



5 October 2017

## Application Requirements to become a registered Wheat Supplier to Saudi Grains Organization

Dear Prospective Bidder,

Below are the requirements to complete and provide to Saudi Grains Organization (SAGO) in order that your company may be considered as an Approved Bidder Registered for future Wheat Tenders.

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

### Regarding responsibility for receiving Wheat Tender 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 wheat requirements.
- Please Outline your company's Last five years trade data related to physical wheat trade:
  - Total quantity of physical wheat traded in each year.
  - Origination Country and Loading Port + Destination Country and Receiving Port.
  - Name of the Buyer Organization and Quantity sold.
- 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 and submitting offers in SAGO wheat tenders. How many staff in this team.
- Please confirm the Official Company Fax Number that will receive Tender Invitations.
- Please confirm the Official Company e-mail address that will receive Tender 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.

# WHEAT



المؤسسة العامة للحبوب  
Saudi Grains Organization (SAGO)  
المملكة العربية السعودية

- 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 'Bulk Grain Tenders' 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 Wheat and include a cc to Bandar Al Musallam and Daniel Button.

Email: [wheat\\_com@sago.gov.sa](mailto:wheat_com@sago.gov.sa) cc [b.almusallam@sago.gov.sa](mailto:b.almusallam@sago.gov.sa) and [dbutton@sago.gov.sa](mailto:dbutton@sago.gov.sa)

**Grains Committee**  
**Grains Import Department**  
**Saudi Grains Organization (SAGO)**



## Hard Wheat Specifications 12.5% Protein (As dry basis)

Hard milling wheat for human consumption. The wheat should be inspected and certify the following technical Specifications:

The wheat in any shipment is to be similar type/variety of hard wheat			
The hard wheat must be GMO Free			
Protein (As dry basis)	12.5*	%	Min.
Moisture	13**	%	Max.
Test weight	77	Kg/HL	Min.
1000 Kernel weight	30	g	Min.
Falling number	270***	Sec.	Min.
Wet gluten	26	%	Min.
Impurities or Dockage + Foreign materials	1	%	Max.
Shrunken and broken kernels	3	%	Max.
Damaged kernels	1	%	Max.
Ergot	0.045	%	Max.
Total defects	5	%	Max.
Bug damage (Damage by Eurygaster & Aelia)	Nil		
Smut damaged kernels	Nil		
Unnatural Odour/Flavour/Colour	Nil		
Poisonous seeds	Nil		
Live insects and insects' live stages	Nil		
Parasites	Nil		
Rodents and Remnants of rodents	Nil		
Dioxin	Nil		
Mycotoxins	Not to exceed International codex limits		
Heavy metals	Not to exceed International codex limits		
Pesticide residues	Not to exceed International codex limits		
Radiation	Not to exceed International codex limits		

The wheat should be from the latest crop available for export as per industry export trade flow norms.

\* Acceptable down to 12% Protein, for each 0.1 point deviation, 1.0 pct. price rebate.

\*\* Acceptable up to 14% Moisture, for each 0.1 point deviation, 0.2 pct. price rebate.

\*\*\* Acceptable down to 250 Sec. Falling Number, for each 10 point deviation, 0.1 pct. price rebate.