48
Maximum pressure cap rating at sea level.....	-kPa	103
Minimum coolant expansion space (% of system capacity).....	-%	6
Maximum deaeration time.....	-min.	25
Minimum drawdown (% total cooling system capacity).....	-%	11
Full ON Fan engine coolant outlet temperature.....	-°C	93.3
Shutter opening temperature - coolant.....	-°C	85
Shutter opening temperature - intake manifold air (CAC).....	-°C	66
Coolant capacity - engine only.....	-litre	9
Maximum coolant operating temperature at engine outlet (max. top tank temp).....	-°C	100
Standard (modulating) Thermostat Range.....	-°C	82-93
Maximum coolant temperature for engine protection controls.....	-°C	102
Maximum recommended external coolant flow restriction in engine circuit.....	-kPa	34

CRANKING SYSTEM

		12V	24V
Minimum Battery Capacity - Cold Soak at 0°F (-18°C) or Above			
— Engine Only - Cold Cranking Amperes.....	-CCA	950	475
— Engine Only - Reserve Capacity.....	-min.	260	130
Maximum Starting Circuit Voltage Drop.....	-Volts	TBD	
Minimum Ambient Temperature for Unaided Cold Start.....	-°C (°F)	-12	(10)
Minimum Cranking Speed Required for Unaided Cold Start.....	-rpm	125	
Maximum starting circuit resistance.....	-Ohm	TBD	

FUEL SYSTEM

Maximum Fuel Flow on the Supply Side of the Fuel Pump.....	-kg/hr	193
Maximum fuel supply restriction at fuel pump inlet		
— with clean fuel filter element(s) at maximum fuel flow.....	-kPa	14
— with dirty fuel filter element(s) at maximum fuel flow.....	-kPa	27
Maximum fuel drain restriction (total head)		
— after (or with) check valve.....	-kPa	TBD
— before (or without) check valve.....	-kPa	68
Maximum fuel inlet temperature.....	-°C	71
Minimum fuel tank venting rate.....	-litre/hr	340


 HENCKI LUDONG MACHINERY CO., LTD.
 Authorized Signature

EMISSIONS

Estimated Free Field Sound Pressure Level At 15 m (50 ft.) and Full-Load Governed Speed
(Excludes Noise from Intake, Exhaust, Cooling System and Driven Components)

—Right Side.....	-dBa	TBD
—Left Side.....	-dBa	TBD
—Front.....	-dBa	TBD
—Rear.....	-dBa	TBD

Caseous Emissions per GB 20891-2007

—Weight-Specific NOx.....	-g/kW.h	6.0
—Weight-Specific HC.....	-g/kW.h	1.0
—Weight-Specific CO.....	-g/kW.h	3.5
—Weight-Specific Particulates.....	-g/kW.h	0.2

PERFORMANCE DATA

Minimum low idle speed.....	-rpm	850
Maximum Governed Speed (10% of Rated Torque).....	-rpm	2380
Maximum altitude limit restriction		
—Continuous.....	-m	2200
Maximum torque available at closed throttle low idle speed.....	-N.m	480
Nominal governor regulation.....	-%	≤8
Throttle Angle		
—High Idle.....	Deg.	90±10°
—Low Idle.....	Deg.	66±10°
—Delta.....	Deg.	34±5°
Throttle Angle at Engine Shutdown		
—Engine Work.....	Deg.	42±5°
—Engine Shutdown.....	Deg.	340±5°

Fuel Rating Option used for these Data: FR93240

	Rated Power	Maximum Power	Torque Peak
Engine Speed.....	-rpm	2200	1400
Output Power.....	-kW	125	110
Torque.....	-N.m	543	750
Friction Horsepower.....	-kW	TBD	TBD
Intake Manifold Pressure.....	-kPa	153	115
Turbo Comp. Outlet Pressure.....	-kPa	165	120
Turbo Comp. Outlet Temperature.....	-°C	153	122
Inlet Air Flow.....	-litre/sec.	226	114
Exhaust Gas Flow.....	-litre/sec.	503	281
Exhaust Gas Temperature.....	-°C	390	460
Heat Rejection to Ambient.....	-kW	TBD	TBD
Heat Rejection to Coolant.....	-kW	TBD	TBD
Steady State Smoke.....	-FSN	0.5	0.5

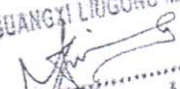
ALL DATA CERTIFIED WITHIN 5%

TBD = To Be Decided

N/A = Not Applicable

N.A. = Not Available

All data is subject to change without notice, sorry for inform.

