



Agricultural Growth Program-  
Livestock Development Market



## Re-advertisement-Request for Quotation (RFQ)

<b>RFQ Number:</b>	039
<b>Issuance Date:</b>	20 July 2016
<b>Deadline for Offers:</b>	15:00, Addis Ababa, East Africa Time Zone, 05 August 2016
<b>Description:</b>	Supply of Three units of Turn key milk Processing Plants (Pasturized Milk and Yogurt)
<b>For:</b>	Agricultural Growth Program – Livestock Market Development (AGP-LMD) in collaboration with Jantekel, Gojjam and Bokra dairy cooperatives unions
<b>Funded By:</b>	United States Agency for International Development Contract No. AID-663-C-12-00009, and the three cooperative Unions.
<b>Implemented By:</b>	CNFA
<b>Point of Contact:</b>	Ashenafi Gebremedhin, Procurement and Logistics Manager USAID/Agricultural Growth Program – Livestock Market Development Project Agricultural Growth Program – Livestock Market Development Project CMC Road – Opposite Civil Service University Palm Building 3rd Floor Tel: +251 11645 0077 Addis Ababa, Ethiopia Email: agebremedhin@livestockmarketdevelopment.com

### Background:

The AGP-LMD Project is a USAID program implemented by CNFA –an American international development organization- in Ethiopia. The goal of the AGP-LMD is to build on the Government of Ethiopia's initiatives and renewed commitment to increase agricultural and livestock productivity and competitiveness, as well as the U.S. Government's Feed the Future initiative. As part of project activities, the AGP-LMD Project requires the procurement of three units of TURN KEY milk Processing Plants (Pasturized Milk and Yogurt).

AGP-LMD is soliciting quotations from eligible and responsible firms for the procurement of the above referenced equipment. Once vendor(s) are selected, CNFA will issue purchase orders for the equipment quoted by the vendor, up to the maximum stipulated later in this RFQ.

The final DELIVERY LOCATION will be Amhara (Gondar and Dejen town) and Tigray (Michew town) regions, at the site of the projects, Ethiopia.

However, for the sake of conformity, all vendors are requested to submit their financial offers based on delivery location at CIF Djibouti. Negotiations will be conducted with the shortlisted vendors to include the cost of transportation from Djibouti to the final destination in the above mentioned regions.

### LEGAL DOCUMENTS TO BE ATTACHED IN A SEPARATE ENVELOP ARE:

- 1- International renewed business license (for International Vendors, or local agents renewed business license for local vendors).
- 2- Manufacturers' technical competency certification from the authorized body of the manufacturers' country.



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- 3- Manufacturer's authorization original letter for this specific RFQ. This applies to both international and local vendors.
- 4- Authorization letter from International vendors who do not have representative in Ethiopia or for any reason are not going to be able to attend the bid opening. The letter authorizes the Procurement Committee to open the bid in their absence.

Failure to submit the above mentioned legal documents will lead to disqualify the offeror.

Please submit the bid for the equipment described in the attached pages in accordance with the instructions and terms and conditions of the RFQ as described below.

This RFQ includes the following sections:

1. Offer Deadline and Protocol
2. Questions/Clarifications
3. Prohibited Sources
4. Eligibility of Offerors
5. Quotations
6. Terms and Conditions of the RFQ
7. Basis of Award
8. Negotiations
9. Place of Performance
10. Payment and Award
11. List of Equipment
12. Technical Specifications

Attachment 1: Cover Letter

All correspondence and/or inquiries regarding this Request for Quotation must be in accordance with the instructions contained in this RFQ. Failure to comply with the instructions described in this RFQ may lead to disqualification of an offer from consideration.

**1. OFFER DEADLINE AND BID OPENING PROTOCOL**

Offers must be received no later than 15:00, Addis Ababa, East Africa Standard Time, on 05 August 2016. Late offers will not be considered by AGP-LMD.

Submission of offers must be in HARD COPY. NO EMAIL SUBMISSION ARE GOING TO BE CONSIDERED. Offers must be sent by hand, or DHL using sealed envelopes to the party listed below on or before the designated offer receipt date and closing time. Please make sure that your bid documents sent through DHL are delivered to the AGP-LMD office at CMC Road – Opposite Civil Service University, Addis Ababa, Ethiopia.

One original and one copy of the technical offer shall be submitted in ONE SEPARATE ENVELOP.

One original and one copy of the financial offer shall be submitted in ONE SEPARATE ENVELOP.

Accordingly, there will be three envelopes per offer:

- I. The legal documents envelop
- II. The technical offer envelop



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III. The financial offer envelop

The technical offer should include the design and layout of the production line, technical drawings and data sheets, as well as pictures of the equipment to be used with clear indication of the manufacturer and the origin.

