

1776/MILES/06/023

Request for proposals to participate in the second trial shipment of avocados with sea transport

1. Introduction

In the framework of improving the national logistic services to agri-exports sector, NAEB, in collaboration with IDH, initiated trials for sea transport model for avocados to improve the product competitiveness on the international market.

With the expected future growth of agriculture exports volume, this initiative will create an affordable choice to exporters for shipping agricultural products to different market destinations, as the sea transport model is the most cost-effective method compared to air transport, for moving large, perishable products across long distances.

To continue with the second trial shipment, NAEB wishes to work with the existing avocado exporters to ensure that it is a private-led initiative for continuity of the export business in the future by sea.

Therefore, interested avocado exporters operating from Rwanda are requested to prepare and submit their proposals for participation in this trial shipment, according to criteria and conditions listed below.

2. Destination market and period

- This trial is **EXCLUSIVELY** for **Netherlands' market** via the **Rotterdam port**;
- The trial shipment shall be executed and delivered by early October 2023 to Rotterdam port for reception and analysis, with expected detailed customer feedback on the quality of fruits to be shared before end of **November 2023**.
- The selected exporter will be requested to share all information and details about the trial shipment and also actively participate in the awareness activities about the trial results to the stakeholders in fresh produce exports industry

3. Criteria for Selection

3.1. Company profile

- Registered and licensed exporter of avocado, by NAEB
- At least one (1) year experience in exports of avocado and with a minimum of 5 MT/week of avocado exports volume ;
- Team composition with capacity to handle the shipment (packhouse supervisor, Quality control officer, Hygiene & sanitation officer, etc), with valid proof (s) of employment contract (s)

RF

- A minimum annual turnover of Frw 500,000,000 (with proof such as the audit financial statement of 2022 financial year or Corporate Income Tax declaration for 2022 financial year)
- Having good business relationship with farmers, RRA, Regulatory agencies, transporters, Handlers, and workers (without outstanding debt)
- Must have post-harvest equipment and tools such as plastic crates, transpallets, temperature probes, enough table scales to weigh each fruit etc

3.2. Market availability

- i. The exporter shall clearly show the proof of the market availability, such as the supply contract with the importer/buyer or the eligible purchase order ;
- ii. The export price shall be reasonable to, at least, cover all the costs associated to the shipment;

3.3. Avocado variety and availability

- This trial is only for avocado, HASS variety;
- The selected exporter shall have a well known source of avocado, either from his/her own production farm (s) or having contract (s) with farmers/suppliers
- Well maintained avocado trees and free from pest and diseases
- The required volume (24 MT) shall be available in latter September- early October 2023

3.4. Product description

Without compromising the product specifications from the buyer, the avocados for this trial shipment shall fulfil the following criteria and specifications:

- Avocado Variety: HASS
- Fresh unripe avocado
- Maturity : Mature Green (at least with dry matter 23 %)
- Stalk must be intact
- Free of all foreign matter and smell.
- No defects in shape, colouring, physical skin defects and sunburn,
- No physical injury such as cuts, holes, punctures or cracks
- Size : 16-24
- Zero defects (mechanical/ insects/ Rodents damage)
- Traceability information up to the farmer level/cell/district

3.5. Storage condition

- Storage Temperature: 7-10 °C
- Relative Humidity: 85-90 %

- The avocados shall be treated with the accepted chemicals and solutions

3.6. Packaging, palletization and loading

- Types : 3 or 5 Ply Corrugated box (with 3/5 layers) with holes to ensure good aeration/ventilation
- Capacity : 4 kgs/ Box as net weight
- Packaging are not made in recycled materials
- Packaging quality, hygiene, ventilation and resistance characteristics to ensure suitable handling, shipping and preserving of the avocado
- Free of all foreign matter and smell ;
- Corners that are strong enough (Sea freight compliant) to ensure they can withstand moisture for a period of 35days in the container.
- Label (Name of the products, exporting company, country of origin, quantity, lot identification, harvesting and packing date, storage instructions and instructions of use).
- Undertake the palletization of packed produce according to the container's specifications
- Secure the reefer CA container (with Controlled Atmosphere technology) of 40ft capacity
- Avail all equipment and tools for loading the avocados into the reefer container

