

# TENDER

## Humanitarian Aid for Zimbabwe – Various Seeds and Fertilizer Our Ref. 10130 ZWE 1041

Dear Sirs,

Welthungerhilfe (German Agro Action / Agro Action Allemande) was established in 1962. It is today one of the largest private organizations working in the area of development cooperation and humanitarian aid in Germany. Non-profit-seeking, non-partisan and non-denominational. Donations from the population at large fund our work in Africa, Asia and Latin America. In addition, Welthungerhilfe receives grants from the Federal German Government, the European Union and the United Nations.

Today we are in the market for seeds and fertilizer. The funds for this project are received from the European Union (EU) for the intensification and sustainability of the agricultural production in the province of Matabeleland-North, District Gokwe-South, Zimbabwe.

### Lot 1: Fertilizer:

40 mt (forty metric tons)  
40 mt (forty metric tons)

NPK Compound D  
Nitrogen AN

### Lot 2: Seeds:

10 mt (ten metric tons)  
5 mt (five metric tons)  
4 mt (four metric tons)  
2 mt (two metric tons)

Maize OPV  
Bambara  
Cowpea  
White Sorghum

Quantities are subject to alteration. Welthungerhilfe reserves the right to divide the order into lots and to award the lots to various bidders.

### 1. General remarks and special condition

All offered commodities must be sound, fair and in merchantable quality. The quality must refer in line with the specifications stated in this tender.

- Origin of each commodity must be indicated
- All items must be available **ex-regional** stocks
- The fertilizer must be within national / international standards
- The seeds must be in line with Zimbabwean Grower Standards
- All seeds must be GMO-free
- All seeds with a shelf life of minimum 18 months at date of delivery. The shelf life depends on correct storage and handling of the commodities after arrival at storage of the Buyer.

Bonn, 08.07.2010

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Norbert Geisler, Chairman of the  
Finance Committee  
Prof. Dr. Hartwig de Haen  
Dr. Stephan Reimers  
Dr. Evelyn Schmidtke  
Dr. Tobias Schulz-Isenbeck

Secretary General:  
Dr. Wolfgang Jamann

For all seeds deliveries the following certificates are compulsory:

- Phytosanitary Certificate by country of origin
- GMO Free Certificate by country of origin
- Certification of fumigation
- Zimbabwe Ground Seed Analysis Certificate

Timely arrival in Gokwe in accordance with the delivery periods is of utmost important! Part shipments are not allowed without authorization of Welthungerhilfe.

## **2. Specification / Quantity**

### **2.1 Lot 1 – Fertilizer**

#### **2.1.1 NPK Fertilizer**

Commodity Name: NPK fertilizer  
Variety: Compound D  
NPK-Concentration: N: 7%, P: 14%, K: 7%  
Net Quantity: 40 metric tons

The NPK fertilizer must be packed and sealed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **50kg net** each. The quality of the bags shall be at minimum 120g/bag. Recycled bags and recycled plastics for making bags not allowed. All bags must be firmly sewn and have to be closed by proper double machine stitching, with a strong UV-resistant cord (six months tropical climate: humidity and sunshine) on both ends of the bags.

2% additional empty bags with same marking have to be included.

#### **2.1.2 Nitrogen Fertilizer**

Commodity Name: Nitrogen fertilizer  
Variety: AN (Ammonium Nitrate)  
N-Concentration: 34.5% total Nitrogen  
Net Quantity: 40 metric tons

The Nitrogen fertilizer must be packed and sealed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **50kg net** each. The quality of the bags shall be at minimum 120g/bag. Recycled bags and recycled plastics for making bags not allowed. All bags must be firmly sewn and have to be closed by proper double machine stitching, with a strong UV-resistant cord (six months tropical climate: humidity and sunshine) on both ends of the bags.

2% additional empty bags with same marking have to be included.

## **2.2 Lot 2 – Seeds**

### **2.2.1 White Maize OPV**

Commodity Name: White Maize Open Pollinated, very early maturity  
 Variety: ZM521 or ZM421 only  
 Net Quantity: 10 metric tons  
 Origin: Southern African region only  
 Expiry date: 2011

Description: Pure seeds = varietal purity 99%  
 Germination rate min. 85%  
 Inert matter 1%  
 Moisture content < 13%  
 Other seeds 0%  
 Analytical purity 98%  
 Normal seedlings 98%  
 Dressed, treated against fungal, bacterial diseases, storage diseases and insects

The Maize OPV seeds must be packed and sealed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **5kg net** each. The 5kg bags should be packed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **50kg net** each as secondary packaging. Recycled bags and recycled plastics for making bags not allowed. All bags must be firmly sewn and have to be closed by proper double machine stitching, with a strong UV-resistant cord (six months tropical climate: humidity and sunshine) on both ends of the bags.

2% additional empty bags of both types with same marking have to be included.

