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BURA IRRIGATION SETTLEMENT PROJECT

BURA WEST PHASE I

SUPPLY OF AGRICULTURAL PLANT

CONTRACT 16/B

EVALUATION OF TENDERS

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Ref	30/11
Appr	
Auth	Rep/HP

446/2/J16
15th November 1982

The General Manager,
National Irrigation Board,
NAIROBI.

Dear Mr. Lempaka,

BURA IRRIGATION SETTLEMENT PROJECT
CONTRACTS 16/A AND 16/B

It is our understanding that the following decisions were made at the Tender Board Meeting on 11th November 1982.

CONTRACT 16/A

LOT 1-65-75 HP Tractor

Consultants will investigate and advise the effect of including the offer from Tender 8 for Lot 2 in this Lot.

LOT 2-80-90 HP 2WD Tractor

The recommendation for Tender 2 for 40 Massey Ferguson 290 two wheel drive tractors was accepted subject to the proviso listed in the Tender Report.

LOT 3 80-90 HP 4WD Tractor

The recommendation for Tender 2 for 4 Massey Ferguson 290 four wheel drive tractors was accepted subject to the proviso in the Tender Report.

LOT 4 - Tractor Back Hoe

The recommendation for Tender 2 for 2 McConnell P.A.8 Power Arm Back Hoes was accepted subject to the proviso in the Tender Report.

CONTRACT 16/B

LOT 1 - Disc Plough

The recommendation for Tender Nr 5 for 8 Nardi Model TQDN 500 Disc Ploughs was accepted.

LOT 2 - Chisel Plough

The recommendation for Tender Nr 13 (Alternative Offer) for 13 Cooper Maxima 3 Chisel Ploughs was accepted.

The Consultants would write to the Tenderer regarding clarification of payment terms, the delivery period and an acceptable defects liability period.

ACTION	
INFC M	GN 23/11
22 NOV 1982	
PARTI R	
446	2, J15, 16

Copied to Chris
Whetall, HTS

LOT 3 - Offset Disc Harrow

The recommendation was not accepted, and the Tender Board decided to award the Contract to Tender 11 for 17 International Harvester 3.3 Disc Harrows, subject to the proviso that additional ballast weights would be provided as specified. Tender 8 could be considered as an alternative if necessary.

LOT 4 - Heavy Duty Offset Disc Harrow

The recommendation for Tender 2 for 2 Ndume Kifaru Heavy Duty Offset Disc Harrows was accepted subject to the proviso that the Tenderer withdraws the price qualification, confirms the technical details of the machine and the supply of a toolkit, and undertakes to supply hydraulic hose couplings compatible with those fitted to the tractor.

Tender 5 could be accepted as an alternative if necessary.

LOT 5 - Land Plane

The recommendation was not accepted. It was agreed that the Lot should be retendered after a review of the type and size of the equipment required had been carried out.

LOT 6 - Ridger

The recommendation was not accepted. The Lot should be retendered after a review of the specification had taken place.

LOT 7 - Groundnut Lifter

The recommendation for Tender 11 for 7 Lilliston 8100 Groundnut Lifters was accepted.

LOT 8 - CDA Sprayers

The recommendation was not accepted. The Tender Board decided that the Lot should be retendered to obtain improved commercial conditions.

LOT 9 - Rotary Slasher

The recommendation was not accepted. The lot should be retendered after a review of the specification in the light of the offers received.

LOT 1016/B/10/A - Hand Tools

The recommendation to obtain samples for approval from tenderers was accepted. All tenderers would be requested to submit samples of the hand tools they proposed to supply.

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16/B/10/B - Cotton Skips and Grading Mats

The recommendation that the Contract for this lot should not be awarded was accepted. NIB would review their requirements in the light of experience gained during the recent cotton harvest, and would advise the Consultants accordingly.

16/B/10/C - Drain Rodding Equipment

The recommendation was not accepted. The Tender Board decided that further quotations should be sought from alternative suppliers of this equipment.

16/B/10/D - Siphons

The recommendation that further quotations should be sought from the firms who submitted the three lowest acceptable offers for the Rahad Irrigation Scheme in the Sudan was accepted.

Spares

It was agreed that spares should be supplied for each lot. The details and precise quantity would be determined after discussions with accepted tenderers. The percentage range of implement purchase value recommended by Consultants for the value of Spares purchased was accepted.

We trust this is an accurate record of the decisions made at the meeting, and would be grateful if you would confirm this to us.

Yours sincerely,

(R. G. GOODYEAR)
RESIDENT REPRESENTATIVE

Sir M MacDonald and Partners Limited

BURA IRRIGATION SETTLEMENT PROJECT

MEMORANDUM

From C.R.S. TORROFF
 To MACKER/NICHOLLS MMP Cambridge

Date 15.11.82
 Our Ref 446/2/3/16
 Your Ref

Subject Tender Evaluation Reports Contracts 16A/16B

We enclose copies of our Tender Reports as submitted at the Tender Board Meeting on 11 November 1982.

The reports have been modified by the inclusion of additional information and reasons for exclusion of non-conforming tenders as requested by NIB. Our recommendations remain unchanged for those in the original drafts sent to you previously.

Enc Tender Report 16/A
 — u — 16/B.

ACTION:	<u>CRST</u>
INFORM:	<u>LN 23/11</u>
22 NOV 1982	
PARTNER	
<u>446</u>	<u>2/3/16</u>

Copied to
 Chris Whetell
 at HTS.

NOTE OF EXPLANATION

Following the submission of this report by the Consultants on 4th October 1982, The Irrigation Board wrote to the Consultants on 18th October 1982, and the Consultants resubmitted the report after minor amendments and additions on 9th November 1982.

A copy of each of these letters are included with the report.

Sir M MacDonald & Partners Limited

Consulting Engineers

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J F ROBSON OBE MA FICE MASCE
R F SMYTH FICE MASCE
R F STONER BSc FICE
J K WATERHOUSE BSc FICE MIWES

Your reference

Our reference 446/2/16/B

Date 9th November 1982

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General Manager,
National Irrigation Board,
NAIROBI.

Dear Mr. Lempaka,

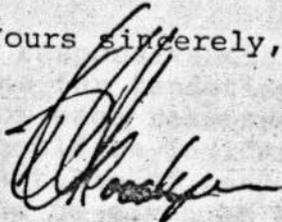
BURA IRRIGATION SETTLEMENT PROJECT
CONTRACT 16/B SUPPLY OF AGRICULTURAL PLANT

We enclose 4 copies of the Tender Report for the above Contract revised in accordance with our discussions with the Chief Engineer; Senior Procurement Engineer- Bura and Machinery Maintenance Officer, and your letter C/CO/15B-C 16A,-D dated 18th October 1982.

We have included in a separate appendix, tables showing compliance with tender instructions and commercial responsiveness, and of the points awarded for technical merit, defects liability period, local support and spares costs for each Lot.

We trust the report now meets your requirements.

Yours sincerely,



(R. G. GOODYEAR)
RESIDENT REPRESENTATIVE

Enc.

NATIONAL IRRIGATION BOARD

LENANA ROAD
P. O. Box 30372
NAIROBI.

