

The Manager (M.M)
HESCO Ltd,
2nd floor WAPDA Offices Complex,
Hussain Abad, Hyderabad.

Ref: Pico-2245-46
Date: 05.09.2026

SUBJECT: Request for Removal / Amendment in Tender Clauses Main Heading “BID DATA SHEET” and Sub Clause No. C-Preparation of Bid (6) against Tender No. 1971/26, Dated: 17.09.2026 for the Supply of 11kv Pin Insulator (Polluted Type)

Ref: 1. Pre-qualification Letter No. 541-55 Date: 03.07.2013
2. Prototype Letter No.2462-63 Date: 12.03.2024 (Valid Up to 11.03.2027)

Dear Sir,

We are writing to express our formal interest to participate in subject tender, we would like to inform you that we are Pre-Qualified Manufacturer of Poreclain Insulators under below category since 2001 and supplying to all Discos.

Sr.	Category	Item's
1.	M-4	 Item 1. LT Spool Insulator.  Item 2. 11 kV Pin Insulator.  Item 3. 33 KV Pin Insulator.  Item 4. Transformer Bushing.  Item 5. Cutouts

We have valid Prototype of 11KV Pin Insulator (Polluted Type) vide **Letter No.2462-63 Date: 12.03.2024**, and we are interested to participate in subject tender for healthy competition and establishing a mutually beneficial business association with your esteemed organization, as EMCO is solemnly supplier of this Item. We are keen to participate in this tender, however the Main Heading “BID DATA SHEET” and Sub Clause No. C-Preparation of Bid (6) of tender assigned to us is creating an obstacle to our participation.

Firstly, It is very important to mention that we have not made any supplies during the last 3 years because no tender for the relevant product was floated by your Organization (HESCO)

Secondly, Whereas EMCO Industries Ltd Lahore and Pakistan Porcelain Insulator Co, Sheikhpura both are the only manufacturers who can produce this item in Pakistan. Now in the case when one

party wins the tenders regularly throughout 3-5years, then how can the second party could produce at least one or more Purchase orders?

Thirdly, the main reason is that HESCO is the only purchaser and user of this particular item while the other DISCOs do not use / purchase it and the tender of said item by the HESCO is floated approximately after every 3-4 years. Whereas, the other items i.e., 11KV Pin Insulator (Normal Type) is being purchased by other DISCOs on regular basis and the Pakistan Porcelain Insulator Company has a good record of providing 11KV Pin Insulator (Normal Type) which is evident from the record mentioned below:

Following is the list of supplied material since 19.03.2024 to onwards under new management for your satisfaction. (P.O, ICs, n GRNs are enclosed)

DISCO	Description of Material	P.O No. & Date	Quantity on Order	Delivery Schedule		Qty Supplied	Last Date of Supply
				Time Period	Qty		
LESCO	11KV PIN INS. Normal	4260-p4/ 30.01.26	60000	120Days	50%	30000	17.08.26
LESCO	11KV PIN INS. Normal	4612 / 08.08.25	40000	120Days	full	40000	29.04.26
LESCO	L.T Spool Insulators	4566 / 30.05.25	46000	120Days	full	46000	03.11.25
SEPCO	11KV PIN INS. Normal	09/809-A dt 03.02.25	25000	90Days	full	25000	24.06.26
GEPCO	L.T Spool Insulators	2041-44 / 07.08.24	8250	165 Days	full	8250	05.12.24
GEPCO	L.T Spool Insulators	2763 / 22.07.24	55000	120Days	full	55000	05.12.24

Working under New Management

Since 19.03.2023, the new management has taken significant steps to improve and modernize the overall operation of the factory. A dedicated and competent technical and operational team has been established, along with substantial investment in plant, machinery, automation, and infrastructure. The production system has been upgraded through the installation of automated system and the development of a new kiln, resulting in better process control and improved production efficiency as well as quality. Furthermore, the **Marketing department and laboratory facilities have been strengthened and upgraded**, with greater emphasis placed on quality assurance and quality control. The management has also focused on identifying and eliminating recurring quality issues through systematic monitoring, testing, corrective action, and process improvements.

As a result, the quality of the products supplied by the company has been consistently maintained and further improved. The **Quality Control system has been strengthened and made more systematic**, ensuring better control over raw materials, production processes, testing, and final products. These improvements have contributed towards greater product reliability, consistency, and customer satisfaction.

The new management assures you sir, the complaint / defect free 11KV Pin Insulator (Polluted Type) will be supplied if we succeed in winning the purchase order. In view of the above, ***we respectfully request you to please remove the subjected clause and amendment accordingly may be issued well before 17.09.2026 (opening date of tender) in order to ensure healthy competition in the best interest of HESCO.***

Thanking you.

Your truly,



Aziz-ur-Rehman
(Managing Partner)

Pakistan Porcelain Insulator Co.