



5 October 2017

Application to become a registered feed barley supplier to Saudi Grains Organization

Dear Prospective Supplier,

Below are the requirements for you to complete and provide to Saudi Grains Organization (SAGO) so that your company can be considered for admission to our Approved Supplier Register for feed Barley supply.

It is SAGO's intention to run a transparent tender process for supply of Barley both under FOB Terms and also under CFR-FO Terms to the six (6) Saudi Sea Ports of Diba, Yanbu, Jeddah, Jizan, Dammam and Jubail.

Please complete the following information and email a scanned color copy to us regarding your company:

Regarding responsibility for receiving Barley RFQ Invitations & submitting offers to SAGO

- An emailed letter from your CEO, addressed to the Governor of Saudi Grains Organization, requesting approval to become a registered supplier for future Barley requirements.
- Please Outline your company's Last five years trade data related to physical barley trade:
 - Quantity of physical barley traded each year, and the Trade Basis (FOB, CFR-FO etc.)
 - Origination Country and Loading Port + Destination Country and Receiving Port.
 - Name of the Buyer Organization and Quantity.
 - The quality specification of feed barley sold to the buyer.
 - Please submit Analysis Certificates for any sale made by your company of feed barley into Saudi Arabia in the past 2 years.
- Top level audited Financial results for last 3 years.
- Please advise your Company Office and Business Unit/Team Name and location in the exporting country that will be responsible for receiving Tender requests and submitting offers to SAGO for barley supply. How many staff are in this team?
- Please confirm the Official Company e-mail address that will receive Tender or RFQ Invitations and any Supplementary Documents.
- Please confirm the legal structure of ownership of your company/organization clearly for us to understand. Please advise the names of all significant stakeholders (>10%) in your organization.
- Confirm your agreement to advise SAGO of any change in significant stakeholder details for your company, such as outright sale or establishment of JV or takeover by another entity.
- Please list any current pending grain or freight trade litigation or arbitration involving your company as a party. Please state where you are the plaintiff or the defendant.



- Please list and provide details any bulk grain vessel loading assets you have a) an ownership stake in, or b) assets under lease to your company, or c) owned/leased under a JV arrangement etc. You may supply your own supplementary document/spreadsheet if you wish for clarity of understanding.
- If you have any such assets, please list them by Country/Port/Draft/Storage/Vessel Loading Rates/Ownership Structure:
- Please confirm if your company has ever participated in supply of 'Bulk Grains' for any other Government or Government owned Purchasing Organization. Clearly stating Yes or No.
 - Please list all successful trades: by Date, Product, Origin, Destination and Quantity/Volume.

Please complete the following table for full contact information for your company's nominated key person and that key person's manager to whom they report.

Detail	Key Person Responsible	The Manager of Responsible Person
Name:		
Designation:		
Office Fax		
Office Phone		
Email		
Mobile Phone		
Direct Phone Line		

We will make an assessment and advise you of the outcome formally by letter or email. If approved you will be included in the invitation to participate in the next tender or RFQ, and all documents will be sent to you.

SAGO conducts tender performance reviews focused on active participation and price competitiveness, bidders who do not participate or perform will be removed from the approved supplier register.

In case of any new supplier registration inquiries, and to submit the above information please email the SAGO Grains Committee specifically for barley and include a cc to Bandar Al Musallam and Daniel Button.

Email: barley_com@sago.gov.sa cc b.almusallam@sago.gov.sa and dbutton@sago.gov.sa

Grains Committee
Grains Import Department
Saudi Grains Organization (SAGO)



Feed Barley Specification Parameters

The barley grains must not be from hulled, naked or colored cultivars.

The grains should be of golden color, fully mature and suitable as livestock feed, of latest and immediately preceding crop year, and complying with the following criteria:

Moisture	max 14%
Test weight	min 62 kg/hl
Foreign materials	max 2%
Broken kernels	max 5%
Sprouting grains	max 5%
Ergot	max 0.1%
Smut, Rot damaged kernel and Conglomeration	max 0.1%
Heat damage	max 0.5%
Mycotoxins (aflatoxin, ochratoxin, fumonisin, T-2, DON, Zearalenone)	< International codex limits or EU Regulation limits.
Heavy metals	< International codex limits
Radiation	< International codex limits
Dioxin + Pesticide residue	< International codex limits
Poisonous seeds	nil
Live insects and Parasites	nil
Unnatural Odor/Flavor/Color	nil
Objectionable Material*	nil

***Objectionable Material:** Animal proteins. Sticks (>1cm in length & 0.5cm in diameter), stubble (>3cm in length & 1cm in diameter), glass, concrete, metal, animal excreta, animal carcasses, tainting agents or any other commercially unacceptable contaminant, odor or taste.