Our Ref: C/CO/15B & C 16A, B, C & D

Your Ref:

Telegrams: IRRIGATION

Telephone: 722590 (5 Lines)

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18th October 1982

Mr. R. G. Goodyear
Resident Representative
Sir M. MacDonald & Partners Ltd.
NAIROBI

CONTRACT NR. 16A AND 16B -
DRAFT EVALUATION REPORTS

We acknowledge receipt of your letter ref. 446/2/J15B dated 4th October, 1982 on the above subject.

We wish to make the following comments:-

- a) We wish you to elaborate on technical and or commercial reasons used for elimination of the various bids. This is necessary in order to clear any doubts that anybody may have in mind.
- b) Elaboration on responsiveness of each bid to the instructions for tendering and adjudication procedures. For each response not complied with consequences should be indicated as adequately as possible. A table of responses to each condition should be given as an appendix.
- c) On the four most responsive tenderers their non compliance with the tender conditions should be clearly identified and commented upon. One would like to know who in fact are the responsive tender submissions.
- d) In the recommendations all provisos against each tenderer should be given. Consultants opinion on the provisos could be given.
- e) The second best offers should also be given with their provisos.

Where general statements are given eg. delivery time or wrong equipment, the exact information supplied will be indicated to show the time specified and the

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specifications not complied with.

The marking schedule agreed with the Board will be attached as appendix.

On Contract 16B particularly there are cases where only one tender was received. Comments on probable reasons for non competitiveness will be given and the quoted prices compared with engineers estimate. In one case in Contract 16B Lot No. 6 for supply of ridger none of the tenderers seem to satisfy the specifications fully. Adjudication therefore is subject to a great deal of clarification and conditions. In such a case serious examination should be given to ask all tenderers to submit further information or retender. Where decisions have been altered eg. Lot 10B for cotton skips recommendations will be made on the change and method of informing tenderers for withdrawal of tender bonds etc.

It is quite clear that in some cases Consultants specifications have not been explicit and some tenderers have found it difficult to respond adequately. In such cases, the Consultants could advise as to what action could be considered.



(H. M. Lempaka)
GENERAL MANAGER

446 446/2/J16B
4th October 1982

General Manager,
National Irrigation Board,
NAIROBI.

Dear Mr. Lempaka,

BURA IRRIGATION SETTLEMENT PROJECT
CONTRACT 16/A-B SUPPLY OF TRACTORS AND
AGRICULTURAL EQUIPMENT

Please find attached two copies of the draft reports of tender analysis for Contracts 16/A and 16/B.

As detailed in the report on Contract 16/A, the "Instructions for Tendering" contained in the tender document invited tenders on the basis of all lots, and the advertisement calling for tenders stated that Tenders for Contract 16/A will only be considered for all the lots:

Tenders have been evaluated and the cheapest adjusted offers from fully responsive tenderers are as follows:-

Lot 1 Tenderer Nr 1 (Ford)	KSh 3 466 900/-
Lot 2 Tenderer Nr 2 (Massey Ferguson)	KSh 6 579 417/-
Lot 3 Tenderer Nr 2 (Massey Ferguson)	KSh 795 087/-
Lot 4 Tenderer Nr 2 (Massey Ferguson)	KSh 241 389/-

After applying the agreed weighing factors the cheapest evaluated bids from fully responsive tenderers are as follows:-

Lot 1 Tenderer Nr 2 (Massey Ferguson)	KSh 4 290 094/-
Lot 2 Tenderer Nr 2 (Massey Ferguson)	KSh 8 322 962/-
Lot 3 Tenderer Nr 2 (Massey Ferguson)	KSh 1 005 785/-
Lot 4 Tenderer Nr 2 (Massey Ferguson)	KSh 282 425/-

We therefore recommend the acceptance of Tenderer Nr 2's offer for Lots 1, 2, 3 and 4.

At this juncture we would like to point out the significant advantages in operating and maintaining equipment from a single manufacturer namely:-

(a) Reduced Investment in:-

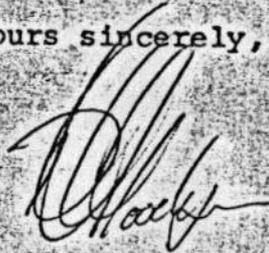
- (1) Spare parts particularly major items
- (ii) Special service tools

- (iii) Training both operator and service
 - (iv) Special lubricants
 - (v) Storage Space for spares
- (b) Simplified stores procedures with a single line of spares
- (c) Reduced downtime greater service expertise

Mention should also be made of the obvious disadvantage in total reliance on one supplier for support services. However, in the case question there are a number of alternative sources of supply of genuine spare parts, particularly engines in Kenya.

Tender 16/B was issued on the basis of offers for individual lots. We recommend acceptance of the cheapest evaluated bids from fully responsive tenderers which are detailed in the report.

Yours sincerely,



(R. G. GOODYEAR)
RESIDENT REPRESENTATIVE

copy to H.O. N.O.O.

BURA IRRIGATION SETTLEMENT PROJECT

BURA WEST PHASE I

CONTRACT 16B

SUPPLY OF AGRICULTURAL PLANT

EVALUATION OF TENDERS

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SUMMARY

- 0.1 As a result of detailed analysis of tenders received under Contract 16/B, the following recommendations are made:-
- 0.2 LOT 1
- Tender Nr 5 for 8 Nardi Model TQDN 500 Disc Ploughs is recommended for acceptance.
- 0.3 LOT 2
- Tender Nr 13 (Alternative Offer) for 13 cooper maxima 3 Chisel Ploughs is recommended for acceptance subject to the proviso:-
- (i) The Tenderer accepts the specified payment terms
 - (ii) The delivery period to site is confirmed
 - (iii) The Tenderer contracts for an acceptable defects liability period.
- 0.4 LOT 3
- Tender Nr 8 for 17 Burns and Blane M.F. Licensed Mounted Offset Disc Harrows is recommended for acceptance subject to the following proviso:-
- (i) The Tenderer accepts the specified payment terms
 - (ii) The Tenderer agrees to supply a minimum of 100 kg of ballast weights with each machine
- 0.5 LOT 4
- Tender Nr 2 for 2 Ndume Kifaru Heavy Duty Offset Disc Harrows is recommended for acceptance subject to the following proviso:-
- (i) The Tenderer withdraws the price qualification
 - (ii) The Tenderer confirms that the minimum operating width exceeds 2.5 m and that the minimum unballasted operating mass exceeds 1200kg.
 - (iii) A tool kit is supplied
 - (iv) Hydraulic hose couplings compatible with those supplied with Lots 2 and 3 contract 16/A are fitted.
- 0.6 LOT 5
- Tender Nr 13 for 6 Simba SM 310 Land Planes is recommended for acceptance subject to the proviso:
- (i) The Tenderer accepts the specified payment terms and extends the validity of his offer to that specified.

(ii) The Tenderer offers an acceptable defects liability period.

(iii) Hydraulic hose couplings compatible with those supplied with Lots 2 and 3 Contract 16/A will be fitted.

0.7 LOT 6

Tender Nr 5 for 15 Nardi PT70/5A45R Toolbar/Ridgers is recommended for acceptance subject to the proviso:-

(i) That the manufacturer and Tenderer provide an acceptable financial guarantee for the performance of the ridger under site conditions for a 12 month operating period.

(ii) That suitable evidence is provided that the ridger will withstand the forces claimed in the offer.

