



REQUEST FOR PROPOSAL
FOR
SUPPLY, INSTALLATION & COMMISSIONING OF FLOUR MILLS

You are cordially invited to participate in our request for Quotation for the supply, installation and commissioning of flour milling machinery in our green field facility at Sohar Industrial Port, Oman.

All details related to the project background, ways of responding to this request, technical requirements and more are provided in this document.

This Request for Quotation includes the following contents:

1. **Background**
2. **Company Requirements**
3. **Contact**
4. **Technical Specifications**
5. **ANNEX 1 - Form of Quotation**
6. **ANNEX 2 - Instructions to Potential Supplying Companies**
7. **ANNEX 3 - Plot Layout**



1. Background

Sohar Flour Mills LLC is being established in Sohar Industrial Port in Sultanate of Oman through a partnership between Atyab Investments and Essa Al Ghurair Investments. The Company has signed an agreement with Sohar Industrial Port to set up this mill in a plot area of about 2.6 Hectares (Refer to Annex 3 for Plot layout) at proximity from the planned Sohar Agro berth & Silos. In its first phase, it will have a wheat milling capacity of 550 metric tonnes per day with a potential to expand to 2000 metric tonnes per day in later phases and further lines. The mill will also be capable of producing all types of specialty flours to cater to the different regions of Oman as well as developing exports to the GCC and other international markets.

Sohar Flour Mill is a partnership between Atyab Investments, wholly-owned by Oman Flour Mills, and Essa Al Ghurair Investments based in UAE.

Established in 1977, Oman Flour Mills (OFM) was the first food manufacturing industry in the Sultanate of Oman and one of the first companies to be listed on the Muscat Securities Market. Over the last 35 years the company has grown from strength and today its net worth is over RO 68 million (\$177 million approx) with an Oman Government shareholding of 51%. Oman Flour Mills markets its flour products under the popular brand name 'Dahabi' meaning 'golden' in Arabic.

As part of OFM's diversification plans and the Government of Oman's emphasis on food security, Atyab Investments was established in 2009 to unite the common objectives of its subsidiaries and provide strength and stability to manage and synergize operations, goals and policies.

Essa Al Ghurair Investment LLC, was founded in 2000 under the leadership of Mr. Essa Abdullah Al Ghurair a member of the Al Ghurair Family, one of the most prominent business groups in the United Arab Emirates, with a history of catering to the region for over 100 years. As part of its overall vision, Essa Al Ghurair has been focusing on credible investment and venture Capital using its leverage as experts in the food industry to expand to GCC and Mena Region.

2. Company Requirements

To be considered for this project, your company must have minimum of 20yrs of proven experience in the GCC region in supplying and installation of flour milling machinery and



provide recent (<5 yrs) examples of the same. The company must also verify their machinery adherence to the latest quality standard guidelines for GMPs, HACCP, ISO, IFS and ATEX classifications as specified in the technical tender specifications.

Please examine the tender document carefully and submit your proposal by 1st July 2015 at the latest. Proposals received after the deadline or not conforming to the specific terms and conditions of the tender will be rejected.

3. **CONTACT**

For any queries relating to this project, please contact us at the following email address: info@soharflourmills.com.

For technical and administrative queries relating to the tender, please mark the subject of your email accordingly and it will be responded to in due course.

Following is the contact for sending hard copies of your proposals in a **closed sealed envelope**:

Sohar Flour Mills Technical Committee, Sohar Flour Mills LLC

Addressed to: Chief Executive Officer, Atyab Investments, P.O. Box 566, Ruwi, Muscat, PC 112, Sultanate of Oman

4. **Technical Specifications - Flour Mill Project in Sohar.**

The Mill will be located at Sohar Industrial Port, Sultanate of Oman.

Layout

The supplier has to design the area for the plant and all related subjects like traffic flow, warehouse, handling, etc.

The layout has to be calculated for 2000 MT per day capacity at the final stage.

The first building has to be designed to include:

- 2 production lines; each 500-540 MT per day Mill,
- Specialty Mill – 60-80 MT per day capacity
- (Building should also be designed to cater for future expansion – 1 x 500-540 MT/day line.)

The grain silos (200,000MT) will be designed and built at a later stage. The grain Silos will have a number of day bins from which the Wheat/Grist will be transported to the cleaning section (Interface Dosing Unit day bins).

These grain silos will also have a pre cleaning system. For the entire mill building, including storage in the flour silos, an air-cooling or air flow system should be considered.

Capacity and Wheat types

The wheat that will be processed will consist of mainly Medium Hard Wheat (MHW) and Hard Wheat (HW) from non specified origin.