3.7. Delivery of produce

The selected exporter shall :

- Ensure the delivery of avocados at approved packhouse and manage the cold chain as per product requirements;
- Undertake all the activities related to product handling such as sorting, grading, packing, palletization, loading and other required services at the selected packhouse;
- Cover all costs related to packhouse services including the container loading charges;
- Prepare all the exports documentation as required by the buyer and transporter;
- Indicate any potential to collaborate with any partner/exporter/NGO apart from your organisation in the sourcing, processing, co-loading of avocados or even co-client as consignee for prior information to the project management;
- Indicate all potential risks associated with the activities relating to harvesting, transport, cooling, loading, inland transport and ocean transport. Suggest form of insurance cover available for the sea freight transport also suggest other forms of risk management and mitigation measures you expect to be addressed within the project management.

3.8. Staffing /personnel

The selected exporter shall :

- Have trained personnel on the basic requirements of sorting, grading, packing, palletizing and dispatch activities.

- Provide personnel to handle critical process of temperature monitoring from the period of the avocados are received to dispatch.

4. Information sharing

The selected exporter shall avail and share all information related to this trial shipment to NAEB for future plans and awareness. *This may include the customer quality feedback report, independent assessment report, technical report from the shipping line among other.*

5. Submission of proposals and deadline

The interested exporters shall submit their proposals to NAEB, comprising of :

- Detailed proposal with the requested information and accepting conditions & criteria set under this Request for Proposals. The exporter shall clearly show how s/he is going to undertake and organize this trial shipment, with clear roles and responsibilities;
- The proposal envelope (one copy) should be clearly marked “**Proposal for Participation into trial shipment of avocados with sea transport**”
- The proposals with the submission letter, shall be sent to the following address :
National Agricultural Export Development Board-NAEB
MAGERWA Street/KK 6 Av
P.O. Box 104 Kigali-Rwanda

Or via an Email: info@naeb.gov.rw and copy to innocent.mwalimu@naeb.gov.rw

- The deadline for the submission of proposals is set on **30th/06/2023**. The proposals received after the deadline shall not be considered

6. Evaluation criteria for the proposals

The technical team will evaluate the proposals with reference to the following criteria:

No	Eligibility Criteria	Description	Mark
1	Company profile	Licensed exporter of avocado	5
		Experience in exports of avocado	10
		The annual Exports performance, consistency and annual turnover	15
		RRA Recommendation letter	10
		Company's reputation in agri-export sector	5
2	Market Availability	Contract/Purchase order from the buyer	20
		Competitive export price	15
3	Capacity of the company to manage the trial shipment	Team composition (packhouse supervisor, Quality control officer, Hygiene & sanitation officer, etc)	10
		Equipment and tools (Crates, weighing scales, personal equipment for workers-PPEs, etc)	10
Total			100

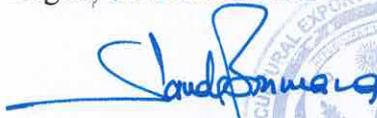
7. Notification of award

Following the evaluation of the proposals, the exporters will be officially notified about the proposals evaluation decision. Any appeals to the bid evaluation results will be received within seven (7) calendar days after notification, beyond this time, the evaluation's results shall be considered as satisfactory to everyone.

8. Confidentiality

The proposal information and any other documentation submitted by the exporter shall be kept confidential by NAEB.

Kigali, 11.6 JUN 2023

A handwritten signature in blue ink, appearing to read 'Claude Bizimana', is written over a circular official stamp.

Claude BIZIMANA
Chief Executive Officer