(iii) That the Tenderer confirms that the toolbar length is adequate for five bodies at 1.0m centres.

0.8 LOT 7

Tender Nr 11 for 7 Lillston 8100 Groundnut Lifters is recommended for acceptance.

0.9 LOT 8

Tender Nr 12 for 160 Turbair x ULV/CDA Sprayers is recommended for acceptance subject to the proviso that:-

(i) An acceptable performance guarantee is provided

(ii) The validity of the offer is extended to that specified in the Contract.

0.10 LOT 9

Tender Nr 13 (Main Offer) for 4 Bush Hog 207 Rotary cutters is recommended for acceptance subject to the proviso that:-

(i) An acceptable defects liability period is offered.

(ii) Payment terms in accordance with the Contract are accepted.

0.11 LOT 10

Sub Lot 16/B/10A

It is recommended that sample items are obtained from Tenderers for approval and the lowest approved offer accepted.

Sub Lot 16/B/10B

The recommendations are held in abeyance awaiting N.I.B decision on precise requirements.

Sub Lot 16/B/10C

It is recommended that Tender Nr 13 for Drain Rodding Equipment be accepted subject to the proviso:-

(i) That payment terms in accordance with the Contract are accepted.

Sub Lot 16/B/10/D

It is recommended that further quotations should be sought

1.0 Introduction

1.1 This report covers the evaluation of tenders submitted in respect of the Bura Irrigation Settlement Project Contract 16/B. Instructions for tendering, commercial requirements and specifications for 9 items of equipment and one Lot of assorted hand tools were published on July 5th 1982. Three Tender Notices were issued to all those who purchased the original documents.

Tenders were invited for the supply of items shown in Table I. A total of nineteen tenders was received - see Table II.

TABLE I

LOT NO	AGRICULTURAL PLANT REQUIRED ITEM DESCRIPTION	QUANTITY
16/B/1	Disc Plough	8
16/B/2	Chisel Plough	13
16/B/3	Offset Disc Harrow	17
16/B/4	Offset Disc Harrow (Heavy Duty)	2
16/B/5	Land Plane	6
16/B/6	Ridger	15
16/B/7	Groundnut Lifter	7
16/B/8	CDA Sprayer	160
16/B/9	Rotary Slasher	4
16/B/10	Hand Tools	
	16/B/10A Dutch Hoe	20 000
	Jembe	10 000
	Panga	10 000
	Spade	5 000
	Sack Barrow	23
	16/B/10B Cotton Skip	10 000
	Grading Mat	5 000
	16/B/10C Drain Rodding Equipment	2 Sets
	16/B/10D Siphon	10 500

2

TABLE II
SUMMARY OF TENDERS RECEIVED FOR CONTRACT 16/B

TENDER NO.	AGENT IN KENYA AND/OR PRINCIPAL	LOT NOS OFFERED	MAKE/MODEL/DESCRIPTION	REMARKS/COUNTRY OF ORIGIN
1	<u>KENYA MOTOR CORP.</u> TOYODA TSUSHO KAISHA LTD	1 - 7 9)) Various Manufacturers)	Japan
2	<u>NDUME LTD.</u>	1 2 3 4 6 9	Ndume Disc Plough Ndume Chisel Plough Ndume Mbogo Offset Disc Ndume Kifaru HD Offset Disc Ndume Ridger Ndume Jungle Buster	Kenya
3	<u>ADEES</u>	10A 10A 10A	Jembe Panga Spade	Not specified
4	<u>CHUI SUPPLIES</u>	10A 10A 10A 10A 10A	Dutch Hoe Jembe Panga Spade Sack Barrow	Not specified
5	<u>FARMTEC</u> FOR NARDI	1 3 3 Alt. 4 6 9 9 Alt.	Nardi TQDN 500 Disc Plough Nardi 20 FLPD/51 Offset Disc Nardi 24 FLPD/51 Offset Disc Nardi 22 FCIM/61HD Offset Disc. Nardi PT70/5A45R Ridger Nardi Mod TL 152 Rotary Slasher Nardi Mod TL182 Rotary Slasher	Italy
6	<u>MERCHANDISE</u> <u>COMPANY (EA)</u> <u>LTD.</u>	10A 10A 10A 10A 10A 10B 10B 10D	Dutch Hoe Jembe Panga Spade Sack Barrow Cotton Skip Grading Mat Siphon	Not specified
7	<u>FIAT (KENYA) LTD</u> FOR OTMA	1 3 4 6	Otma QP66 Disc Plough Otma 20/EVP-51 Offset Disc Otma H. D Offset Disc Otma Ridger	Italy

TENDER NO.	AGENT IN KENYA AND/OR PRINCIPAL	LOT NOS. OFFERED	MAKE/MODEL/DESCRIPTION	REMARKS/COUNTRY OF ORIGIN
8	<u>BURNS & BLANE</u>	1 3 9	Disc Plough) Disc Harrow) M-F License Rotary Slasher (Howard License)	Kenya
9	<u>SAMTRACT</u> FOR FAIMA	1 2 3 4 6	Faima APT 75 Disc Plough Faima 7 Tine Chisel Plough Faima EPV20-560 Disc Harrow Faima VCH24-610 HD Disc Harrow Ridger	Italy Not specified
10	<u>HOLMAN BROS.</u> JOHN DEERE	3 4 6 9	J.D. 105 Disc Harrow J.D. 111 HD Disc Harrow J.D. 884 Bedder/Ridger J.D. 609 Gyramor	U.S.A.
11	<u>LIMA</u> Various	1 2 3 4 5 7 9	Baldan AFR4 Disc Plough Krone Chisel Plough I-H 3-3 Disc Harrow I-H 3-5 HD. Disc Harrow Marvin 061 Land Plane Lilliston 8100 Groundnut Lifter Wessex SM66 Rotary Slasher	Brazil U.K Australia U.S.A. U.K
12	<u>CROP PROTECTION CHEMICALS</u>	8	Turbair X CDA Sprayer	U.K
13	<u>K. KAY ENGINEERING</u> GEEST OVERSEAS MECHANISATION	1 2 2 Alt. 3 4. 5 6 8 8 ALT 9 9 ALT 1	Pettit MK2 Disc Plough Bomford Superflow Chisel Plough Cooper Maxima 3 Chisel Plough Pettit 44 Series Offset Disc Pettit 77 Series HD Offset Discs Simba SM 310 Land Plane Berniter PBB 5/150 Ridger Micron ULVA 16 CDA Sprayer Micron ULVA 8CDA Sprayer Bush Hog 207 Rotary Cutter Bush Hog 307 Rotary Cutter	U.K U.K U.S.A U.S.A.