Until the Grain Silo complex is ready, the Wheat will be delivered by trucks from the Grain Silos in Muscat or UAE.

- *Wheat*
 - A small intake area is required, the building should be designed with a raw wheat storage capacity of around 2000 MT.
 - The final capacity should be between 500-540 MT per day for MHW.

- The diagrams must be designed with optimized capacity for supplier standard equipment.

General

The technical equipment needs to be distinguished by a solidity design layout. Therefore the equipment has to guarantee an on-load production and minimize the service and adjustment work.

All machines and parts have to be manufactured and supplied according to the respective European/International standards, as well as to the latest safety rules.

The manufacturer has to follow the quality standard of *GMPs, Quality Management System (ISO 9001:2008); Environmental Management System (ISO 14001; 2004); Occupational Health and Safety (OHSAS 18001:2007) and Food Safety Management System: ISO 22000:2005; HACCP.*

As the location of the proposed mill is situated in an industrial area, the building should be designed without windows. The supplier and civil engineer must consider air inlets including a filtration mechanism for the required processed air. The building should also be operating with a slight positive air pressure inside the building. The required process air needs to be filtered by G4 coarse dust filters.

Plant availability - 360 days / 24h (6 x 24h days per week).

Easy access (service work) is required for all machines and equipment.

Attention should be paid to the following: applicable laws, instructions, guidelines and compulsory and advisory critical levels as indicated by designated authorities, (SIPC, SEU, MECA, etc).

GMP, HACCP for Food, ISO 14000, latest IFS Version.

Following ATEX zone classification has to be ensured:

- Intake Area : Zone 21
- Dust and Dry Wheat Bins: Zone 22
- Flour Silos: Zone 21



Machines and equipment outside require no ATEX classification; inside machines according to manufacturer machine safety analysis.

The supplier is required to provide a CE identification number and EG declaration of conformity in English, for all delivered machines and elements.

The supplier must also certify that the plant and all the supplied single machines each conform to the terms agreed to at the time of order and is suitable for food-processing applications according the regulation (EC) No 1935/2004.

A stationery 'Vacuum Cleaner System' is also required for all operation areas

The Mill Building

Outside noise level shall be below 70 dB.

Inside noise level shall be below 85 db(A).

Upon awarding the contract to a chosen supplier, they must provide details of the Project Team (Senior Engineer, Senior Milling Technologist, Senior Erection Engineer, and Senior Automation and Senior Software Engineer), who will develop the project in cooperation with OFM representatives.

The supplier will provide an approximate time schedule for all stages of the process.

The supplier must provide all requested civil/MEP requirements for the design of the building at the latest by the time the contract will be signed.

Performance Test

Upon completion of the commissioning phase, a performance test has to be carried out.

The performance test will be for a period of 72 hours and during that time the plant has to reach all guaranteed parameters. This test shall be carried out by the supplier with support from client's operation staff and during this time, the equipment availability has to reach up to 98% accordingly.

Break downs generated from a third party will not affect the performance test.

All equipment has to be quoted on single price (breakdown price) basis.

The supplier shall prepare a general 'Spare Parts' proposal for all installed equipment, with a guarantee for approximately 2 years.

All machineries and installation catalogs & drawings must be submitted in both hard and soft copies.

If the supplier, based on their technical experience, has any suggestions or advice on any stage of the process, they are welcome to provide an explanation as to the potential advantage of their proposal for the client's consideration.

Cleaning

The wheat has to be cleaned and conditioned by separate wheat qualities.

Please ensure that a top quality hygiene cleaning system is provided.

All 'by-products' must be separated in to fractions. Broken and shrunken kernels have to go through "small Wheat milling" at the specialty mill. Any other by-products should also be grained and then added to bran or accumulated as waste.

From the Specialty Mill cleaning line, the option to bag 50KG of cleaned wheat (30 MT/day) needs to be considered, therefore the calculated capacity needs to be generous enough to accommodate this. Barley will also be processed on this cleaning line.

Mill

The following flours will be produced:

- Select Biscuit Flour (MHW) (Ash max. 0.75 on dry base)
- Arabic Flour (MHW/HW) (Ash max. 0.75 on dry base)
- Lebanese Bread Flour (MHW/HW) (Ash max. 0.75 on dry base)
- Roller Flour (HW/MHW) (Ash max. 0.75 on dry base)
- White Flour (MHW/HW) (Ash max. 0.75 on dry base)



- Flour for Buns and Rolls (HW) (Ash max. 0.75 on dry base)
- One patent (Ash max. 0.6 on dry base) and one darker flour at the same time. This dark Flour has to be blended or mixed with Atta Flour at a later stage.
- Export Flour Home Baking (MHW) (Ash max. 0.75 on dry base)

NB: No Atta flour production is required at the mill currently. However, the flow sheet should be easily modifiable to include production of Atta flour from the same mill if necessary.

