



COMPANY PROFILE

BEIJING LAHORE TRADING INTERNATIONAL (PRIVATE) LIMITED



KEYS OF ALL PROCUREMENT IN ONE PLACE

WWW.DECON.COM.PK



OUR BUSINESS IS MARKETING YOUR BUSINESS



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About Company

Beijing Lahore Trading International Pvt. Ltd. (BLT) after being incorporated in November 2007 has been registered as a private limited entity in Pakistan fulfilling all legal formalities. Since then, BLT due to the commitment and dedication of its management has achieved many milestones in a very short span of time. All these achievements have been described below in detail.

One result of our success is BLT’s established links with manufacturers in different parts of the world. It is to be noted here that it is BLT’s main obligation to only register itself with manufacturers holding good repute and the keenness to produce the best quality products at competitive prices.

BLT aims to provide services in the following fields:

- Project management for EPC contracts related to overhead power transmission lines, substations and power plants.

- National and International Trading/ Indenting.
- Working as Local Representative in Pakistan for Renowned Manufacturer’s, EPC Contractors and Industrial Groups from around the world.

The company in such a short span of time of its existence has already established firm contacts and association with reputable manufacturers of Lattice Steel Towers, Power Transformers, Distribution Transformers and Insulated Cables & Bare Conductors, Transmission Line Erection Machinery etc. from Peoples Republic of China, Japan and Germany.

To further expand our business, we are looking forward to associate ourselves with local as well as overseas turnkey contractors, who are interested to work on substation, transmission lines and power plant and dam projects in Pakistan. Our capacity to provide local support is much beyond the capacity of what the local representatives usually provide. Apart from providing lobby support which is required to win contracts, we also provide technical services for supply of equipment, civil work design, survey, soil investigation and civil work construction through our sister company.

Power utility companies, which are state owned, have regular demand for equipment and material for existing and upcoming transmission lines, substations and power plants. Procurement to fulfill this requirement is done by the utility companies through tenders.

Apart from above, we are also keeping our eyes on mega-projects which require funding. These projects can be executed either on supplier’s credit, Built Operate and Transfer (BOT) or any other arrangement which can be mutually negotiated with the Government funding for such tenders is usually done through World Bank, Asian Development Bank, Kuwait Fund and JBIC.

BLT is fully capable and competent to provide local support for turnkey projects that an overseas company would require, including advance information, much before the tender is officially floated.

We in BLT would continue to strive hard to provide honest, efficient and professional services to all the Overseas Companies whom we represent in Pakistan.






OUR MISSION

Our dream is to become a business leader in the field by executing our four core values – Lead, Deliver, Grow and Sustain.



OUR VISION

BLT vision is to cater to our client needs according to the highest standards of excellence.



OUR GOALS

We believe in rapid growth, which can sustain, without compromising on quality, safety and timely delivery of the Projects.



Chief Executive's Statement

As one of the most established organizations in Pakistan, the company has over the years developed extensive expertise in a variety of specialized fields. We are honored of our continuous success as BLT is one of the fastest growing trading company of Pakistan.

Since inception, we have continued to challenge ourselves as a trading company both domestically and internationally, in order to respond to the changing needs and demands of our clients and the market. As a private sector company, we drive our business forward by providing quality, reliable, competitive and timely services.

Our mission is to:

- o Develop long lasting relationships with our employees and customers
- o Understand and exceed customer expectations and requirements
- o Enter every opportunity with a spirit of open communication, innovation and integrity.

Client satisfaction is our top most priority which is followed by addressing engineering problems with innovative solutions.

The dream is to become a business leader in the field by executing our four core values – lead, deliver, grow and sustain. Based on these values, our team of experienced and trained engineers and other associated professionals, provide high quality services in the all disciplines.

TAHIR SULTAN
CHIEF EXECUTIVE



Company Information

Ownership

Tahir Sultan
Aliya Tahir

Chief Executive
Director

Key Staff

Mohammad Tayyab Sultan
Mubasher Islam
Naseer Ahmed
Tyqa Mukhtar

Director Operations
Manager Business Development
Accounts Manager
Sales Officer

Bankers

SILK Bank Ltd., PECO Road Branch

Internal Auditors

Uzair Hammad Faisal & Co.,

External Auditors

Uzair Hammad Faisal & Co.,

Registered Name

Beijing Lahore Trading International (Private) Limited

Registered Office

38-Block-1, Sector B-1, Township
Lahore, Pakistan
Tel: +92 42 3521 3356-7
Fax: +92 42 3521 3358
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No. of Employees

10

SECP License

0063399

National Tax No.

3038437-7

BLT's Services

BLT diversified supplies and services are handled in its various well-organized divisions. The company is maintained by its well organized sections covering finance, personnel, electronic data processing, logistics and public relations.

BLT offers a variety of services to meet our client's project's needs, to take them from collaboration meetings all the way to ribbon-cutting and beyond. We believe that every project is unique, and can customize our approach to fit our client's particular project.