The Technical offer should also include the vendors delivery time (in calendar days), warranty period, after sale service, past performance on similar or related agro or food processing projects in Ethiopia and Africa.

As these are turn key projects, vendors shall include the cost of installation, commissioning and basic training in the financial offer.

Please indicate RFQ-AGP-LMD-039 on the three envelops.

Mr. Ashenafi Gebremedhin  
Procurement and Logistics Manager  
Email: [agebremedhin@livestockmarketdevelopment.com](mailto:agebremedhin@livestockmarketdevelopment.com)  
USAID/Agricultural Growth Program – Livestock Market Development Project  
Agricultural Growth Program – Livestock Market Development Project  
CMC Road – Opposite Civil Service College  
Palm Building 3rd Floor  
Addis Ababa, Ethiopia

- IV. Bid opening will be conducted at 4:0 pm on August 05, 2016 at AGP-LMD office. Bidders representatives must attend the bid opening, and should come with official representation letter from their company. Those bidders who will not be able to participate in the bid opening, must submit an Authorization letter from International vendors who do not have representative in Ethiopia or for any reason are not going to be able to attend the bid opening. The letter authorizes the Procurement Committee to open the bid in their absence. (Please refer to the page 1- point 3 in the list of legal documents that must be submitted in response to this RFQ)

**2. QUESTIONS/CLARIFICATIONS**

All questions and/or clarifications regarding this RFQ must be in writing and can be submitted to [agebremedhin@livestockmarketdevelopment.com](mailto:agebremedhin@livestockmarketdevelopment.com) and [salrufai@cnfaethiopia.org](mailto:salrufai@cnfaethiopia.org). Questions and requests for clarification must be received by email no later than 15:00, Addis Ababa, East Africa Time Zone, on Wednesday, July 27, 2016. Questions must be submitted in writing; phone calls will not be accepted. Questions and requests for clarification—and the responses thereto—that CNFA believes may be of interest to other offerors will be circulated to all RFQ recipients who have indicated an interest in bidding.

Only the written answers issued by CNFA and posted on “[www.2merkato.com](http://www.2merkato.com)” after 27 July 2017, will be considered official and carry weight in the RFQ process and subsequent evaluation. Any verbal information received from employees of CNFA or any other entity should not be considered as an official response to any questions regarding this RFQ.

**3. PROHIBITED SOURCES**

The following applies to this RFQ, all related correspondence, and any resulting subcontract:



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- A. No items, items with components from, that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries may be offered: Burma (Myanmar), Cuba, Iran, North Korea, (North) Sudan and Syria. Related services include incidental services pertaining to any/all aspects of this work to be performed under a resulting subcontract (including transportation, fuel, lodging, meals, and communications expenses).

#### **4. ELIGIBILITY OF OFFERORS**

In accordance with Federal Acquisition Regulation Clause 52.209-6, “Protecting the Government’s Interest When Subcontracting with Contractors Debarred, Suspended, or Proposed for Debarment,” (OCT 2015), all offerors must certify that they are not debarred, suspended, or proposed for debarment by the USG. AGP-LMD will not award a subcontract to any firm or firms’ principals who are debarred, suspended, or proposed for debarment, or who proposes to do business with firms (including subcontractors) or firms’ principals who are debarred, suspended, or proposed for debarment, in the performance of the requirement of this activity.

#### **5. QUOTATIONS**

Quotations in response to this RFQ must be priced on a fixed-price, all-inclusive basis, including delivery and all other costs. Pricing must be presented in USD. Offers must remain valid for not less than 90 calendar days after the offer deadline. Offerors are requested to provide quotations for each of the sub sections in Section 12 separately on official letterhead or format; in the event this is not possible, offerors may complete the table in Section 12 by choosing the subsection of their interest.

In addition, offerors responding to this RFQ are requested to submit the following:

- A separate quotation for each of the sub sections below Section 12. All quotations should be submitted within the same envelope or package.
- Organizations responding to this RFQ are requested to submit a copy of their official registration or business license. This document should be submitted within the same LEGAL DOCUMENTS ENVELOP.
- **IN THE COVER LETTER**, interested vendors should also submit the following information:
  - Bidder’s full legal name, contact information, and the name of the authorized representative;
  - The duration of the validity of the quotation. The duration of validity of the quotation should be no less than 90 days;
  - Two year comprehensive warranty including installation, commissioning, and staff training. The supplier should warranty that the products supplied under the contract are the latest version and that they incorporate all latest improvements in the design and/or features.