GUANGXI LIRIGONG MACHINERY CO., LTD.

 Authorized Signature(s)



Ref.#. SSGC/FP-255/15
July 31, 2015

M/s. Guangxi LiuGong Machinery,
Through: Local Agent

M/s. KZK Industrial & Commercial Co.
1st Floor, Zeeshan Centre, C-3, Block 7&8,
Sultan Ahmed Shah Road, K.C.H.S.
Karachi

Phone: 021-34532213 - 16
Fax: 021 - 34532212

Tender No. SSGC/FP/6158
Loader Hydraulic

Dear Sir (s),

This is with reference to your "Technical" and "Financial" proposals submitted against the subject tender. We regret to inform that you that your technical proposal has been determined technically non-compliant due to reason mention below:

SSGC REQUIREMENTS AS PER SPECIFICATIONS	YOUR PROPOSAL
160 HP To 175 HP	Net Power=112.5 KW=153 HP (mentioned in technical literature of equipment)
Load sensing , hydrostatic articulated power steering. Equipped with two double acting cylinders. Steering angle 40 ^o in each direction.	Load sensing, hydrostatic, articulated power steering with two double acting cylinders. Trun angle 38 ^o each direction.
03 Set of parts catalogue (01 soft + 02 Hard) copies for Engine and Equipment along with equipment.	Parts Catalogue Not confirmed for Engine
03 Set of operating and maintenance manual (01 soft + 02 Hard) copies for Engine and Equipment along with equipment.	Operating & maintenance manual for Engine not confirmed
03 Set of extensive overhaul and repair manual (01 soft + 02 Hard) copies for Engine and Equipment along with equipment.	Extensive overhaul & repair manual for Engine not confirmed

You are therefore requested to collect your sealed / unopened financial proposal from the following address. If you fail to collect the same within reasonable time period, it will be sent through courier at your own risk and cost.

Procurement Department
Sui Southern Gas Company Limited
SSGC House,
Tender Room, Ground Floor, CRD Building,
Sir Shah Suleman Road, Gulshan-e-Iqbal Karachi
Phone : 021-99021231 and 99021084

Your participation is appreciated and future competitive bidding is also anticipated.

Thanking you,

Yours faithfully,
For SUI SOUTHERN GAS CO. LTD.

Zafar Bangash
for General Manager (Procurement).

Date: 14th May 2015

To,
The General Manager (Procurement),
Sui Southern Gas Company Limited,
ST.4/B, Block-14,
Sir Shah Suleman Road,
Karachi

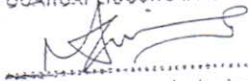
CERTIFICATE

Re: SSGC Tender No. SSGC/FP/6158

We hereby confirm the following:

- 1) LiuGong CLG842 Hydraulic Loader will be delivered with a 01 complete set of filters for initial maintenance and with complete OEM tool kit.
- 2) 02 hard copies and 01 electronic copy of each operation/maintenance manual, parts catalogue and overhaul and repair manual will be supplied with the machines.

GUANGXI LIUGONG MACHINERY CO., LTD.



Authorized Signature(s)

Murtaza Karim
Regional Sales Rep
LiuGong Machinery Co. Ltd. (Middle East)

20 hours of operation or 12 months from commissioning date or 15 months from the Bill of Lading date, whichever occurs first

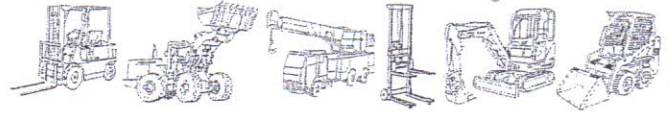
Standard OEM warranty, not less than 01 Years.