TENDER NO.	AGENT IN KENYA AND/OR PRINCIPAL	LOT NOS OFFERED	MAKE/MODEL/DESCRIPTION	REMARKS/COUNTRY OF ORIGIN
1 Cont.	(GEEST)	9 Alt.2 10C	Parmiter RS66 Rotary Slasher Drain Rodding Equipment	U.K U.K
14	<u>CONSTRUCTION EQUIPMENT</u>	4	Rome TCW HD Offset Disc	U.S.A.
15	<u>SIMBA COLT MOTORS LTD.</u> SUMITOMO BRASIL FOR MARCHESAN BRASIL	1 2 3 4	Marchesan 'Super Tatu' Model AF-3 Disc and AF-4 Plough Marchesan "Super Tatu" Model A ECR-7 Chisel Plough Marchesan 'Super Tatu' Model GHD Offset Disc Marchesan 'Super Tatu' Model GACR H-D - Disc	Brazil
16	<u>TRIMBORN AGRICULTURAL ENG. LTD. FOR DEUTZ FAHR</u>	5	Martorelli B Model NJM-IF Land Plane	Spain
17	<u>LAGUM DISTRIBUTORS LTD. FOR KVERNELAND</u>	2 3 4	Kverneland Chisel Plough Kverneland Offset Disc Plough Kverneland Offset HD Disc Harrow	Norway
18	<u>BONAR (EA)</u>	10B 10B/A 10B/B 10B/C 10B/AA 10B/BB 10B/CC 10B/AAA 10B/BBB 10B/CCC	Cotton Skip Grading Mat(12oz/YD ²) 2m ² Alt. 3m ² Alt. 4m ² Grading Mat (15oz/YD ²) 2m ² Alt. 3m ² Alt. 4m ² Grading Mat(18oz/YD ²) 2m ² Alt. 3m ² Alt. 4m ²	Kenya
19	<u>KENYA LIFT</u>	10/B 10/B 10/B 10/B	Jembe Panga Spade Sack Barrow	Not specified

- 2.0 METHOD Evaluation was carried out in accordance with World Bank Guidelines and as outlined in the Tender Documents.
- 2.1 Tenders for each item were recorded and the financial and commercial details analysed by the consultant's staff. Tenders not conforming to the major requirements detailed in the 'Instructions For Tendering' were not further considered.
- 2.2 A detailed technical analysis was then carried out by the consultant. A weighting system was used whereby marks were awarded for each aspect of the specification according to its relative importance in respect of the effective and economic operation and working life of the item, under the conditions existing at the project site. Points were awarded according to the degree of conformity with the required specification. Tenders which clearly did not conform technically were not considered and were not marked.
- 2.3 Points were also awarded in respect of:-
- defects liability period
 - local support such as:-
 - after sales service
 - spares availability
 - training capability
 - maintenance costs.
- 2.4 Offer prices were then converted to Kenya currency where necessary, at the exchange rates prevailing on July, 1st 1982 as detailed in the 'Conditions of Contract'. Appropriate allowances were made for Customs Duty and Sales Tax where necessary. Any offer not conforming to the Conditions of Payment detailed as Clause 7 in the Conditions of Contract' was charged interest at the rate of 1% per month on the non-conforming segment of the offer price and appropriate adjustment made to the offer price.

2.5 Adjustment was then made to the offer price resulting from procedure detailed in para 2.4. according to the following weighting:-

Adjusted offer price	50%
Technical Specification	10%
Local Support	25%
Defect Liability	5%
Maintenance Costs	10%

using the formula

$$\text{Corrected price} = \text{Adjusted Price} \left[1 + \frac{(100 - \text{Weighting } \%)}{100} \right]$$

The cheapest evaluated bid at this stage was deemed to be acceptable.

2.6 The following definitions are used

- Adjusted Price

i.e. the Bid or Offer Price with the following corrections as required

- removal of Duty or Sales Tax
- recalculation of exchange rates according to official rates fixed as per the document
- adjustments due to non-conformity to payment terms (interest charged at 1% per month). (This calculated for fully evaluated bids only.)
- adjustments for non-conformity to equipment supply.

- Evaluated Price

is the Adjusted Price with the weighting factor applied as in 2.5.

3.0 ANALYSIS

3.1 General

In many cases, the standard of technical response has been so poor as to make meaningful evaluation impossible. The 'Instructions for Tendering' clearly states that 'all documents shall be in English or accompanied by adequate English translations', and called for 'full specification of the Goods to be supplied including descriptive literature and drawings...'. Descriptive literature was often poor in quality, lacking altogether or in a foreign language without adequate translation. Where insufficient information made evaluation impossible, tenders were deemed to be unresponsive.

3.2 LOT 16/B/1 Disc Plough

3.2.1 Nine offers from nine tenderers were received for this item. Table III summarises the prices and shows the ranking after evaluation.

3.2.2 The specification called for a 3 convertible to 4 furrow implement fitted with a depth wheel. Tenderers 1 and 15 offered two separate implements and Tenderers 1, 7, 8 and 15 did not include depth wheels in their offers. These tenders were not, therefore, considered responsive. Five responsive offers were received which were fully evaluated. Tender 5 offered the lowest weighted price, and was acceptable without significant reservations.

The second lowest offer was Tender 9, the machine complied with the specification but was technically inferior to Tender 5 on a number of minor points. Delivery of the first half-Lot was within 4 months, and not 3 months as specified.

Tender 3 had qualified his offer price with an increase from 24th November 1982. This qualification should be withdrawn by the Tenderer if the offer were considered. Tenders 11 and 13 were significantly more expensive though acceptable.

TABLE III
SUMMARY OF OFFER PRICE WEIGHTINGS AND EVALUATED PRICE LOT 1

Order	OFFER PRICE		Adjusted (1) Price (KShs)	% Weighting	Evaluated Price (KShs)	Rank	Comments
	Local	Foreign					
	8 080	YEN 3 984 000	178 782	NE	Not evaluated	-	See Note (2) No depth wheel
	162 900	-	162 900	53	239 463	3	See Note (3)
	166 000	-	166 000	82.5	195 050	1	
	158 776	-	158 776	NE	Not evaluated	-	See Note (4) No depth wheel
	130 560	-	131 388	NE	Not evaluated	-	See Note (5) No depth wheel
	160 000	-	160 000	72	204 800	2	See Note (4)
	28 800	US\$ 11 200	275 020	81.5	325 899	4	
	17 687	ESTg 7 698	354 328	72.5	451.768	5	See Note (4)
	10 792	US\$ 12673	150 094	NE	Not evaluated	-	See Note (4) No depth wheel

- Notes:
1. Less Customs Duties, Local Tax where applicable
 2. Payment and Delivery Terms do not conform
 3. 10% increase if order not placed by 24th November 1982
 4. Delivery terms do not conform
 5. Price adjusted due to payment requirements

TABLE IV

SUMMARY OF OFFER PRICE WEIGHTINGS AND EVALUATED PRICE LOT 2

Order No	Offer Price		Adjusted (1) Price (KSHS)	% Weighting	Evaluated Price (KSHS)	Rank	Comments
	Local	Foreign					
1	14 846	YEN 7 839000	350 724	NE	Not evaluated	-	See Note (2)
2	350 000	-	350 000	51.5	519 750	3	See Note (3)
9	378 677	-	378 677	NE	Not evaluated	-	See Note (4)
11	82 810	ESTG 14 950	367 391	82.5	431 684	2	
13	47 105	ESTG 20 504	437 409	74.5	548 948	4	See Note (4)
13 ALT	36 293	ESTG 15 798	337 016	74	424 640	1	See Note (4)
15	11 386	US\$ 51 340	575 715	22.5	1021 894	6	See Note (4)
17	495 400	-	495 400	65.5	666 313	5	See Note (4)

- Notes:
1. Less Customs Duties, Local Tax where applicable
 2. Payment and Delivery Terms do not conform
 3. 10% increase if order not placed by 24th November 1982
 4. Delivery terms do not conform.