#### **6. TERMS AND CONDITIONS OF THE RFQ**

Issuance of this solicitation does not in any way obligate AGP-LMD to award a subcontract, nor does it commit AGP-LMD to pay for costs incurred in the preparation and submission of the offer. AGP-LMD reserves the right to accept, reject any or all of the bids. AGP-LMD reserves the right to make revisions to the content and order of the provisions in the actual purchase document prior to execution by AGP-LMD and the selected awardee.

Please note This solicitation is subject to the following terms and conditions:



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- a) CNFA's standard payment terms are net 30 days after receipt and acceptance of any commodities or deliverables. Payment will only be issued to the entity submitting the offer in response to this RFQ and identified in the resulting award; payment will not be issued to a third party.
- b) Any award resulting from this RFQ will be in the form of a Purchase Order, which is a simple method by which CNFA will fill anticipated repetitive needs for equipment up to a maximum amount. Once vendor(s) are selected, CNFA will issue purchase orders for the equipment quoted by the vendor, up to the maximum stipulated later in this RFQ.
- c) No commodities or services may be supplied that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Burma (Myanmar), Cuba, Iran, North Korea, (North) Sudan, Syria
- d) **Any international air or ocean transportation or shipping carried out under any award resulting from this RFQ must take place on U.S.-flag carriers/vessels. Any additional costs resulting from shipping the goods via U.S. flag should be factored into the final prices presented by the offerors.**
- e) Preference is for offerors who can supply locally, or have established businesses or representations in Ethiopia or East Africa.
- f) United States law prohibits transactions with, and the provision of resources and support to, individuals and organizations associated with terrorism. The supplier under any award resulting from this RFQ must ensure compliance with these laws.
- g) The title to any goods supplied under any award resulting from this RFQ shall pass to CNFA following delivery and acceptance of the goods by CNFA. Risk of loss, injury, or destruction of the goods shall be borne by the offeror until title passes to CNFA.
- h) Prices should clearly indicate, in separate lines, the basic price, and any additional taxes, including but not limited to VAT, customs, duty etc.
- i) All offers should be submitted in English.
- j) The winning offeror shall forward a performance guarantee of at least 10% of the cost of the procurement contract, prior to signing the procurement contract.

## 7. **BASIS FOR AWARD**

The award will be made to a responsible offeror whose offer follows the RFQ instructions, meets the eligibility requirements, and is determined via a trade-off analysis to be the best value based on application of the criteria below. A Review Panel, appointed by the AGP-LMD project, will evaluate quotations submitted by eligible firms in accordance with the following:

- **Technical – 30%:** Responsiveness to the technical specifications and requirements.
- **Delivery – 25%:** The speed of delivery.
- **After-Sales Services – 20%:** The ability for the offeror to provide after-sales services, including warranty and routine maintenance, particularly in the areas outside of the capital city. Service center(s) will be evaluated on ability to be equipped with tools, staffed with technical personnel, and stocked with spare parts for after-sales service.
- **Price – 25%:** The overall cost presented in the offer.

Please note that if there are significant deficiencies regarding responsiveness to the requirements of this RFQ, the offer may be deemed “non-responsive” and thereby disqualified from consideration. CNFA reserves the right to waive immaterial deficiencies at its discretion.



## 8. NEGOTIATIONS

Best-offer quotations are requested. It is anticipated that award will be made solely on the basis of these original quotations. However, CNFA reserves the right to:

- Conduct negotiations with and/or request clarifications from any offeror prior to award;
- While preference will be given to offerors who can address the full technical requirements of this RFQ, CNFA may issue a partial award or split the award among various suppliers, if in the best interest of the AGP-LMD Project.
- Cancel this RFQ at any time.

## 9. PLACE OF PERFORMANCE

The delivery location for the items described in this RFQ is Amhara (Gonder and Dejen town), and Tigray (Michew town), Ethiopia.

However, for the purpose of conformity, all vendors are requested to submit their financial offers based on delivery location at CIF Djibouti. Negotiations will be conducted with the shortlisted vendors to include the cost of transportation from Djibouti to the final destination in the above mentioned regions.

## 10. PAYMENT AND AWARD

The Purchase Order will be awarded to the offeror whose quotation represents the best value to AGP-LMD. The payment will be made through a Purchase Order between AGP-LMD and the offeror for fulfilling subsequent Purchase Orders.

Bidders are responsible for ensuring that their offers are received in accordance with the instructions stated herein. Failure to adhere to the instructions described herein may lead to a quotation's disqualification from consideration.

The negotiated purchase order/contract is subject to AGP-LMD terms and conditions.