We strive to serve our customers through a dedicated sales and support team. While we offer many services, our primary goal is to provide ingredient distribution, logistics and global sourcing with standards of excellence. Through our innovative execution of these services we are able to meet and exceed our customer's unique business needs and help their businesses grow.

BLT has built a solid reputation of always providing its customer with the best.

At BLT, we build projects and strong relationships through quality, integrity and teamwork. Our goal is to exceed our clients expectations. We focus on making every project the best it can be. We continuously keep on improving our internal systems supported by the latest technology, deep in-house resources. BLT belief that we succeed only when our customers achieve their goals and because we know that our customers trust us to work, we have developed strict quality standards for working on projects.

In BLT our purpose is to provide services for;

- International Trading and Indenting.
- Project management for EPC contracts related to overhead power transmission lines, substations and power plants.

GRID STATIONS

We can manage supply of all major / minor electrical equipment required to build-up an AIS or GIS Grid Station from 132kV to 500kV or even more. Our Principal's List includes more than 50 renowned manufacturers of Power Transformer, Circuit Breakers, Current Transformers, AIS / GIS, SCADA Systems etc., offering a complete turnkey solution for Grid Station Procurement.



SOLAR POWER

A feather in our offered services comprises Solar Power Solutions. We have developed a special unit to design, procure and install such units based on your requirement and feasibility, specially designed for you.

TRANSMISSION LINES

We have procured more than 40,000 Tons of Steel Towers (220 & 500kV) for NTDC's various T/L projects, from our renowned Principals. We represent a number of top class Chinese, Japanese and European manufacturers of Steel Towers, Conductors & Cables, Insulators, Hardware etc. which give procurement solutions for complete transmission line materials.



GENERAL TRADING & INDENTING & PROJECT MANAGEMENT

We are well versed and experienced in Management of Power Projects as well as General Trading and Indenting for bulk quantities of any item / machinery /commodity, based on your requirement. We can work-out and manage import / export of any item you may need to. And, we can also Manage your Projects to achieve your progress goals.



Our Team

Teamwork Makes the Dream Work!

Quality work doesn't happen without quality people, the kind who learn from, teach and enrich each other every day. BLT's success over time is a tribute to the talent and creativity of its people.

Our people constantly reevaluate, refine and search for new opportunities, while at the same time taking great care not to sacrifice the quality and excellence the company is so noted for.



TAHIR SULTAN
CHIEF EXECUTIVE

With Bachelors in Civil Engineering (1980), from University of Engineering & Technology (UET), Lahore and Masters in Civil Engineering (1986) from Wayne State University, Detroit, USA, he has an extensive experience in Project & Construction Management, Foundations Design and Geotechnical Analysis. Besides general civil engineering projects, his Project & Construction Management experience particularly pertains to the power projects, including Overhead Power Transmission Lines and Grid Stations. His Project Management experience, in the top management positions, encompasses all the related key activities, including tender pricing, contract negotiations, project scheduling, procurement planning, resource organization, quality control & assurance and financial planning.



TAYYAB SULTAN
DIRECTOR OPERATIONS



MUBASHER ISLAM
MANAGER BUSINESS DEVELOPMENT



NASEER AHMAD
ACCOUNTS MANAGER



TYQA MUKHTAR
INTERNATIONAL
SALES OFFICER



HASSAN MEHMOOD
ASST. MARKETING

Core Values

Our dream is to become a business leader in the field by executing our four core values – Lead, Deliver, Grow and Sustain.



Lead

With unshaken commitment to quality and in order to maintain high customer satisfaction, we set forth to build success story of BLT. we are confident to become market leaders in the services that we provide.



Grow

BLT is proud to have most diverse, skilled and specialized workforce in the company. Our success depends on diversification of our services which makes the company grow with time.



Deliver

BLT is highly qualified to cater to its client needs according to the highest standards of excellence. We innovate to deliver the solutions that will drive our customers' requirements.



Sustain

We believe in rapid growth, which can sustain, without compromising on quality, safety and timely delivery of the Projects.

Our Renowned Overseas Principal

- 1) China National Heavy Machinery Corporation (CHMC) (EPC Contractor)
- 2) Fujikura Ltd., Japan
- 3) ZECK GmbH & ZECK TSE International Limited (Transmission Line Stringing & Erection Machinery)
- 4) Pinggao Group Co. Ltd, China (Grid Station Equipment)
- 5) Zhejiang Tongxing Iron Tower Co. Ltd, China (Steel Towers)
- 6) Changsha Huaneng Automatic Control Group Co. Ltd., China (Grid Station Equipment)
- 7) Zhejiang Shengda Steel Tower Co. Ltd., China (Transmission Line Material)
- 8) Wuhan Tianhe Technology Company Ltd. (Plasma Ignition & Combustion System)
- 9) Shandong Taikai Transformer Co., Ltd. (Power Transformers)
- 10) Hangzhou Cable Company Ltd. (Conductor, Shieldwire)
- 11) SBB inc. (Emergency Restoration System)