- White Flour Granulation
 - 100% < 212 μ m
 - Max 50% < 95 μ m
- The biggest flour sieve size is 160 μ m in our current mill.
- No Semolina production required
- Flour moisture up to 14.5%
- Protein (as is it) from 8.5-15% (9.88-17.50 app.)
- The supplier has to provide a flour extraction guarantee.
- Technical Specifications such as roller length, sifter surface, etc. has to be sufficiently calculated.

The following ingredients/improver could be added:

1. Improver + Ascorbic Acid + Enzymes ~ 0.1-0.5 % (for nearly all flour qualities)
2. Iron & Folic Acid mixture ~ Iron 60 ppm and Folic acid 2 ppm (for nearly all flour qualities)
3. Benzyl Peroxide (BPO) mixture ~ dosage of mix 10-15 kg mix per hour, (only required for some white flour)
4. Soy or Gluten, etc. ~ 1-4 % (only for customer special requirements)

The supplier can decide whether to add these in the Mill or at the Flour Silo and must ensure there is sufficient space for additional micro dozer, if more is required in the future.

Small wheat/specialty mill

The “small wheat/specialty mill” should have an approximate capacity of 2-3 MT/h, and allow for the potential specialty products such as, Rye flour, Atta 84/86, whole wheat flour and bruised grain, to be produced.

There should also be enough space/height in the surrounding area for additional machines to be added at a later stage.

This mill will produce two different finished products and bran.

Flour Silo

A Mixing Line is required (Batch or Continuous Mixing depending on supplier's suggestion)

Air-sealed flour bins for single fumigation should be provided.

The flour storage capacity has to be generously calculated, for some flour (minimum of 2 types), an "aging possibility of 4-5 days" will be required.

The flour silo storage capacity has to be designed for a further extension (approximately 500-540t per day = Total of 1300-1500MT per day),

Loading & Bagging

The loading will be done mainly by bags (~80%) only 20% will be carried out by Bulk. The loading has to be carried out during 1 x 12 hr shift only.

The bagging has to be carried out during 2 x 8h (16)hr shifts only.

Out of the packed products, 70% will be packed in 25KG & 50KG PP bags and 30% in 10KG PP & paper bag sizes.

Currently we do not require 1-5KG packing, however, as this may be a requirement later on, sufficient space and equipment needs to be considered for the future.

We would prefer an online bagging system for the main flour products. Only slow moving items should be stored in the warehouse – in this respect, the warehouse size should be minimized. A metal detector, bag printer, weight check are also be required for each bagging line.

Approximately 10-12 different Types of Flour will be carried out.

On some trucks there are up to 6 different items (3-5 flour types and different weights (10-50kg). Loading facilities must be considered for containers and open trucks.

Before the bulk loading and packing stage, a sifting facility is required (max. 0.8 mm).

A metal detecting facility has to be provided, however, for flour with iron fortification; the metal check has to be bypassed. The monthly bulk loading will be approx 1500MT only.

The trucks for Bulk loading (Tanker) will most probably load only one flour quality per Load (25T) in different compartments, to be delivered to industrial bakeries. However, there should be an option to extend this capacity of loading easily, in case of higher demand for bulk loading in the future.

The Bran Bagging line must have the possibility of adding Barley (10-35%) as well as pure cleaned Barley and will be packed in 35KG & 50KG bags. Bulk loading (Open Truck) is an option for the future.

Electrical control:

Atomization level should be set to 'middle', so that operation without personnel is not required. The software has to be designed with the client together (based on customer requirements).

If the automation will be designed by a Third Party, the supplier must provide all required information (e.g. Motor and equipment list) so that the Third Party can design the software accordingly.

A 5-10 day (external) training session with the particular software system for 5 persons has to be offered.

ATEX conformation is required.

Direct starting until 11 KW from 15 KW on soft starter or FU

All motors need to have IE2 classification, exceptions need to be clearly mentioned.

Cable trays need 25% spare space for additional wire installation. In the MCC Cabinets there should be 10% spare space available.



The electricity panel (MCC) should be centralized in several rooms (based on a logical layout) allowing for short cable paths for the big motors.

The *approximate* energy demand kW/T (Cleaning/Mill/Flour Silo) has to be calculated for all 3 versions.

The entire installation has to have optimized sanitation / hygiene standards. To get a better sanitation and hygiene level inside the production area, we prefer to use a system like Profi- and ASI Bus system. Alternative solutions are welcome.