Please note that in submitting a quotation, the bidder understands that USAID is not a party to this RFQ. Therefore the bidder agrees that any protest hereunder must be presented — in writing with full explanations — to AGP-LMD for consideration, as USAID will not consider protests regarding procurements carried out by implementing partners. CNFA, the implementer of AGP-LMD, at its sole discretion, will make a final decision on the protest for this procurement.

## 11. LIST OF EQUIPMENT

### 1000 Litter per Hour dairy processing Line (1 Production Line)

1. MILK RECEIVE AND STORAGE UNIT WITH CONTROL SYSTEM
2. HOMOGENIZER/PASTEURIZE/CREAM SEPARATER UNIT
3. FILLING UNIT AND PACKING
4. CIP UNIT
5. ACCESSORY EQUIPMENTS
6. INSTALLATON UNIT

### 500 liter per hour milk processing plant (2 Production Lines)

1. MILK RECEIVE AND STORAGE Unit
2. HOMOGENIZER/PASTEURIZE/CREAM SEPARATER UNIT





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3. FILLING AND PACKING UNIT
4. CIP UNIT
5. ACCESSORIES
6. INSTALLATION UNIT

## **12. TECHNICAL SPECIFICATIONS**

The tables below contains the technical requirements of the commodities/services. Offerors are requested to provide quotations containing the information below on official letter headed or official quotation format separately for each subsection. In the event that this is not possible, offerors may complete the table below by choosing the subsection of their interest and submit a signed/stamped version to AGP-LMD.

### **1. Supply of one (1) 1000 Lt per Hour Dairy processing Line**

#### **1.1. General requirements**

The process capacity of the plant should reach 10, 0000liters of milk per day into a range of dairy products consisting of pasteurized milk, Yogurt, Cream, table butter and other pasteurized milk products on average. At least 1000 litter per hour, operational 300 days/year, Running 10 hr/day, daily. The plant is expected to be fully operational and serve for about 20 years with proper maintenance. The packing unit for milk and yogurt should be product of latest engineering design.

#### **A.Primary intended use:**

- Processing for raw milk, yogurt, cream, butter and other cultured products
- Processing efficiency: 100 % clean and quality final product.
- Processing temperature : 85-90 0c
- Cleaning temperature : +85 0c
- Outgoing milk temperature: 4 0c

#### **B. Materials**

All parts of the item or unit bid upon should be made of materials which are suitable for the intended service made of 304 stainless steel(SUS or AISI or better grade).The materials shall be free from objectionable characteristics or defect which would adversely affect the appearance or functionality of the finished products such as meeting recommended hygienic and food safety standard.

#### **C. Frame**

The frame should be made of SUS 304 stainless steel, or equivalent or better and capable of holding all the machines and accessories fully loaded to recommended capacity.

#### **1.2. General Specification**

All parts and accessories not specifically mentioned that are necessary to provide complete, efficient and functional unit should be furnished as part of this bid in accordance with current engineering practices and



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according to prevailing trade provisions. In general the plant should be low noise level, Vibration-free running, and ease of operation, fully enclosed degree of safety, fully enclosed installation and service manual.

**A. Wastewater Treatment** treatment facility for the Waste water from the CIP operations, case washing, and sludge from the separator before discharging for proper disposal is needed. The final effluent should meet the requirements of Pollution Control Board and is necessary to get clearance from them.

**B. Electric power:** Frequency 50/60 Hz, 380 Volt.

**Detailed Specifications:**

Line Item#	Item	Capacity	Qty	Technical Specifications	Unit Price USD	Total Price USD
<b>A- MILK RECEIVE AND STORAGE UNIT WITH CONTROL SYSTEM</b>						
A-1	electronic scale		1-pcs	maximum weighing 500KG		
A-2	milk weighing tank	V=300L	1-pcs	304 stainless steel(SUS or AIMI or better grade) single layer, product fed in through 40 mesh filter net, CIP cleaning ball		
A-3	milk acceptor	V=500L	1-pcs	304 stainless steel(SUS or AIMI or better grade) single layer, CIP Cleaning ball		
A-4	Milk pump	Q=10t/h	1-pcs	304 stainless steel(SUS or AIMI or better grade), pump lift 24M		
A-5	Twin piping filter	Q=10T/h	1-pcs	304 stainless steel, SUS or AIMI or better grade, two pipe, Stainless Steel Filter Element 100 mesh		
A-6	chilling tank	V=4000L	1-pcs	304 stainless steel(SUS or AIMI or better grade) double jacket, attached with compressor, temperature automatic control		
A-7	milk pump	Q=10T/h	1-pcs	304 stainless steel(SUS or AIMI or better grade), pump lift 24M, frequency converter control		
A-8	Milk plate chiller	10T/h	1-Pcs	304 stainless steel(SUS or AIMI or better grade), with all accessory and link to other to drop/decrease temperature of raw milk		
<b>B- HOMOGENIZER/PASTEURIZE/CREAM SEPARATER UNIT</b>						
B-1	plate type pasteurizer	Q=1T/h	1-Pcs	304 stainless steel(SUS or AIMI or better grade), plate		