### **2.2.2 Bambara**

Commodity Name: Bambara  
 Variety: Kazuma or Mana only  
 Net Quantity: 5 metric tons  
 Origin: Southern African region only  
 Expiry date: 2011

Description: Pure seeds = varietal purity min. 98%  
 Germination rate min. 85%  
 Inert matter 1%  
 Moisture content < 10%  
 Other seeds 0%  
 Analytical purity 98%  
 Normal seedlings 98%  
 Dressed, treated against fungal, bacterial diseases, storage diseases and insects

The Bambara seeds must be packed and sealed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **5kg net** each. The 5kg bags should be packed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **50kg net** each as secondary packaging. Recycled bags and recycled plastics for making bags not allowed. All bags must be firmly sewn and have to be closed by proper double machine stitching, with a strong UV-resistant cord (six months tropical climate: humidity and sunshine) on both ends of the bags.

2% additional empty bags of both types with same marking have to be included.

### **2.2.3 Cowpeas**

Commodity Name: Cowpeas  
 Variety: CBC1 or CBC2 only  
 Net Quantity: 4 metric tons  
 Origin: Southern African region only  
 Expiry date: 2011

Description: Pure seeds = varietal purity min. 98%  
 Germination rate min. 85%  
 Inert matter 1%  
 Moisture content < 10%  
 Other seeds 0%  
 Analytical purity 98%  
 Normal seedlings 98%  
 Dressed, treated against fungal, bacterial diseases, storage diseases and insects

The Cowpea seeds must be packed and sealed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **5kg net** each. The 5kg bags should be packed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **50kg net** each as secondary packaging. Recycled bags and recycled plastics for making bags not allowed. All bags must be firmly sewn and have to be closed by proper double machine stitching, with a strong UV-resistant cord (six months tropical climate: humidity and sunshine) on both ends of the bags.

2% additional empty bags of both types with same marking have to be included.

### **2.2.4 White Sorghum**

Commodity Name: Open pollinated Sorghum  
 Variety: Macia only  
 Net Quantity: 2 metric tons  
 Origin: Southern African region only  
 Expiry date: 2011

Description: Pure seeds = varietal purity min. 98%  
 Germination rate min. 85%  
 Inert matter 1%  
 Moisture content < 13%  
 Other seeds 0%  
 Analytical purity 98%  
 Normal seedlings 98%  
 Dressed, treated against fungal, bacterial diseases, storage diseases and insects

The White Sorghum seeds must be packed and sealed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **5kg net** each. The 5kg bags should be packed in new, clean, dry, strong and undamaged woven Polypropylene (PP) plastic bags of **50kg net** each as secondary packaging. Recycled bags and recycled plastics for making bags not allowed. All bags must be firmly sewn and have to be closed by proper double machine stitching, with a strong UV-resistant cord (six months tropical climate: humidity and sunshine) on both ends of the bags.

2% additional empty bags of both types with same marking have to be included.

### **3. Packing**

As indicated above the packaging has to be appropriate to the nature of the commodities and has to reach international standards. The packaging shall protect the items against any moisture, pests, spillage or other harmful spoilage. Cost for packaging must be included in the unit price of each item.

### **4. Marking**

Lot 1: Fertilizer

*[EU logo + Welthungerhilfe logo]*  
Donation from Welthungerhilfe (GAA)  
Financed through European Commission  
Not for sale  
*[Description of product (name and variety) in English language]*  
*[Net content per bag in kg]*  
ZWE 1041

Lot 2: Seeds

*[EU logo + Welthungerhilfe logo]*  
Donation from Welthungerhilfe (GAA)  
Financed through European Commission  
Not for sale  
*[Description of product (name and variety) in English language]*  
*[Net content per bag in kg]*  
*[Expiry date]*  
Treated seed – Not for human consumption  
ZWE 1041

Each bag to be marked with non-toxic ink, to remain readable after 10 handling. Marking at one side of each bag only. Letter height each 50kg bag min 2 cm, letter height each 5kg bag should be an appropriate and readable height. Additional markings other than stated above must be notified to Ordering Party in advance. For templates of EU and Welthungerhilfe logo refer to Annex I.

### **5. Samples**

From each offered item a representative sample of 100g (0.1kg) minimum each must be send to Consignee. For detailed address refer to paragraph 11 of this tender text. Bidders who have not provided any sample(s) can not be considered in the awarding process.

### **6. Delivery conditions**

All transport details (Origin, City of Loading, Routing) have to be indicated within the offer. Cost for transportation must be stated separately. Partial shipments are not allowed. Each shipment has to be announced with 5 days prior notice.



## **7. Delivery schedule / Place of delivery**

Delivery of all shipments **DDU** (Incoterms 2000) to Welthungerhilfe warehouse in Gokwe, Matabeleland-North Province, Zimbabwe. One single delivery is requested on the latest:

**15<sup>th</sup> September 2010**

We appreciate a delivery as soon as possible!

Please be informed that Welthungerhilfe is in the position to get the goods free of taxes/duties into Zimbabwe. Import permit and duty rebate letter will be obtained by Welthungerhilfe after receiving original invoice from Seller.