3.2.3 It is therefore recommended that Tender 5 for 8 Nardi Model TQDN 500 Disc Ploughs be accepted. There are no significant proviso attached to the acceptance of this offer.

Tender 9 for 8 Faima APT 75 Disc Ploughs could be accepted subject to the following proviso that:- Confirmation is received that delivery of the first half Lot may take place within 3 months of placing the order.

3.3 Lot 16/B/2 Chisel Plough

3.3.1 Nine implements were offered by eight Tenderers for this item. (See Table IV)

Tenders 1 and 9 were not technically responsive as insufficient details of the equipment were provided.

In addition the payment, delivery and defects liability terms offered by Tender 1 did not comply with the Contract Conditions.

Six offers were fully evaluated and are acceptable subject to certain proviso. Tender 13 (alternative offer) was the lowest both before and after the weighting was applied.

The payment terms requested by the tenderer do not conform.

An irrevocable letter of Credit for 85% of the price is requested on shipment followed by 10% on commissioning. (Contract Conditions specify a 95% payment on commissioning). The Tenderer does not specify a defects liability period in his offer, and the delivery period requires clarification. The second lowest offer was Tender 11 which complies with the specification, and has no significant proviso. The other four fully evaluated offers were significantly more expensive and are subject to proviso regarding non conformance of payment terms and delivery periods which are outside the 3 months specified for the first half lot.

3.3.2. It is recommended therefore that Tender 13 (alternative offer) for 13 Cooper Maxima 3 Chisel Ploughs, be accepted with the following proviso:-

- (i) The Tenderer accepts the specified payment terms
- (ii) The delivery periods to site are confirmed
- (iii) The tenderer contracts for an acceptable defects liability period.

Tender 11 for 13 Krone Chisel Ploughs could be accepted if the proviso indicated above for tender 13 (alternative) are not complied with. There are no significant proviso, and the tender complies with the specification and satisfies the payment and delivery requirements.

3.4

LOT 16/B/3 Offset Disc Harrow

3.4.1 Twelve offers were received from eleven tenderers for this item. (See Table V). Offers 1 and 10 were for tandem disc harrows, and not for offset machines as specified. These offers were not considered further. Tenderer 5 (alternative offer) was for a machine considerably larger than specified and was not acceptable. Tender 9 was not technically responsive and could not be evaluated.

Eight offers were fully evaluated, Tender 8 had the lowest evaluated price and complies with the specification. Prices quoted were ex works Nairobi with an additional amount for transport to site. The adjusted price has compensated for this.

Tender 11 was the second lowest offer the machine complies with the specification and fulfills the payment and delivery requirements.

Neither of these offers included the additional ballast weights specified. Other fully evaluated tenders were unable to meet the delivery requirement for the first half lot.

3.4.2 It is recommended that Tender 8 for 17 Burns and Blane M-F licensed Disc Harrows be accepted with the proviso that, payment terms in accordance with the Contract are accepted, and that 100 kg (minimum) of additional weights be supplied with

TABLE V

SUMMARY OF OFFER PRICE WEIGHTINGS AND EVALUATED PRICE. LOT 3

Order No.	Offer		Adjusted(1) Price (KShs)	% Weighting	Evaluated Price (KShs)	Rank	Comments
	Local	Price Foreign					
1	21 250	YEN 11 50 000	514 376	NE	NOT EVALUATED	-	See Note (2)
2	294 500	-	294 500	44.5	457 948	4	See Note(3)
5	362 100	-	362 100	73.5	458 056	5	
6 Alt.	408 340	-	408 340	NE	NOT EVALUATED	-	
7	352 155	-	352 155	24	619 793	6	See Note(4)
8	326 415	-	328 485	79	397 467	1	See Note(5)
9	355 045	-	355 045	NE	NOT EVALUATED	-	See Note (4)
10	476 000	-	476 000	NE	NOT EVALUATED	-	See Note (2)
11	78 370	A\$22 440	331 309	76	410 823	2	
13	39 201	£Stg.16 985	362 519	75	453 149	3	See Note (4)
15	20 734	US\$41 338	475 121	32	798 203	7	See Note (4)
17	705 400	-	705 400	68.5	927 601	8	See Note (4)

NOTES

1. Less Customs Duties, Local Sales Tax where applicable.
2. Payment and Delivery Terms do not conform.
3. 10% increase if order not placed by 24.11.82
4. Delivery terms do not conform.
5. Price adjusted due to payment requirements.

Tender 11 for 17 International Harvester 3.3 Disc Harrows could be accepted. The offer complies with the technical specification and fulfills the payment and delivery terms. Additional ballast weights (minimum 100 kg) should be supplied with each implement as specified.

3.5 LOT 16/B/4 Offset Disc Harrow, Heavy Duty

3.5.1 Eleven tenders were received for this item from eleven firms. (See Table VI). Tenderers 1, 10 and 17 offered tandem disc harrows which do not comply with the specification, and were not therefore considered. Offers from Tenderers 7, 9 and 15 were not technically responsive, and could not be evaluated.

Five Tenders were fully evaluated and of these Tender 2 was the cheapest evaluated offer both before and after weighting adjustments. The offer price was subject to a 10% increase if an order was not placed by the 24th November 1982. Minor technical clarification is required prior to acceptance with regard to the operating width, operating weight, inclusion of a tool kit, and compatibility of the hydraulic couplings with the tractors. The second lowest fully evaluated offer was Tender 5 and acceptance is subject only to the supply of hydraulic couplings compatible with the tractor.

Tenders 11, 13, and 14 are also technically acceptable, but are higher priced, and Tenders 13 and 14 are unable to meet the delivery terms for the first half lot.

3.5.2 It is recommended that Tender 2 for two Ndume Kifaru Heavy Duty Offset Disc Harrows be accepted subject to the withdrawal of the price qualification by the Tenderer and that the Tenderer confirms that:-

- (i) Minimum operating width exceeds 2.5m
 - (ii) Minimum (unballasted) operating mass exceeds 1200 kg
 - (iii) A tool kit will be supplied
 - (iv) Hydraulic hose couplings will be compatible with those supplied with Lots 2 and 3
- Contract 16/A.

TABLE VI

SUMMARY OF OFFER PRICE WEIGHTINGS ANDEVALUATED PRICE LOT 4

Tender NO.	Offer Price		Adjusted (1) Price (KSHS)	% Weighting	Evaluated Price (KSHs)	Rank	Comments
	Local	Foreign					
1	2 884	YEN 1650000	73 582	NE	Not evaluated	-	See Note (2)
2	82 300	-	82 300	54	120 158	1	See Note (3)
5	125 440	-	125 440	81.5	148 646	2	
7	122 760	-	122 760	NE	Not evaluated	-	See Note (4)
9	142 896	-	142 896	NE	Not evaluated	-	See Note (4)
10	65 300	-	65 300	NE	Not evaluated	-	
11	33 360	A\$ 11930	167 833	85	193 008	4	
13	16 347	ESTg7115	151 785	75	189 731	3	See Note (4)
14	57 634	US\$ 18340	259 227	64	352 549	5	See Note (4)
15	20 711	US\$ 10830	139 754	NE	Not evaluated	-	See Note (4)
17	163 600	-	163 600	NE	Not evaluated	-	See Note (4)

Notes:

1. Less Customs Duties, Local Tax where applicable
2. Payment and Delivery Terms do not conform
3. 10% increase if order not placed by 24th November 1982
4. Delivery terms do not conform.