13 WARRANTY

B. MANDATORY REQUIREMENTS:

i	Manufacturer's ORIGINAL PROFORMA INVOICE for the offered model equipment elaborating the complete details as per Tender Specification, duly Signed and Stamped by the Manufacturer.	Performa Invoice is attached
ii	AUTHORISED DEALERSHIP CERTIFICATE issued by the manufacturer in favor of bidder confirming the dealership status of the bidder for at least 03 years.	Dealership certificate is attached
iii	Manufacturer's ORIGINAL certificate confirming the offered model EQUIPMENT and ENGINE should be brand new and of latest model (Manufacturing Year).	Certificate attached
iv	Detailed technical data and specification for the offered model equipment and Engine, must be available at Manufacturer's official website. The bidder should submit Manufacturer's ORIGINAL Technical literature of the offered model EQUIPMENT and ENGINE duly verified and stamped by the manufacturer along with bid.	Technical literature is available on website and stamped attached with tender document
v	Availability of 3S facility (Sales, Services and Spare parts) facility in Karachi, giving details of premises with address, Telephone, Fax and e-mail and details of technical staff indicating their qualification and related experience for the offered model equipment. Physical verification of 3S facility should be examined / witnessed by two / Three members team constituted by the company at the time Technical Evaluation.	3S facility detail of our agent KZK Industrial and commercial co. is attached
vi	User list with the number of offered model equipments use in Pakistan, 03 years with the track record of manufacturer's products range in Pakistan, including the details of OEM spares supplied to the user.	User list is attached
vii	The year in which the production and supply of required spare parts would be stopped.	Offered model spare parts are available for 10 years
viii	03 Set of parts catalogue (01 soft + 02 Hard) copies for Engine and Equipment.	Yes
ix	03 Set of operating and maintenance manual (01 soft + 02 Hard) copies for Engine and Equipment	Yes
x	03 Set of extensive overhaul and repair manual (01 soft + 02 Hard) copies for Engine and Equipment	Yes

GUARANTY ENGINEERING MACHINERY

**THE GENERAL MANAGER (PROCUREMENT)
SUI SOUTHERN GAS COMPANY LIMITED
KARACHI.**

August 12, 2015

Sub: TENDER NO. SSGC/FP/6158 LOADER HYDRAULIC

Dear Sir,

This is in reference to your letter dated: 12-08-2015 against ref No. SSGC/FP-287/15.

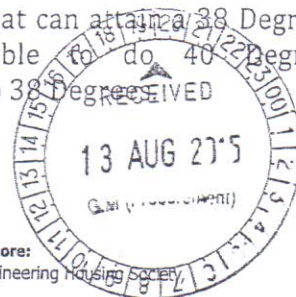
We are shocked to read the contents of your letter which were addressed and clarified in our letter of Aug 3, 2015 as well as repeated the same on Aug 11, 2015.

1. We received a list of quarries on 14th July 2015 by General Manager P&C requesting for various clarifications in which we categorically replied to point No. 1 stating and attaching the Engine catalogue by the engine manufacturer that the Engine Horsepower offered is 170HP.

We would like to question that if this clarification was sought and we clearly informed that the Engine Horsepower is 170 and at the same time attached the 5 pages CUMMINS Engine manual that stated Engine Horsepower 170 then why is our offer being not considered for the same. The engine model equipped in the machine is 6BTAA5.9-C170.

2. As for the steering angle that we have offered that is 38 Degrees in each direction against the 40 Degree in each direction we once again would like to highlight that according to the tender procedure and practices a range has to be given instead of any fix parameters which your tender indicated and in our letter of May 11, 2015 before the opening of the tender we explicitly requested to incorporate a range of steering angled instead of any specific degree angle.

We would like to question that if any equipment that can attain a 38 Degrees steering angle then why it will not be able to do 40 Degree. Our offered equipment has a capability of going upto 38 Degrees.



KZK INDUSTRIAL & COMMERCIAL CO.

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1st Floor, Zeeshan Centre, C-3, Block 7 & 8,
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Tel: (92-21) 3453-2213 to 16 Fax: (92-21) 3453-2212
Email: info@kzkgroup.com

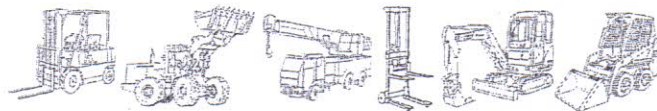
www.kzkgroup.com

Branch Office Korangi - Karachi:

2nd Floor, Aiwan-e-Sanat,
Korangi Industrial Area, Karachi.
Tel: (92-21) 3511-3797
Fax: (92-21) 3512-2211

Branch Office - Lahore:

6-D, Architects Engineering Housing Society,
Lahore - Pakistan.
Tel: (92-42) 3518-5466
Fax: (92-42) 3518-5639



3. It was very clearly stated in the technical compliance sheet point No. B - VIII, IX and X that we will supply all type of Parts Catalogues, Operation and Maintenance Manual and intensive overhaul and repair manuals. Besides this a certificate from OEM dated May 14, 2015 was attached confirming that 2 Hard Copies and 1 Electronic Copy will be provided of all kind of manuals. Further in reply to the query raised by the General Manager P&C on dated July 13, 2015 Point No. 9, we replied through our letter on dated July 14, 2015 Point No. 9 that we will provide 03 sets (01 Soft + 02 Hard Copies) of all kind of catalogue with supply of the equipment.

We would raise a question that not once we have confirmed 3 times that the 3 sets of manuals will be provided then why your observation says that it is not clearly confirm by the manufacturer.

We once again would like to lodge our complain to our rejection in this tender and would like to file a formal protests and highlight that SSGC should not try to corner us again and again and only prefer equipment's from a preferred source.

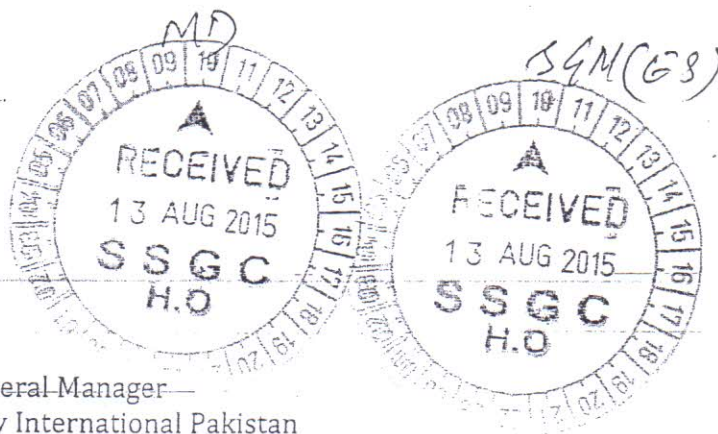
We hope that our matters will be taken up seriously at all forums within SSGC or else as responsible caretakers of our OEM's on their behalf the matter can or may be referred to even higher authorities for deliberation and even justice.

Kind regards.



Zeeshan KARIMI
Managing Director

- ✓ CC: Managing Director - SSGC
- ✓ CC: Mr. Fayyaz Merchant - Senior General Manager
- CC: Managing Director - Transparency International Pakistan



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**Sui Southern Gas
Company Limited
Procurement Department**

Ref.#. SSGC/FP-287/15
Aug 12, 2015

M/s. Guangxi Liugong Machinery,

Through : Local Agent

M/s. KZK Industrial & Commercial Co.,

1st Floor, Zeeshan Center, C-3,
Block 7 & 8, Sultan Ahmed Shah Road,
K.C.H.S., Karachi, Pakistan.

Phone: 021-34532213-15
Fax: 021-34532212

Tender No. SSGC / FP / 6158
Loader Hydraulic

Dear Sir (s),

This is with reference to your clarification vide letter dated 03-August-2015, SSGC comments are as under:

1. The technical literature for the offered model loader submitted along with the bid clearly shows the Net Power 153 hp, which is against tender specification requirement of Net Power 160-175HP (Copy Enclosed).
2. The steering angle is mentioned as 38 degree as against the tender specification requirement of 40 degree in each direction.
3. Three set (01 soft + 02 hard) of parts catalogue, operation and maintenance manual and intensive overhaul and repair manual for offered model engine are mandatory requirement which was not clearly confirmed by

the manufacturer

In view of above, you are once again requested to collect your sealed / unopened financial proposal from the following address. If you fail to collect the same within reasonable time period, it will be sent through courier at your own risk and cost.

