



# ENVIRO-CHEM INTERNATIONAL

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Mr. Mazher Hussain Kazmi,  
Procurement Specialist AIT – ASP,  
(Assessment and Strengthening Program),  
House No. 14, Street No. 87, Sector G-63,  
Embassy Road,  
ISLAMABAD.

**Sub : TENDER NO:CEO/MZG/RE-4/T-ICB-02, OPENED ON 08-03-2012 FOR THE PROCUREMENT OF MAGNESIUM OXIDE OR MAGNESIUM HYDROOEXIDE BASE FUEL OIL ADDITIVE IN OIL DISPERSED FORM ALNOGWTH NECESSARY DOSING/MONITORING EQUIPMENTS/TANKS FOR UNIT 1~6 GENCO-III AT TPS, MUZAFFARGARH OPENED ON 08.03.2012.**

Dear Sir,

We refer to GENCO-III, tender enquiry no:CEO/MZG/RE-4/T-ICB-02, opened on 08<sup>th</sup> March, 2012 for the procurement of MgO or Mg(OH)<sub>2</sub> based fuel oil additive along with necessary dosing/monitoring equipments/tanks for Unit Nos. 1 ~ 6 at TPS, Muzaffargarh. During meeting CEO, TPS, Muzaffargarh had assured us that the evaluation of subject tender will be carried out on the merit basis only.

During our discussion with the members of committee formed for the evaluation of fuel oil additive tender. We had apprised the members of committee about the MgO based fuel oil additive offered by our company. However, we noticed that, the honorable members of committee were found more inclined towards fuel oil additive based on Mg(OH)<sub>2</sub> offered by our competitor, which was a clear indication that, the members had made up their minds to purchase the fuel oil additive based on Mg(OH)<sub>2</sub> only.

We participated in the tender with the understanding that, the fuel oil additive will be purchased on technical merit and competitive prices as mentioned in the tender documents. The prices of fuel oil additive offered by us are lower than the price of fuel oil additive offered by our competitor, but the tender evaluation committee instead of calculating the prices on the Magnesium contents (which is main valuable content of the fuel oil additive) is evaluating on the basis of dosages recommended by the supplier, which is incorrect and unjustified and contrary to the stoichiometric calculations, which are normally used to determine the requirement of fuel oil additive for the vanadium and sulphur present in the furnace oil.

Generally the prices of chemicals used for water treatment, oil treatment or any other process are determined on the basis of concentration of the main elements present in the chemical, like hydrazine, caustic soda, sulphuric acid and HCL etc.

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