Our Key Projects

Grid Station & Transmission Line Projects

S.N	PROJECT	SCOPE OF WORK	CLIENT	PRINCIPAL	YEAR
1	ADB-Tr-III-FESCO-02	Supply, Installation, Testing & Commissioning of 04-Nos. 132kV Grid Stations	Chief Engineer Development (PMU) - FESCO	PINGGAO Group Co., Ltd.	2016-2018
2	ADB-Tr-III-MEPCO-05	Supply, Installation, Testing & Commissioning of 01-Nos. 132kV Grid Station	Chief Engineer Development (PMU) - MEPCO	PINGGAO Group Co., Ltd.	2016-2018
3	CPP-01R-2015	Design, Supply, Installation, Testing & Commissioning of 500kV Quad Bundle T/L Double Circuit Transmission Line from Thar to Matiari (143-Km)	Chief Engineer Development (MP&M) -NTDC	CHMC - Potential JV	2016-2018
4	ADB-Tr-III-LESCO-14	Supply, Installation, Testing & Commissioning of 02-Nos. 132kV Grid Stations	Chief Engineer Development (PMU) - LESCO	PINGGAO - Potential JV	2013-2014
5	ADB-Tr-III-PESCO-01	Supply, Installation, Testing & Commissioning of 02-Nos. 132kV Grid Stations	Chief Engineer Development PMU - PESCO	PINGGAO - Potential JV	2013-2014
6	Load Despatch System Upgradation Project	Installation of OPGW on 132/220/500kV T/Ls (in Live Line Conditions)	National Power Control Center (NPCC) - NTDC	VISCAS Corporation, Japan	2010-2012

Supply Projects

S.N	PROJECT	SCOPE OF WORK	CLIENT	PRINCIPAL	YEAR
1	ADB-42R-2008	Supply of 220kV Latice Steel Towers	Chief Engineer MP&M - NTDC	Sinotech Co., Ltd., China	2009
2	ADB-20 (Lot-1A)	Supply of 220kV Latice Steel Towers	Chief Engineer MP&M - NTDC	Zhejiang Tongxing Iron Tower Co., Ltd., China	2010
3	2017-24-R1	Supply of 220kV Latice Steel Towers	Chief Engineer EHV-1 - NTDC	Zhejiang Tongxing Iron Tower Co., Ltd., China	2010-2011
4	WPP-05-2015(Lot-1)	Procurement of Transmission Line Material (220kV Steel Towers)	Chief Engineer MP&M - NTDC	Zhejiang Shengda Steel Tower Co., Ltd., China	2014
5	SPP-01R-2015	Procurement of Transmission Line Material (220kV Steel Towers)	Chief Engineer MP&M - NTDC	Zhejiang Shengda Steel Tower Co., Ltd., China	2015-2016
6	GPP-01-2015	Procurement of Transmission Line Material (500kV Steel Towers)	Chief Engineer MP&M - NTDC	Zhejiang Shengda Steel Tower Co., Ltd., China	2016-2017
7	Transmission Line Stringing Equipment	Procurement of Transmission Line Stringing Equipment	M.R Electric Concern Pvt. Ltd., Lahore	ZECK GbmH Germany	2017

Work Site Pictures





CHMC - Potential
Joint Venture



CONTRACT SIGNING CEREMONY

CE-01(R)-2015

Welcome

CHMC - Potential
Joint Venture

CONTRACT SIGNING
CEREMONY

CE-01(R)-2015

3, 2016



国家电网
STATE GRID

平度
PINGDU

巴基斯坦 FESCO-02 项目签约仪式

Pakistan FESCO-02 project signing ceremony



Corporate Social Responsibility

BLT Corporate Social Responsibility (CSR) policy refers to its responsibility towards the downtrodden in society, primarily targeted towards the white collared in society who require financial help to make ends meet but would hesitate for seeking help.

We consider our company presence in society as a source of relief for those who are committed to live with dignity, independence and freedom but are stuck in the vicious cycle of poverty due to unfortunate circumstances. At BLT, we believe in giving back to the world and maintaining our humanitarian efforts to create lasting, sustainable changes in the lives of those who need a helping hand.

To create a sustainable budget for this work, BLT dedicates 2.5% of its gross revenue to CSR.

OUR WORK:

- Provision of financial assistance to underprivileged parents to help them arrange wedding for their daughters.
- Financial aid to students in schools and colleges who cannot afford the fee.
- Help wear off loans to those who don't have capacity to pay them back.
- Monthly income to those in need or those who are too old or disadvantaged to work and earn an income.
- Donations made to hospitals as well as institutions that look after handicapped individuals.



Testimonials

BLT is well managed, professional in their working and overall very responsible and competent.

CSUN Power International Co, Ltd.

We have worked with many companies, Beijing Lahore Trading is among the best of the best!

PINGGAO Group Co., Ltd., China

Team BLT is very professional in their work. We are confident that every project we work on together will be performed in an expeditious and professional manner. Furthermore, knowing BLT on a project team gives me comfort that we will achieve our goals.

China National Heavy Machinery Corporation

They were responsive and attentive to detail, and we would not hesitate to refer business to them.

ZECK GmbH and Zeck TSE International Limited

<https://www.zeck-gmbh.com/machines/>
<http://zeck.co.th/index.php/products/>



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