## **8. Prices**

All prices in your quotation must be indicated in EURO (€, Euro) currency only. Quotations stated in other currencies will not be considered in the awarding process. Welthungerhilfe reserves the right to divide the purchase order into lots and to award the lots to various bidders. It is recommended to offer each lot separately. Bidders may advise their discount in case of combination of lots.

## **9. Inspection**

Consignment will be inspected on quality and quantity by an independent surveyor company at time and place of loading, reloading and unloading on account of Welthungerhilfe. Any additional inspection shall be on account of the Supplier. Goods not meeting agreed quality will be rejected. In case goods are rejected, the Supplier will contractually be obliged to pay already incurred fees for rejected goods and also for such fees which will become payable to the inspection company due to multiple interventions and/or fruitless visits and for goods inspected but eventually remained unshipped.

## **10. Ordering Party**

Welthungerhilfe  
Friedrich-Ebert-Strasse 1  
53173 Bonn  
Germany

## **11. Consignee**

Welthungerhilfe – (German Agro Action)  
No 1 Dundry Close  
Harare  
Zimbabwe

Attn. Mr. Thomas Heyland  
Phone +263 4 303864 / 339474  
t.heyland@gazimbabwe.co.zw

## **12. Documents**

Commercial Invoice (addressed to Welthungerhilfe, Germany)  
Proforma Invoice (addressed to Consignee, Kenya)  
Certificate of Origin issued/legalized by Chamber of Commerce  
Phytosanitary Certificate by country of origin (for seeds only)  
GMO-free certificate by country of origin (for seeds only)  
Fumigation Certificate (for seeds only)  
Zimbabwean Ground Seed Analysis Certificate (for seeds only)  
Original Waybills  
Cargo Receipt Certificate, signed by Consignee  
Packing List  
Bank-Guarantee issued by first-class international bank

Expenses for commercial courier to be covered by the Supplier.

## **13. Payment Conditions**

Cash against documents (CAD). The order sum can be subdivided into partial payments according to part shipments which have been delivered successfully to final destination. Minimum value of each partial payment is 20% of the relevant order sum. Each payment will be arranged by bank transfer within 10 days after invoice received.

## **14. Penalties**

Delivery schedule will be negotiated and fixed in order. In the event of delay in delivery caused other than by force majeure Welthungerhilfe is entitled to make use of a penalty of 2/1000 per day of the total value of the consignment still to be delivered. The penalty will be deducted from the invoice. In the event of incomplete delivery caused by the Supplier, Welthungerhilfe is entitled to deduct the losses from the invoice. In case of damaged cargo caused by inappropriate packaging Welthungerhilfe reserves the right to deduct from the relevant order sum an amount according to the variance to the requested specification. In case the quality is not in line with specifications initially agreed by both sides, the Supplier has to inform Welthungerhilfe as soon as possible. Goods not meeting agreed quality can be rejected by Welthungerhilfe, but if Welthungerhilfe accept these goods a deduction from the order sum and a penalty will be negotiated.

## **15. Performance bond**

The successful bidder must provide a bank-guarantee to confirm the fulfilment of any obligations arising from the relevant order. The amount of the performance bond must be 6% of the relevant order sum. This guarantee must be expressed in EURO currency and shall be limited until 30<sup>th</sup> of June 2010 and may be released by Deutsche Welthungerhilfe e. V. only. The bank issuing the guarantee must be a first class international accepted bank and is subject to the approval of the buyer. The performance bond must be provided not later than 10 days after firm order.



## **16. Tender Conditions**

The tender must be valid 10 days at minimum.

Quotations must specify all details according to the tender text. **Bidders who have not provided any sample(s) can not be considered in the awarding process.** Suppliers who do not receive a written feedback by expiry of the deadline for bid acceptance their bid has not been successful.

Quotations must reach Welthungerhilfe **not later than 23<sup>rd</sup> of July 2010 at 10:00 a.m.** local German time (GMT +1). Quotations can be submitted:

By registered mail in a separate sealed envelope within an outer envelope. Both envelopes must show:

Welthungerhilfe  
Tender 10020 / oeffnen nicht vor 28.06.2010  
Friedrich-Ebert-Str. 1  
53173 Bonn  
Germany

**Or** by telefax to following number: +49 228 2288 233

**Or** by e-Mail to [logpro@welthungerhilfe.de](mailto:logpro@welthungerhilfe.de)

In case of any questions contact Mr. Andreas Losch at e-Mail address: [andreas.losch@welthungerhilfe.de](mailto:andreas.losch@welthungerhilfe.de) at the latest by 20<sup>th</sup> of July 2010.

Juergen Luedemann  
Head of Procurement & Logistics  
Welthungerhilfe

Andreas Losch  
Procurement & Logistics  
Welthungerhilfe

The tender is valid without original signature as well.

## ANNEX I

Templates of EU and Welthungerhilfe logo for marking the bags:

EU (12 yellow stars on blue coloured ground):



Welthungerhilfe (black colour only):