We are requesting a proposal for a fully-equipped workshop along with all necessary daily maintenance tools.



5. ANNEX 1

FORM OF QUOTATION

To:
Sohar Flour Mills (LLC)
P.O. Box 566, PC 112, Ruwi
Sultanate of Oman

QUOTATION FOR THE SUPPLY, INSTALLATION AND COMMISSIONING OF EQUIPMENT FOR SOHAR FLOUR MILL PROJECT

1 We hereby offer and undertake on the acceptance of this Quotation to supply goods and services as specified in the requirement Specifications of your Request for Quotation.

Our company particulars are:

Name:
Address:
Name of Contact Person:
Telephone Contact Number:
Email:

2 Our Quotation is fully consistent with and does not contradict or derogate from anything in your Request for Quotation or downgrade anything in your Requirement Specifications. You are entitled to reject our Quotation if it is inconsistent with or contradict or derogate from anything in your Request for Quotation or downgrade anything in your Request for Quotation.

3 We undertake that we shall as and when required by you to execute with you a formal agreement in the appropriate form as per your contractual conditions, agreed upon between us. Until the said formal agreement is prepared and executed, this offer together with your written acceptance thereof shall constitute a binding agreement between us.

4 OUR OFFER IS VALID FOR **SIX (6)** CALENDAR MONTHS FROM THE CLOSING DATE OF THIS QUOTATION.

5 We agree that as and when requested by Sohar Flour Mills (LLC) we shall extend the validity of this offer for one or more periods not exceeding in total **ONE (1)** calendar month.



6 We warrant, represent and declare that we are duly authorized to submit, sign this Quotation, receive instruction, give any information, accept any contract and act for and on behalf our company / consortium..

Name:

Designation:

Date:

6. ANNEX 2

INSTRUCTIONS TO POTENTIAL SUPPLYING COMPANIES

Definitions

- 1.1 In these Instructions to Companies and any contract made between the Company and Sohar Flour Mills LLC by the acceptance of the Quotation submitted by the successful Company, unless the context otherwise requires, the following expressions shall have the following meanings:

“Contract” means any contract made between the successful Company and Sohar Flour Mills (LLC) by the acceptance of his Quotation and includes the formal agreement made by the parties in the event that a formal agreement is prepared and executed;

“Contractor” means the successful Company whose Quotation has been accepted by the Company;

“Request For Quotation” means the Request to participate in this Quotation and comprises all Quotation documents forwarded to the Company inclusive of the Covering Letter, Form of Quotation, Instructions to Company, Conditions of Contract, Requirement Specifications, and any other documents and forms supplied to the Company;

“Company” means a person or his permitted assigns who has submitted a duly completed Form of Quotation;

Evaluation Criteria

- 2 The evaluation of any or all such criteria will be delegated to Sohar Flour Mills (LLC)

Eligibility

- 3 Any company or business that is currently debarred from participating in any Government Tender is not eligible to participate in this Quotation. If a Quotation is submitted without explicitly mentioning that the Company is

currently debarred, Sohar Flour Mills (LLC) shall treat the submission of the Quotation as an express continuing declaration by the Company that the Company is in fact eligible to participate in this Quotation and, if such a declaration is discovered to be false, Sohar Flour Mills (LLC) will be entitled to rescind any contracts made pursuant to the acceptance of such a Quotation, without Sohar Flour Mills (LLC) being liable therefore in damages or compensation.

Submission of Quotation

- 4.1 Companies shall submit their Quotations by entering the quoted cost of the equipment into the Price Schedule. Such prices are to be clearly stated as being delivered CIF Sohar Seaport.
- 4.2 It will be the responsibility of the Company to ensure delivery into the Email Addresses provided. Sohar Flour Mills (LLC) shall not be held responsible for Quotations not properly received by the closing time and date.
- 4.3 Sohar Flour Mills (LLC) reserves the right to reject Quotations not submitted in accordance with the mode(s) of submission specified in the Instructions to Companies.

Compliance with Instructions

- 5.1 Quotations will be accepted only if submitted according to the instructions contained and in the Price Schedules prescribed in the Request for Quotation. Any Company who attempts to vary the Form of Quotation or Conditions of Contract is liable to be rejected. In consideration of the Company agreeing to abide by these instructions in the Request For Quotation, Sohar Flour Mills (LLC) shall evaluate the Quotations fairly and in accordance with the said instructions.
- 5.2 An AutoCAD plan technical view drawing and the relevant/associated brochures of all equipment quoted for is to be submitted together with the quotations in soft copy and three sets of hard copies.