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				type, inlet temperature 4°C, pasteurizing temperature 85°C-90°C, holding tube 15S for milk /300S for yogurt, outlet temperature 4/42°C, PID temperature auto control, include milk balance tank, milk pump, plate heat exchanger, pipes and valves, frame and support, electrical control box etc.		
B-2	On line hermetic cream separator Self Cleaning Type	Q=1T/h	1-Pcs	304 stainless steel(SUS or AIMI or better grade), adjustable for required cream separation with Capacity 1000 LPH Hermetic Type, The Separator will be Tri-purpose on Line with built-in Feed Pump with 3 Phase Electric Motor.		
B-3	high pressure homogenizer	Q=1000 lit/h	1-Pcs	25MPa (starting box included)		
B-4	temperature holding tank	Q=1T/h	1-Pcs	304 stainless steel(SUS or AIMI or better grade) holding for 300S for yogurt pasteurization		
<b>C- FILLING AND PACKING UNIT</b>						
C-1	high positioned fermentation tank	V=1000L	2-pcs	304 stainless steel(SUS or AIMI or better grade), heat insulated with dimple jacket, top frame type agitator, conical top, airtight manhole, breather valve, digital readout thermometer, anti-vortex baffle, supporters with adjustable feet		
C-2	High positioned Pasteurized Milk storage tank	V=1000L	1-pcs	304 stainless steel(SUS or AIMI or better grade), heat insulated with dimple jacket ,top frame type agitator, conical top, airtight manhole, breather valve, digital readout thermometer, anti-vortex baffle, supporters with adjustable feet		
C-3	Cream storage tank	V= 300lit	1-pcs	304 stainless steel(SUS or AIMI or better grade) with cream pump		
C-4	Butter churn	V=300lit		SUS 304 stainless steel, or		



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				equivalent or better		
C-5	automatic butter making machine	standard and compatible with the line	1-set	304 stainless steel(SUS or AIMI or better grade) with all standard		
C-6	plastic pouch filling machine with date coding device		1-pcs	304 stainless steel(SUS or AIMI or better grade), open type, Adjustable for 250ml-500ml, 500ml-1000ml/bag, 1000-2000bags/h plastic pouch filling		
C-7	plastic cup filling machine		1-pcs	304 stainless steel(SUS or AIMI or better grade), 250ml-500ml/cup, 1000-2000 cups/h, plastic cup filling		
c-8	high level platform		1-pcs	SUS304, 3500*2200*2000		
<b>D- CIP UNIT</b>						
D-1	CIP system	Q=10t/h	1-pcs	304 stainless steel(SUS or AIMI or better grade), union type CIP system, 0.8TX3, electrical heating		
D-2	CIP return pump	Q=20T/h	1-pcs	SUS304 stainless steel, pump lift 24M, hard alloy mechanical seal, inner shell bright polished		
<b>E- ACCESSORY EQUIPMENTS</b>						
E-1	refrigerator unit		1-pcs	air-cooled compressor, with front as chilling medium, 40000Kcal, with ice water pool and ice water pump		
E-2	hot water boiler	Q=1000L/h	1-pcs	304 stainless steel(SUS or AIMI or better grade) electrical type, stainless steel internal, hot water output at 90 °C, include circulation water pumps		
E-3	cold room	V=25M <sup>3</sup>	1-pcs	Cool with Freon, temperature <5°C		
E-4	Incubation chamber	2mx2mx3.5m	1 pcs			
E-5	air compressor	Q=1 m <sup>3</sup> /min	1-pcs	screw type air compressor, with air storage tank and cold drier		
E-6	Laboratory		1-set	All basic Raw milk quality		



	equipment's			testing and finished products quality testing equipment's		
E-7	Water softener unit	Q=1000L/h	I-set	Water softener for hot water boiler supply		
<b>F- INSTALLATON UNIT</b>						
F-1	stainless piping system		I-set	including CIP system and all product pipe line , SMS standard, ¢ 63, ¢ 51, ¢ 38		
F-2	power piping system		I-set	power pipe line , customer provide pipes heat insulation		
F-3	electric controlling box		I-set	controls of all equipment, customer connect the electric cable to the electric controlling box		
F-4	electrical material		I-set	electric installation material of all equipment		
F-5	Installation, Commissioning, and basic training cost		I-set	include installation and commissioning of all machines offered by the company		
F-6	domestic freight and incidental cost		I-set	To the manufacturing company port		
F-7	export package cost		I-set	carbon steel frame or wood case		
F-8	delivery		I-set	CIF Djibouti		
	<b>Subtotal:</b>					
	<b>Delivery Costs:</b>					
	<b>Other Costs (Describe: _____):</b>					
	<b>GRAND TOTAL USD:</b>					