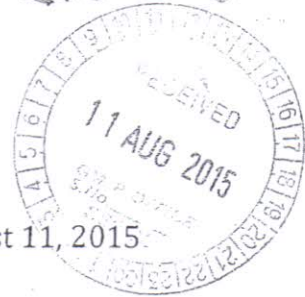
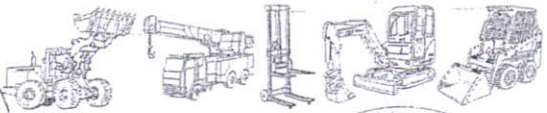
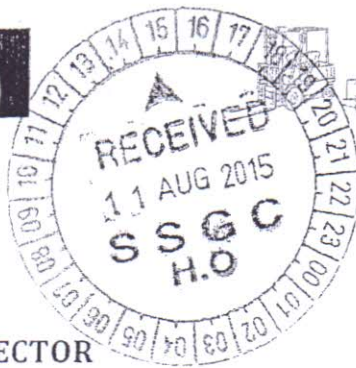
Procurement Department
Sui Southern Gas Company Limited
SSGC House,
Tender Room Ground Floor, CRD Building,
Sir Shah Suleman Road, Gulshan-e-Iqbal Karachi
Phone : 021-99021231 and 99021084

Your participation is appreciated and future competitive bidding is also anticipated.

Thanking you,

Yours faithfully,
For SUI SOUTHERN GAS CO. LTD.


Zafar Bangash
for General Manager (Procurement).



THE MANAGING DIRECTOR
SUI SOUTHERN GAS COMPANY LIMITED
KARACHI.

August 11, 2015

Sub: GRIEVANCE AGAINST TENDER NO. SSGC/FP/6158
LOADER HYDRAULIC

Dear Sir,

We are in receipt of your letter dated July 31, 2015 and received on dated August 01, 2015 informing us that our technical offer is being determined as on non - complaint for reason below. We would like to clarify our position on the same and request you for re-consideration.

- 1 Engine HP: Please refer to our clarifications letter dated July 14, 2015 where we clearly stated that the engine manual confirmed the HP of the engine is 170HP, copy of the engine manual was also attached with our reply. Once again please find the copy attached.
- 2 The steering angle requested in your tender is 40 degrees whereas we have offered a much superior and better steering angle of 38 degrees. It is commonly known that the lesser degree angle has a better turning radius, therefore it should be considered as we have offered a better option than your requirement.

Further, it may be noted that under NO CIRCUMSTANCES a specific parameter should be mentioned in a public tender. The parameters of the tender should be designed where a range should be given and one specific number, in this case your tender specified a parameter without assigning any range, it may be noted that a formal objection was raised by us through our letter dated May 11, 2015 before opening of the tender to rectify this error.

Cont..... Page. 2

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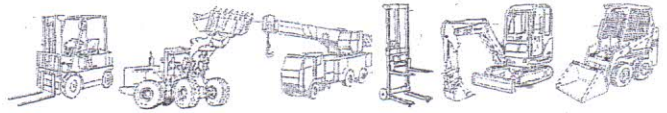
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Fax: (92-42) 3518-5639



3 As for the manuals; (2 hard copies + 01 Soft copy)

03 sets of parts catalogues (2 hard copies + 01 Soft copy) for engine and equipment

03 sets of Operating and Maintenance Manual copies (2 hard copies + 01 Soft copy) of engine and equipment

03 sets of extensive overhaul and repair manuals (2 hard copies + 01 Soft copy) copies for engine and equipment

In our technical compliance sheet we had very clearly stated **YES** on every column confirming that the same will be provided, in addition to that our OEM clearly stated in their certificate that the same will be provided. The certificate is already attached with our technical offer.

Further in addition to that, we also clarified in our letter against your query raised on dated July 13, 2015 confirming all above required manuals and documents (in Set of 3) as requested will be provided with the equipment reply copy enclosed).

We see no reason on bases of which our offer to be termed as non-complaint unless SSGC tends to favor/prefer any particular **ONE BRAND** or **ONE COMPANY**.

It is reiterated that **LIUGONG** has the highest population of **WHEEL LOADERS** working in Pakistan and is one of most reputed and respected brand of **WHEEL LOADERS** in the World and is very widely accepted by all kind of Industries.

Cont..... Page. 3

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Rejecting the offer based on the reasons mentioned in your letter will certainly is not understandable when knowing the fact that the similar model equipment is being used in much stringent conditions in a location very close to you geographically.

You are very kindly requested to review your decision based on the very factual position that we have clarified above, hence there is no reason for to be termed as non - complaint.

Kind regards,

Zeeshan KARIMI
Managing Director

CC: General Manager Procurement - SSGC

CC: Managing Director - Transparency International Pakistan

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