

**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 100 M.TON OF SHALE STABILIZER  
Tender Enquiry No PROC-FA/CB/WS/CHEM-1744/2016  
Due Date  
Evaluation Criteria FULL

**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 (SODIUM ASPHALT SULFONATE).	Metric Ton	100					

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 USD 4,500/= (US dollars Four Thousand Five Hundred 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 advice 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. Delivery period of the quoted product should not be more than 90 days after opening of Letter of Credit (LC).

**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 invariably mention the exact value of the properties of their quoted product along with detailed chemical composition. Only to write "conforming to" or "OK" will not be sufficient.

**A) TECHNICAL SPECIFICATIONS:**

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

**B) PERFORMANCE TESTS:**

SR. NO.	PERFORMANCE TESTS	REQUIRED SPECIFICATIONS	EXACT VALUE OF THE OFFERED PRODUCT
01	<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.	It should not be more than 0.30.	

02.	<p><b><u>Bentonite Inhibition Test:</u></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. 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**

SR. 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 number 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	

D) 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 2010** as a proof of Five (05) years experience.

SR. NO.	NAMES OF CLIENTS WITH ADDRESS AND TELEPHONE NOS.	CONTRACT / PURCHASE ORDER NOS. WITH DATE	QUANTITY SUPPLIED (M.TON)
01.			
02.			
03.			
04.			
05.			
06.			
07.			

E) NECESSARY ATTACHMENTS FOR TECHNICAL BID:

SR. NO.	DESCRIPTION	ATTACHED/ PROVIDED OR NOT.
01.	Product Data Memorandums in original printed by manufacturer.	Attached/ Not attached
02.	Material Safety Data Sheets in original printed by manufacturer.	Attached/ Not attached
03.	Valid ISO-9001-2008 certificate for manufacturing / Production of the quoted product / Mud chemicals.	Attached/ Not attached
04.	Original authority letter issued by the manufacturer to bidder for quoting their product.	Attached/ Not attached
05.	Company profile with manufacturing capability & Experience of last 05 years.	Attached/ Not attached
06.	Lab evaluation report of the quoted product from an internationally reputed third party laboratory in the light of technical specifications sheet at <b>A)</b> & Performance Test at <b>B)</b> .	Attached/ Not attached.
07	1 kg sample of offered product	Provided/ Not provided

PACKAGING:

The chemical should be packed as **25 kgs** 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 **01 M.Ton**, 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 product / mud chemical. In case of any ambiguity, the certificate will be verified from issuing authority.
2. **Minimum shelf life** of the quoted product **should not be less than 03 years.**
3. Technical Specifications Sheet of the quoted product duly filled-in must be enclosed in the technical bid.
4. **Delivery period** of the quoted product should not be more than **90 Days.**
5. Technical bids will be evaluated strictly on the basis of TORs of this particular tender enquiry as well as track record of **Bidder, Manufacturer & Local Agent** and the bid will be declared technically non-responsive if the previous performance of any of the stated entities, all its associated subsidiary undertaking whether by way of common directorship , common management and control , share holding or direct or indirect control through directors prove to be unsatisfactory and accordingly stand disqualified from participating in OGDCL tenders or contracts.
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 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. No sample will be accepted / entertained after 10 days of Technical Bid Opening if not provided along with the bid, and the bid will be rejected.
8. All the bidders must have to submit the lab evaluation report of their quoted product from any internationally reputed /recognized 3<sup>rd</sup> party laboratory, strictly as per technical specification sheet of the tender document, along with the technical bid.
9. The quantities of indented material can be increased or decreased at the time of finalization of case according to the requirement.
10. Prior to shipment of the material, the supplier of the product will be responsible for carrying out the inspection & Lab analysis of the material from the OGDCL approved third party inspecting agency/ Lab. The inspectors will be hired by OGDCL. After physical inspection, one representative sample of 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. Moreover if OGDCL intends to witness the TPI / visit the manufacturing facility, the vendor will be responsible to provide the "Invitation Letter" and facilitate the visit of the OGDCL Inspection Team, however the expenditure incurred on such visit will be borne by OGDCL.
11. In case of acceptance, duly endorsed TPI report by OGDCL officials will be forwarded to the supplier through email followed original by courier. This will be the go ahead for shipment. Shipment is required to be made in containers for minimizing damages to the costly chemical.

12. Material must have to be lifted back by the vendor if found not as per technical specification of this particular tender enquiry even after its receipt 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 allowed to bid for any future procurement.

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