Delivery time (after receipt of order): \_\_\_\_\_ calendar days

Length of warranty on offered equipment: \_\_\_\_\_ years

Location of service center(s) for after-sales service, including warranty repair: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### 1.3 Other requirements

#### A. Warranty

The bidder must guarantee that all items included in the unit bid upon shall be new of high quality & good workmanship. The bidder shall give guarantee to replace free of charge any part that may break or fail in



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any manner under the use and conditions described in the specification by reason of defective material or poor workmanship within a period of 24 months from the date of receipt of the item by the buyer.

**B. Before operation service**

The manufacturer or its authorized dealer shall assemble and carry out other inspection services before the processing plant put in operation.

**C. Installation and Start up**

As per the contractual agreement the manufacturer shall bear the cost of installation. The manufacturer shall deploy technical team to install the plant. Manufacturer shall install, conduct testing and perform commissioning of the processing plant upon complete assembly of the machine. The manufacturer shall also provide necessary training to transfer skills that needed to operate and give minor service of the machines.

**D. After sales services**

The supplier should provide an after sales service using well and fully equipped with field vehicles work shop materials & equipment's and skilled man powers. The supplier company will give spare parts and service support for at least 10 years through its Ethiopian based /local dealer.

**E. Packing list**

Manufacturers recommended spare parts and fast moving items list shall be listed and included on the technical document.

**F. Manuals**

Part catalogues, operation & service manuals should be in English for maintenance & spare part request are necessary.

**2. Supply of Two (2) 500 Lt per hour milk processing plant**

**2.1 General requirements**

This plant should process approximately 500 lit /hr capacity depending on the type of end product needed. The processing section will process mainly pasteurized milk, Yogurt, Cream, table butter and other pasteurized milk products. The packing unit for milk and yogurt should be product of latest engineering design.

**A. Output capacity:**

At least 500 litter per hour, operational 300 days/year, Running 12 h/day, daily capacity can reach av. The plant is expected to be fully operational and serve for about 20 years with proper maintenance.

**B. Primary intended use:**

- Processing for raw milk,



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- yogurt, cream, butter and other cultured products
- Processing efficiency: 100 % clean and quality final product.
- Processing temperature : 85-90 0c
- Cleaning temperature : +85 0c
- Outgoing milk temperature: 4 0c

**C. Electric power:** Frequency 50/60 Hz, 380 Volt

**D. Service Requirement**

The milk processing plant shall perform smoothly and efficiently primarily for pasteurized milk, cream, yogurt and related cultured milk products.

**2.2 General Specifications**

All parts and accessories not specifically mentioned that are necessary to provide complete, efficient and functional unit should be furnished as part of this bid in accordance with current engineering practices and according to prevailing trade provisions. In general the plant should be low noise level, Vibration-free running, and ease of operation, fully enclosed degree of safety, fully enclosed installation and service manual.

**A. Materials**

All parts of the item or unit bid upon should be made of materials which are suitable for the intended service. The materials shall be free from objectionable characteristics or defect which would adversely affect the appearance or functionality of the finished products such as meeting recommended hygienic and food safety standard, 304 stainless steel(SUS or AIMI or better grade).

**B. Frame**

The frame should be capable of holding all the machines and accessories fully loaded to recommended capacity.

**C. Manuals**

Catalogues, operation & service manuals should be in English for maintenance & spare part request are necessary.