Tender 5 for two Nardi 22 FCIM/61HD Offset Disc Harrows could be accepted subject to the proviso that hydraulic couplings compatible with the tractors supplied under Lots 2 and 3 of Contract 16/A are fitted.

3.6 LOT 16/B/5 LAND PLANE

3.6.1 Four offers were received from four tenderers for this item. (See Table VII). Of the four offers, three were unacceptable. Tenderer 1 offered a rear mounted grader blade which does not comply with the specification and was not considered. Tenderer 11 offered a machine which was too large for the tractors specified. The recommended PTO horsepower requirement of the machine was 116 HP, and the tractors are 80-90HP.

Tender 16 was not commercially or technically responsive, and could not be evaluated.

Tender 13 offered an acceptable implement complying with the specification. The payment terms requested were 85% on shipment, and 10% on commissioning and were valid only until 25 November 1982. The Defects Liability Period was not defined.

3.6.2 It is recommended therefore that Tender 13 for 6 Simba SM310 Land Planes should be accepted subject to the following proviso:-

- (i) The Tenderer should accept payment terms in accordance with the specification and withdraw his price validity qualification.
- (ii) The Tenderer should offer an acceptable defects liability period.
- (iii) The Tenderer should confirm that hydraulic couplings compatible with those supplied for Lot 2 and 3 of Contract 16/A will be fitted.

There is no acceptable alternative offer for this Lot, and should the proviso above not be fulfilled after negotiation, further tenders would have to be called for.

3.7 LOT 16/B/6 RIDGER

3.7.1 Of the seven offers from seven Tenderers, Tender 1 was for an implement which did not comply with the specification. Tender 7 and 9 were not technically responsive and could not be evaluated. Four offers were fully evaluated.

TABLE VIII

SUMMARY OF OFFER PRICE, WEIGHTING AND EVALUATED PRICE. LOT 6

ENDER O.	OFFER PRICE		ADJUSTED (1) PRICE (KSHS.)	% WEIGHTING	Evaluated PRICE (KSHS.)	RANK	COMMENTS
	LOCAL	FOREIGN					
1	15510	YEN 7800000	349717	NE	NOT EVALUATED	-	See Note (2) WRONG MACHINE
2	403000	-	403000	47.5	614575	2	See Note (3)
5	218400	-	218400	81	259896	1	
7	217755	-	217755	NE	NOT EVALUATED	-	See Note (4)
9	495000	-	495000	NE	NOT EVALUATED	-	See Note (4)
10	944250	-	944250	81	1123658	4	
13	53008	Estg 26208	551890	69	722976	3	See Note (4)
Notes:							
1. Less Customs Duties, Local Tax where applicable							
2. Payment and Delivery Terms do not conform							
3. 10% increase if order not placed by 24th November, 1982							
4. Delivery terms do not conform							

Of these Tender No.5 was the cheapest both before and after weighting adjustments. (See Table VIII).

3.7.2 There are, however, a number of drawbacks with this offer which are detailed below.

3.7.2.1 The specification called for a tool bar length of adequate dimension to accommodate five bodies at 1.0 m centres'. This means that the tool bar length must be in excess of 4.0 m to accommodate the clamping devices.

The Tenderer has, however, offered a toolbar length of only 4.0 m.

3.7.2.2 The specifications also stipulated that the unit should be capable of ridging and re-shaping ridges in dry soil. Recent experience with similar implements on the Rahad Project in Sudan indicate that these ridgers are not, in fact, strong enough to carry out this task. However, the Tenderers offer clearly states that 'frame strength (is) adequate to withstand forces encountered when forming five row ridge (sic) at 1.0 m centres in hard dry clay soil'.

3.7.3 The second lowest evaluated offer was Tender 2. This offer though generally complying with the specification is technically inferior to the other fully evaluated offers. Payment terms are subject to a qualification of a 10% increase after 24th November 1982.

There is a significant price differential between the lowest and all other evaluated offers.

3.7.4 It is recommended therefore that Tender 5 for 15 Nardi PT 70/5A45R Toolbar/Ridgers be accepted with the following proviso:-

- (i) That the manufacturer and tenderer provide an acceptable financial guarantee for the performance of these ridgers under site conditions for a 12 month operating period.

- (ii) Suitable evidence should be provided that the ridgers will withstand the forces claimed in their offer. (in the form of an independant test report).
- (iii) The Tenderer should confirm that the tool bar lenth is adequate for five bodies at 1.0m centres (in excess of 4.0 m).

In the event that the above proviso are not complied with Tender 2 for 15 Ndume Ridgers could be accepted subject to the withdrawal of the qualification regarding payment terms, and clarification of the technical details of their implement. In view of the price differential between the evaluated offers an alternative option would be to seek clarification from all tenderers for this lot with a view to obtaining a reasonable evaluated price from one of the currently non responsive tenderers.

3.8 LOT 16/B/7 GROUNDNUT LIFTER

3.8.1 Only two offers were received for this item. Tender 1 offered a machine which did not comply with the specification and was unacceptable. Tender 11 complies with the technical specification, and fulfills the payment and delivery terms. (See Table XIV).

3.8.2 It is recommended that Tender 11 for 7 Lilliston 8100 Groundnut Lifters be accepted. No acceptable alternative offer was received.

3.9 LOT 16/B/8 CDA SPRAYER

3.9.1 Three offers were received from two Tenderers for this item. Tender No.12 was the cheapest offer, both before and after weighting adjustments. (See Table XV). The offer complied with the technical specification. The validity of the offer price is not in accordance with that specified, and no performance guarantee was included. The second lowest offer was Tender 13, the offer complied with the technical specification, but payment terms were not in accordance with those specified. A letter of credit for 85% of the offer price was required on shipment of the goods. The third offer Tender 13 (alternative) differed in technical specification from Tender 13 above, and contained a similar qualification with regard to payment.

TABLE XIV

SUMMARY OF OFFER PRICE. WEIGHTING AND EVALUATED PRICE. LOT 7

TENDER NO.	OFFER PRICE		ADJUSTED (1) PRICE (KSHS.)	% WEIGHTING	Evaluated PRICE (KSHS.)	RANK	COMMENTS
	LOCAL	FOREIGN					
1	6412	YEN 3388000	151578	NE	NOT EVALUATED	-	See Note (2) WRONG MACHINE
11	104650	US\$ 39960	510914	-	510914	1	

Notes:

1. Less Customs Duties, Local Tax where applicable
2. Payment and Delivery Terms do not conform

3.9.2 Acceptance of Tender 12 for 160 Turbair x ULV/CDA sprayers is recommended subject to the provision of a performance guarantee, and extension of the offer validity to that specified in the Contract.

Tender 13 could be accepted for 160 Micron ULVA 16 CDA sprayers subject to modification or acceptance of the payment terms specified.

3.10 LOT 16/B/9 Rotary Slasher

3.10.1 Seven Tenderers submitted ten offers for this item. (See Table XVI). The specification called for 2.0 m minimum cutting width. Only two offers, both from Tenderer 13, met the minimum width requirement. Of these, the main offer from Tender 13 was the cheapest. The defects liability period was not specified, and payment terms requested a Letter of Credit for 85% of the value on shipment, and 10% on delivery.

