



AUG-2019

## Application to become a registered grain supplier to Saudi Grains Organization

Dear Prospective Supplier,

Please complete the following information requirements to tell us about your company, a review will be carried out and your company considered for SAGO's Supplier Register for Milling Wheat and/or Feed Barley (grain) Tenders.

Answer all the following questions as fully as possible and email a scanned copy of your responses to SAGO. We are only interested in data on Feed Barley and Milling Wheat; please do not include data on any other commodity:

### Information requirements for SAGO Grain Committee Review

- An emailed letter from your CEO, addressed to Governor of Saudi Grains Organization, requesting approval to become a registered supplier for Barley and/or Wheat tenders.

- **Advise the full style of your bank(s) that your company will use to establish performance bonds and act as your beneficiary bank for letters of credit, if your company win grain tender bids.**
- **Confirm the legal structure of ownership of your company/organization clearly for SAGO to understand. Advise the names of all shareholders and Executive management in your organization.**

- Please Outline your company's last five years trade data related to all **physical barley and/or wheat (grain) trades**:
  - Quantity of physical grain 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 grain sold to the buyer.
  - Please submit Analysis Certificates for any sale made by your company of grain 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 grain supply. How many staff are in this team?
- Please confirm the Official Company fax number and one (1) e-mail address that will receive Tender or RFQ Invitations and any Supplementary Documents.
- 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.

# WHEAT & BARLEY



- 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		

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

SAGO conducts supplier and tender performance reviews focused on active participation and price competitiveness, bidders who do not participate or perform commercially 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.

Email: [barley\\_com@sago.gov.sa](mailto:barley_com@sago.gov.sa) and/or [wheat\\_com@sago.gov.sa](mailto:wheat_com@sago.gov.sa) according to the grain your company is seeking to supply.

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