**Detailed Specifications of the two production lines**

Line Item#	Item	Capacity	Qty for the 2 lines	Technical Specifications	Unit Price USD	Total Price USD
<b>A- MILK RECEIVE AND STORAGE UNIT</b>						
A-1	electronic scale		2-pcs	maximum weighing 300KG		
A-2	milk weighing tank	V=300L	2-pcs	made of 304 stainless steel (SUS or AIMI or better grade), single layer, product fed in through 40 mesh filter net, CIP cleaning ball		



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A-3	milk acceptor	V=500L	2-pcs	304 stainless steel (SUS or AIMI or better grade), single layer, CIP Cleaning ball		
A-4	milk pump	Q=10T/h	2-pcs	304 stainless steel (SUS or AIMI or better grade), pump lift 24M		
A-5	piping filter	Q=10T/h	2-pcs	304 stainless steel (SUS or AIMI or better grade), one pipe Stainless Steel Filter Element 100 mesh		
A-6	chilling tank	V=2000L	2-pcs	304 stainless steel (SUS or AIMI or better grade), double jacket, attached with compressor, temperature automatic control		
A-7	milk pump	Q=10T/h	2-pcs	304 stainless steel (SUS or AIMI or better grade), pump lift 24M, frequency converter control		
A-8	Milk plate chiller	5T/h	2-Pcs	304 stainless steel (SUS or AIMI or better grade), with all accessory and link to other to drop/decrease temperature of raw milk		
A-9	Milk Chilling tank (For the two milk collection centers)	V=1000L	4-pcs	304 stainless steel (SUS or AIMI or better grade), alveolate jacket attached with compressor, temperature automatic control Electric power- single phase		
<b>B- HOMOGENIZER/PASTEURIZE/CREAM SEPARATER UNIT</b>						
B-1	plate type pasteurizer	Q=0.5T/h	2-pcs	304 stainless steel (SUS or AIMI or better grade)plate type, inlet temperature 4°C, pasteurizing temperature 85°C-90°C, holding tube 15S for milk /300S for yogurt, outlet temperature 4/42°C, PID temperature auto control, include milk balance tank, milk pump, plate heat exchanger, pipes and valves, frame and support, electrical control box etc.		
B-2	On line hermetic cream separator Self Cleaning Type	Q=0.5T/h	2-pcs	304 stainless steel (SUS or AIMI or better grade), adjustable for required cream separation with Capacity 500 LPH Hermetic Type, The Separator will be Tri-purpose on Line with built-in Feed Pump with 3 Phase Electric Motor.		
B-3	Cream storage tank	V= 200lit	2-pcs	304 stainless steel (SUS or AIMI or better grade)		
B-4	high pressure homogenizer	Q=0.5T/h	2-pcs	25MPa (starting box included)		
B-5	temperature holding tube	Q=0.5T/h	2-pcs	304 stainless steel (SUS or AIMI or better grade), holding for 300S for yogurt pasteurization		
<b>C- FILLING AND PACKING UNIT</b>						





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C-1	high positioned fermentation tank	V=500L	4-pcs	304 stainless steel (SUS or AIMI or better grade), heat insulated with dimple jacket, top frame type agitator, conical top, airtight manhole, breather valve, digital readout thermometer, anti-vortex baffle, supporters with adjustable feet		
C-2	High positioned Pasteurized Milk storage tank	V=500L	2-pcs	304 stainless steel (SUS or AIMI or better grade), heat insulated with dimple jacket, top frame type agitator, conical top, airtight manhole, breather valve, digital readout thermometer, anti-vortex baffle, supporters with adjustable feet		
C-3	plastic pouch filling machine with date coding device		2-pcs	304 stainless steel (SUS or AIMI or better grade), open type, Adjustable for 250ml-500ml, 500ml-1000ml/bag, 1000-2000bags/h plastic pouch filling.		
C-4	automatic butter making machine	standard and compatible with the line	2-sets	304 stainless steel(SUS or AIMI or better grade) with all standard		
C-5	Butter churn	V=300lit	2-pcs	SUS 304 stainless steel, or equivalent or better		
C-6	high level platform		2-pcs	304 stainless steel (SUS or AIMI or better grade), 3000*2000*2000		
<b>D- CIP UNIT</b>						
D-1	CIP system	Q=10t/h	2-pcs	304 stainless steel (SUS or AIMI or better grade), union type CIP system, 0.5TX3, electrical heating		
D-2	CIP return pump	Q=20T/h	2-pcs	304 stainless steel (SUS or AIMI or better grade), pump lift 24M, mechanical Seal		
<b>E- ACCESSORIES</b>						
E-1	refrigerator unit		2-pcs	air-cooled compressor, with front as chilling medium, 20000Kcal, with ice water pool and ice water pump		
E-2	hot water boiler	Q=500L/h	2-pcs	304 stainless steel (SUS or AIMI or better grade) electrical type, stainless steel internal, hot water output at 90 °C, include circulation water pumps		
E-3	cold room	V=25M <sup>3</sup>	2-pcs	Cool with Freon, temperature < 5°C		
E-4	air compressor	Q=1m <sup>3</sup> /min	2-pcs	screw type air compressor, with air storage tank and cold drier		
E-5	Laboratory equipment's		2-set	All basic Raw milk quality testing and finished products quality testing equipment's		