3.10.2 It is recommended that Tender 13 (main offer) for 4 Bush Hog 207 Rotary Cutters be accepted subject to the offer of an acceptable defects liability period and acceptance or modification of the payment terms specified.

No suitable alternative tender for this Lot was received.

3.11 LOT 16/B/10 Hand Tools

3.11.1 Table XVII summarises the offers received under Lot 16/B/10.

3.11.2 Sub-Lot 16/B/10A - Dutch Hoe
 - Jembe
 - Panga
 - Spade
 - Sack Barrow

Seventeen offers were received from four Tenderers. It is recommended that samples be obtained from the responsive tenderers for approval, as detailed in Clause 10.02 of the Tender Document Specifications, and the cheapest approved offer accepted.

TABLE XV

SUMMARY OF OFFER PRICE. WEIGHTING AND EVALUATED PRICE. LOT 8

TENDER NO.	OFFER PRICE		ADJUSTED (1) PRICE (KSHS.)	% WEIGHTING	Evaluated PRICE (KSHS.)	RANK	COMMENTS
	LOCAL	FOREIGN					
12	81 600	-	82 072	62	107 514	1	See Note (5) PRICE VALID TO DECEMBER '82
13	15 928	Estg 4306	97 895	71	126 285	2	See Note (4)
13 ALT	18 224	Estg 4927	112 012	71	144 495	3	See Note (4)

- Notes:
1. Less Customs Duties, Local Tax where applicable
 4. Payment terms do not conform 85% L/C on shipment required. Validity expires 25th November 1982.
 5. No defects liability period.

TENDER NO.	OFFER PRICE		ADJUSTED (1) PRICE (KSHS.)	% WEIGHTING	Evaluated PRICE (KSHS.)	RANK	COMMENTS
	LOCAL	FOREIGN					
1	4 412	YEN 2 308 000	103 303	NE	NOT EVALUATED	-	See Note (2)
2	85 500	-	85 500	NE	NOT EVALUATED	-	See Note (3)
5	85 800	-	85 800	NE	NOT EVALUATED	-	
5 ALT	90 640	-	90 640	NE	NOT EVALUATED	-	
8	70 851		71 300	NE	NOT EVALUATED	-	See Note (5)
10	133 200		133 200	NE	NOT EVALUATED	-	See Note (2)
11	2 180	Estg 5 840	140 047	NE	NOT EVALUATED	-	
13	108	Estg 8 140	185 957	NE	NOT EVALUATED	-	
13 ALT	1096	Estg 10 894	264 469			1	
13 ALT	18 780	Estg 4 710	108 437	NE	NOT EVALUATED	2	See Note (4)

Notes:

1. Less Customs Duties, Local Tax where applicable
2. Payment and Delivery Terms do not conform
3. 10% increase if order not placed by 24th November, 1982
4. Delivery terms do not conform
5. Price adjusted due to payment requirements.

Estimate due to Pro-forma error (See Note (4))

3.11.3. Sub Lot 16/B/10B - Cotton Skips
- Grading Mats

Tenderer 18 offered cotton skips and three sizes of three alternative weights (i.e. 9 options) of grading mats. Acceptance of items under this sub lot should be subject to N.I.B. decision as to precise requirements. If gunny bags are chosen in preference to cotton skips by the Board, we recommen that the Tender Deposit is refunded before the expiry of the Tender validity. The Board is not bound to accept the lowest or any offer for this Lot.

3.11.4 Sub Lot 16/B/10C - Drain Rodding Equipment

One offer was received, from Tenderer 13, for this item. Owing to the highly specialised nature of this equipment it is difficult to obtain competitive offers. The Engineer's estimate for this item was KSh 163 000.

It is recommended that Tender 13 for Drain Rodding Equipment be accepted subject to negotiation of payment terms in accordance with Contract Conditions. Further offers could be obtained by direct approach to known suppliers of this equipment

3.11.5 Sub Lot 16/B/10D - Siphon

One offer was received, from Tenderer 6, for this item. This Tender for siphon tubes is unduly expensive at KSh 122/50 per siphon and alternative quotations should be sought. It is considered that acceptable siphons are obtainable at KSh 60/- each. Further offers may be obtained from the following:-

1. Intergroup
International Business Group Ltd
1 Valacritou Street
, Athens 134 Greece.
2. Daewoo Industrial Co. Ltd.
Seoul, Korea
3. Mitsui & Co Ltd
GPO Box 822
Tckyo, Japan.

SUMMARY OF TENDERS RECEIVED UNDER LOT 10

Tender No.	Make/Model	Offer Price (Kshs.) (1)	Remarks
4	Dutch Hoe	560 000	Not Responsive
6	Dutch Hoe	690 000	
4	Jembe	450 000	Not Responsive Not Responsive
19	Jembe	450 000	
6	Jembe	578 500	
3	Jembe	590 000	
4	Panga	240 000	Not Responsive Not Responsive
19	Panga	258 000	
3	Panga	290 000	
6	Panga	345 000	
4	Spade	190 000	Not Responsive
3	Spade	210 000	
6	Spade	293 750	Not Responsive
19	Spade	350 000	
4	Sack Barrow	7 935	Not Responsive Not Responsive
19	Sack Barrow	16 560	
6	Sack Barrow	79 350	
18	Cotton Skips	1 950 000	
18	Grading Mats	1 645 000 1 755 000 1 980 000 3 600 000 3 855 000 4 365 000 5 080 000 5 435 000 6 150 000	
13	Drain Rodding Equipment	170 506.25	
6	Siphon	1 286 000	

4.0. SPARE PARTS

4.1. Project agricultural engineering staff should, in consultation with the implement manufacturers and/or their agents, prepare lists of fast and slow moving spare parts for each of the Lots covered by Contract 16/B. These lists should ensure the minimum duplication of slow moving items already adequately stocked by the local agent.

4.2. It is recommended that purchases be made of spare parts for each Lot to the value detailed below:-

Lot 1	15 - 20% of implement purchase value
Lot 2	10 - 12½% of implement purchase value
Lot 3	10 - 12½% of implement purchase value
Lot 4	12½ - 15% of implement purchase value
Lot 5	10 - 12½% of implement purchase value
Lot 6	12½ - 15% of implement purchase value
Lot 7	20 - 25% of implement purchase value
Lot 8	5 - 10% of implement purchase value
Lot 9	25 - 30% of implement purchase value

These percentages reflect typical spare parts requirements for 2 - 3 year period under conditions prevailing at the project site.