Validity Period

6. Quotations submitted shall remain valid for acceptance during the Validity Period specified in the Request for Quotation and during such extension of the period as may afterwards separately be agreed to in writing by the Company at

the request of the Company.

Withdrawal of Quotation

7. A Company shall not withdraw his Quotation after the closing date prescribed in the Request for Quotation. Any Company who attempts to do so may, in addition to any remedy which Sohar Flour Mills (LLC) may have against him, be liable to be debarred from submitting Quotations to Sohar Flour Mills (LLC) in future.

Compliance with Technical Requirements

8. The Company shall provide explicit responses of compliance or non-compliance with any other technical requirements enclosed in this Request for Quotation. In the event of any non-compliance with the technical requirements, the Company shall satisfy Sohar Flour Mills (LLC) (by providing a certification from the manufacturer of the item offered or a copy of the relevant extract from any reputable publication citing clearly its title and edition) that the form, fit and function of the items offered are equivalent to the Goods required and that they are interchangeable. Where the Company fails to satisfy Oman Sohar Flour Mills (LLC) in the manner above, the Quotation is liable to be rejected.

Acceptance of Quotation

- 9.1 Sohar Flour Mills (LLC) shall be under no obligation to accept the lowest or any Quotation. Sohar Flour Mills (LLC) shall normally not enter into correspondence with any Company regarding the reasons for non-acceptance of a Quotation.
- 9.2 The Company reserves the right, unless the Company expressly stipulates to the contrary in his Quotation, of accepting such portion of each Quotation as Sohar Flour Mills (LLC) may decide. Sohar Flour Mills (LLC) also reserves the right to award the Quotation partially to more than 1 Company.
- 9.3 The issue by Sohar Flour Mills (LLC) of a Letter of Acceptance accepting the Quotation or part of the Quotation (see clause 9.2 above for exception) shall create a binding Contract on the part of the Company to supply to the Company the Goods and/or Services offered in the Quotation. The Letter of Acceptance will be handed to or posted to the successful Company's address as given in his Quotation and such handing or posting shall be deemed good service of such notice. Sohar Flour Mills (LLC) may at its discretion require the Company to sign a formal agreement prepared by Sohar Flour Mills (LLC) containing all the

terms and conditions of the contract made between the parties.

Specifications, Patterns, Samples or Drawings

10. Any specifications, patterns, samples or drawings specified in the Request For Quotation will be available for inspection by Sohar Flour Mills (LLC)

Language

11. The Quotation and all supporting technical data and all documentation to be supplied by the Company shall be written in the English language.

Export Approval

12. The Company shall indicate clearly whether there is any requirement for Sohar Flour Mills (LLC) to furnish end-user certificates or statements. The Company shall also indicate clearly in his Quotation if there is a need for Sohar Flour Mills (LLC) to enter into separate agreement(s) with the Company to satisfy export requirements of the Company's or any foreign government.

Confidentiality

- 13.1 Except with the consent in writing of Sohar Flour Mills (LLC), the Company shall not disclose this Quotation, or any of its provisions, or any specifications, plans, drawings, patterns, samples or information issued by Sohar Flour Mills (LLC).
- 13.2 Sohar Flour Mills (LLC) may require an unsuccessful Company to return any specifications, plans, drawings, patterns, samples or instructions issued by Sohar Flour Mills (LLC).

Ownership of Quotation Documents

14. All documents submitted by the Company in response to this Request for Quotation shall become the property of Sohar Flour Mills (LLC). However, any copyright in those documents shall remain vested in the owner of the copyright. This Clause is without prejudice to any provisions to the contrary in any subsequent contract between the Company and Sohar Flour Mills (LLC).

Alteration, Erasures or Illegibility

15. Quotations bearing any other alterations or erasures and Quotations in which



prices are not legibly stated are liable to be rejected.

Company's Clarifications of the Company's Proposal

16. In the event that Sohar Flour Mills (LLC) seeks clarification upon any aspect of the Company's proposal, the Company shall provide full and comprehensive responses within seven (7) days of notification.

Expense of Company

17. In no case will any expense incurred by the Company in the preparation of his Quotation be borne by Sohar Flour Mills (LLC).

Notification

18. Notification will not necessarily be sent to unsuccessful Companies by Sohar Flour Mills (LLC).

Applicable Law

19. All Quotations submitted pursuant to this Request for Quotation and any contract made between a successful Company and Sohar Flour Mills (LLC) by the acceptance of his Quotation shall be governed in accordance with the applicable laws of the Sultanate of Oman.

ANNEX 3 - Plot Layout

