



AM Associates Pvt Ltd

To,
The Chief Engineer (MM),
Islamabad Electric Supply Company (IESCO).

Our Ref:- AM/IESCO/140726

Your Ref:

Date:- July 14th, 2026

SUBJECT:-	CLARIFICATION REGARDING BIDDING DOCUMENTS OF • TENDER NO. 12 (PROCUREMENT OF AAC WASP CONDUCTOR (INSULATED).) TO BE OPENED ON 22-07-26. • TENDER NO. 13 (PROCUREMENT OF ACSR RABBIT CONDUCTOR (INSULATED).) TO BE OPENED ON 22-07-26.
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Dear Sir,

With reference to the subject tender, we wish seek your kind consideration regarding the following:

As mentioned in eligibility criteria in both tenders:-

- "Possession of valid prototype approval at the time of opening of bid."

As mentioned in of both tenders, under BDS clause No. 5:-

- "If a new firm emerged as a lowest bidder and having no experience will be awarded with educational/trial order."
- "Copies of P.Os of the similar nature product previously supplied to any formation of NTDC/WAPDA/DISCOs/GENCOs/Govt. Dept. during the last two years."

We respectfully submit that the requirements of prototype approval, educational orders or previous supply records, at time of tender opening, unnecessarily restrict participation to a small number of existing CARTEL members. These conditions prevent capable manufacturers from participating despite having the technical capability, manufacturing facilities, financial strength, and experience to successfully execute the contract.

M/s AM Associates (Pvt.) Ltd. has been engaged in the manufacturing and supply of Transmission & Distribution hardware and other power sector products since 1985. We have supplied our products to DISCOs and other power utilities across Pakistan for several decades. Our company possesses extensive experience in manufacturing, quality control, compliance with utility specifications, and execution of large-scale supply contracts.

WASP & RABBIT Conductors are standardized products manufactured according to approved technical specifications. Their quality and compliance is verified through prototype approval, type tests, routine tests, and inspections. Since this product is manufactured according to fixed specifications and is subject to testing before supply, any record of educational or regular order does not provide any additional assurance regarding product quality.

Also please note that the concept of prototype approval, educational orders and past supply record was originally introduced in S&S (NTDC) letter no. No.3187-97 dated 20.10.2015 for technically complex equipment such as static meters, transformers, and switchgear. Applying the same requirements to standardized product such as Ant & ACSR Conductors are officially and technically irrelevant. **It is further submitted that even in the case of AMR/AMI Meters, DISCOs did not apply these requirements as a mandatory eligibility condition. As a result, broader participation of qualified manufacturers such as our company became possible. Accordingly our company solely gave fair competition to the cartel members.**

Prior to our participation, the prevailing market rates of Three Phase AMI Meters were approximately in the range of Rs. 44,000/- to Rs. 46,000/- per meter, whereas Single Phase AMI Meter rates were approximately in the range of Rs. 24,000/- to Rs. 26,000/- per meter.

After our participation in competitive bidding, these rates substantially reduced to approximately Rs. 17,000/- for Three Phase AMI Meters and Rs. 11,000/- for Single Phase AMI Meters, thereby resulting in savings of multiple billions of rupees to the national exchequer.

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It is respectfully submitted that broad-based competition always benefits public procurement through transparent pricing and economical rates. Exclusion of technically capable bidders by imposing unnecessary conditions may discourage competition and strengthen cartel-like market conditions, ultimately causing financial burden upon national treasury.

M/s AM Associates (Pvt.) Ltd. is one of the largest suppliers of Transmission & Distribution hardware in Pakistan and has successfully supplied products to DISCOs throughout the country for many years. Our manufacturing facilities, technical expertise, financial capability, and quality control systems are sufficient to ensure successful execution of the subject contracts.

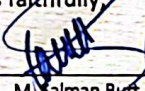
In view of the above, we respectfully request your good office to kindly amend the above mentioned clauses as:

- **Firms having no prior prototype approval may participate the tender subject to the submission of an undertaking for obtaining the prototype approval before the commencement of the delivery schedule.**
- **Past supply record of DISTRIBUTION material supplied to any DISCO.**

We remain confident that this approach will ensure wider participation, fair competition, and better value for IESCO, while quality and compliance will remain safeguarded through the inspection and testing provisions already contained in the tender documents.

Thanking you and looking forward to your favorable response.

Yours faithfully,


M. Salman Butt
GM Operations
AM Associates (Pvt.) Ltd.
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C.C The Chief Executive Officer, IESCO

For your information and
necessary action.

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