APPENDICES

CONTRACT 16/B

1. Summary of Compliance with Tender Instructions and Commercial Responsiveness.
2. Summary of Points awarded for Technical Merit, Defects Liability Period, Local Support, and Spares Costs.
 - (a) LOT 1
 - (b) LOT 2
 - (c) LOT 3
 - (d) LOT 4
 - (e) LOT 6
 - (f) LOT 8

TABLE A 2

CONTRACT 16/B LOT NR -1 - DISC PLOUGH

Summary of points awarded for Technical Merit, Defects Liability Period, Local Support and Spares Costs

Specification	Points	Tender Number								
		1	2	5	7	8	9	11	13	15
3+1 Furrows (-2if two ploughs)	2	-2	2	2	2	2	2	2	2	-2
300 mm max	1	1	1	1	0	0	0	1	1	1
Depth wheel	1	0	1	1	0	0	1	1	1	0
Replaceable Discs for depth/furrow wheels	1	0	0	0.5	0	0	0	0	1	0.5
650-750mm Disc diameter	1	1	1	1	1	1	1	1	1	0
Disk thickness	1	0	0	1	0	0	0	1	0.5	0
Scrapers	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Rear Cushion Spring	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Outside bevel disc	1	0	0	1	0	0	0	0	0	0
Sealed taper roller bearings	2	0	1	1	1	2	0	2	2	1
Category II linkage	1	1	1	1	1	1	1	1	1	1
Total	12	2	8	10.5	6	7	6	10	10.5	1.5
10% ÷ 1.2	10	1.5	6.5	8.75	5	5.75	5	8.25	8.75	1.25
Defects Liability %	5	0	5	5	0	5	3.5	5	0	4.5
Local Support %	25	0	10	22.5	2.5	22.5	22.5	22.5	22.5	0
Spares Costs %	10	5	5	5	5	5	5	5	5	5
Total %	50	6.5	26.5	41.25	12.5	38	36	40.75	36.25	10.75

TABLE A.3
CONTRACT 16/B LOT NR 2- CHISEL PLOUGH

Summary of Points awarded for Technical Merit,
 Defects Liability Period, Local Support and
 Spares Costs.

Specification	Points	Tender Number							
		1	2	9	11	13	13 alt	15	17
Tine type	4		4		4	4	4	0	1
Primary tillage to 400 mm	2		0		2	2	2	0	2
Categar II Linkage	1		1		1	1	1	0	1
Nr of times	2		0		2	2	2	2	1
Underframe Clearance	2		0		2	2	2	0	0
Adjustable tine spacing	2		2		1	2	2	0	2
Delta Formation	1	Not Responsive	0	Not Responsive	1	1	0	0	0
Tine Protection	2	Not Responsive	2	Not Responsive	2	2	2	0	0
Depth wheel type	2	Not Responsive	2	Not Responsive	2	2	2	0	1
Reversible tine points	2	Not Responsive	2	Not Responsive	2	2	2	2	0
Sealed bearings	0.5		0.5		0.5	0.5	0.5	0	0
Extra sheer bolts	0.5		0.5		0.5	0	0.5	0	0
HP requirement	2		0		0	2	2	0	0
Total	23		13.5		20	22.5	22	4	8
÷ 2.3 = %	10		5.75		8.75	9.75	9.5	1.75	3.5
Defects Liability %	5		5		5	0	0	4.5	3.75
Local Support %	25		10		22.5	22.5	22.5	0	22.5
Spares Costs %	10		5		5	5	5	5	5
Total %	50		22.75		41.25	37.25	37	11.25	34.75

TABLE A.4

CONTRACT 16/B LOT NR 3 OFF-SET DISC HARROW

Summary of points awarded for Technical Merit,
Defects Liability Period, local support, and Spares Costs

Specification	Points	Tender Number							
		2	5	7	8	11	13	15	17
Category II	1	1	0	0	1	1	1	1	1
Working width 2.0m	2	0	1	1	1	1	2	0.5	0
Hitch offset 0.7m	2	0	0	0	0	1	2	0	0
Gang offset	2	0	0	0	2	0	2	2	0
Mass 650 kg	2	0	1.5	2	2	1	2	2	2
Discs 20	1	1	1	1	1	1	1	1	0
Diameter 0.5m	1	1	1	1	1	1	1	1	1
230mm Spacing	1	0	1	1	1	1	1	1	0
Additional weights	1	0	0	0	0	0	1	0	0
Total	13	3	5.5	6	9	7	13	8.5	4
÷ 1.3 %	13	2.25	4.25	4.5	7	5.5	10	6.5	3
Defects Liability %	5	5	5	0	5	5	0	4.5	3.75
Local Support %	25	10	22.5	2.5	22.5	22.5	22.5	0	22.5
Spares Costs %	10	5	5	5	5	5	5	5	5
Total %	50	22.25	36.75	12	39.5	38	37.5	16	34.25

TABLE A.5

CONTRACT 16/B LOT NR 4-H.D. OFFSET DISC HARROW

Summary of points awarded for Technical Merit,
Defects Liability Period, Local Support, and Spares Costs

Specification	Points	Tender Number				
		2	5	11	13	14
Wheel Mounted	2	2	2	2	2	2
Gang Angle Adjusted	2	2	2	2	2	0
Minimum disc dia	1	1	1	1	1	1
Disc thickness	1	1	1	1	1	0
Disc spacing	1	1	1	1	1	1
Front disc scallop	1	1	1	1	1	0
Rear disc plain	1	1	1	1	1	1
Disc Scraper Adjusted	1	0.5	1	1	1	1
Sealed Bearings	1	1	1	1	1	0
Double Acting Ram	2	2	0	2	2	0
Minimum Mass 200 kg	3	0	3	3	3	3
Tyre Size 7.50 x 16	2	0	0	2	2	0
Total	18	12.5	15	18	18	8
÷ 1.8 %	10	7	8.25	10	10	4.5
Defects Liability %	5	5	5	5	0	0
Local Support %	25	10	22.5	22.5	22.5	22.5
Spares %	10	5	5	5	5	5
Total %	50	27	40.75	42.5	37.5	32

TABLE A 6

CONTRACT 16/B LOT NR 6 - RIDGER

Summary of points awarded for Technical Merit,
Defects Liability Period, Local Support, and Spares Costs

Specification	Points	Tender Number			
		2	5	10	13
Category II	1	1	1	1	1
Suitable for 90HP	3	NS	3	3	0
Safety release	2	2	2	2	2
Lister Bodies	1	0	0	1	1
Five bodies provided	1	1	1	1	1
Centre Distances 1m	2	0	0	0	0
Tool bar dimension	2	0	2	2	2
Centre body	3	0	3	3	3
Clearance 600 mm	1	0	0	1	1
Adjustment	1	0	1	1	1
Steel depth wheels	2	2	2	1	2
Depth wheel clamps	1	1	1	0	0
Sealed Bearings	1	1	1	1	1
Total	21	8	17	17	15
÷ 2.1 = %	10	3.75	8	8	7
Defects Liability %	5	5	5	5	0
Local Support %	25	10	22.5	22.5	22.5
Spares Costs %	10	5	5	5	5
Total %	50	23.75	40.5	40.5	34.5

TABLE A.7

CONTRACT 16/B LOT NR 8 - CDA SPRAYER

Summary of points awarded for Technical Merit,
Defects Liability Period, Local Support, and Spares Costs

Specification	Points	Tender Number		
		12	13	13(alternative)
Non-corrodible	3	3	3	3
0.5-3 mL/sec	3	1	2	2
70-90 M VMD	3	2	3	3
Batteries HP2	3	3	3	3
Container Capacity 1L	1	1	1	1
Battery Life	3	1	1	1
Total	16	11	13	13
÷ 1.6 = %	10	7	8	8
Defects Liability %	5	0	0	0
Local Support %	25	22.5	22.5	22.5
Spares Cost %	10	5	5	5
Total %	50	34.5	35.5	35.5