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E-6	Water softener unit	Q=500L/h	2-set	Water softener for hot water boiler supply		
<b>D. INSTALLATION UNIT</b>						
F-1	stainless piping system		2-set	including CIP system and all product pipe line , SMS standard, ¢ 63, ¢ 51, ¢ 38		
F-2	power piping system		2-set	power pipe line , customer provide pipes heat insulation		
F-3	electric controlling box		2-set	controls of all equipment, customer connect the electric cable to the electric controlling box		
F-4	electrical material		2-set	electric installation material of all equipment		
F-5	Installation, commissioning and basic training cost		2-set	include installation and commissioning of all machines offered by the company		
F-6	domestic freight and incidental cost		2-set	To the manufacturing company port		
F-7	export package cost		2-set	carbon steel frame or wood case		
F-8	delivery		2-set	CIF Djibouti		
					<b>Subtotal:</b>	
					<b>Delivery Costs:</b>	
					<b>Other Costs (Describe: _____):</b>	
					<b>GRAND TOTAL USD:</b>	

Delivery time (after receipt of order): \_\_\_\_\_ calendar days

Length of warranty on offered equipment: \_\_\_\_\_ years

Location of service center(s) for after-sales service, including warranty repair: \_\_\_\_\_

### 2.3. Other requirements

#### A. Warranty

The bidder must guarantee that all items included in the unit bid upon shall be new of high quality & good workmanship. The bidder shall give guarantee to replace free of charge any part that may break or fail in any manner under the use and conditions described in the specification by reason of defective material or poor workmanship with in a period of 24 months from the date of receipt of the item by the buyer.

#### B. Before operation service

The manufacturer or its authorized dealer shall assemble and carryout other inspection services before the processing plant put in operation.



### **C. Installation and Start up**

As per the contractual agreement the manufacturer shall bear the cost of installation. The manufacturer shall deploy technical team to install the plant. Manufacturer shall install, conduct testing and perform commissioning of the processing plant upon complete assembly of the machine. The manufacturer shall also provide necessary training to transfer skills that needed to operate and give minor service of the machines.

### **D. After sales services**

The supplier should provide an after sales service using well and fully equipped with field vehicles work shop materials & equipments and skilled man powers. The supplier company will give spare parts and service support for at least 10 years through its Ethiopian based /local dealer.

### **E. Packing list**

Manufacturers recommended spare parts and fast moving items list shall be listed and included on the technical document.

### **F. Manuals**

Catalogues, operation & service manuals should be in English for maintenance & spare part request are necessary.



**Attachment #1: Cover Letter**

*The following cover letter must be placed on letterhead and completed/signed/stamped by a representative authorized to sign on behalf of the offeror:*

To: Ashenafi Gebremedhin,  
Procurement and Logistics Manager  
Agricultural Growth Program – Livestock Market Development Project  
CMC Road – Opposite Civil Service College  
Palm Building 3<sup>rd</sup> Floor  
Tel: +251 11645 0077  
Addis Ababa, Ethiopia

Reference: RFQ-AGP-LMD-039

To Whom It May Concern:

We, the undersigned, hereby provide the attached offer to perform all work required to complete the activities and requirements as described in the above-referenced RFQ. Please find our offer attached.

We hereby acknowledge and agree to all terms, conditions, special provisions, and instructions included in the above-referenced RFQ. We further certify that the below-named firm—as well as the firm's principal officers and all commodities and services offered in response to this RFQ—are eligible to participate in this procurement under the terms of this solicitation and under USAID regulations.

Furthermore, we hereby certify that, to the best of our knowledge and belief:

- We have no close, familial, or financial relationships with any CNFA or AGP-LMD project staff members;
- We have no close, familial, or financial relationships with any other offerors submitting proposals in response to the above-referenced RFQ; and
- The prices in our offer have been arrived at independently, without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
- All information in our proposal and all supporting documentation is authentic and accurate.
- We understand and agree to CNFA's prohibitions against fraud, bribery, and kickbacks.

We hereby certify that the enclosed representations, certifications, and other statements are accurate, current, and complete.

Authorized Signature: \_\_\_\_\_

Name and Title of Signatory: \_\_\_\_\_

Date: \_\_\_\_\_

Company Name: \_\_\_\_\_



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Company Address: \_\_\_\_\_

Company Telephone and Website: \_\_\_\_\_

Company Registration or Taxpayer ID Number: \_\_\_\_\_

Does the company have an active bank account (Yes/No)? \_\_\_\_\_

Official name associated with bank account (for payment): \_\_\_\_\_