



## TENDER FOR THE SELECTION OF BIG BAGS SUPPLIER

Kaolin EAD, VAT BG827182866, invites you to take a part in our tender for the selection of a supplier for big bags, based on the following requirements:

### I. DESCRIPTION OF DELIVERY

#### 1. Basic information

- The delivery includes various types of new big bags for the needs of all Kaolin EAD processing plants, to be delivered to Senovo 7038, Bulgaria for the 2025 calendar year.

#### 2. Detailed information

- The specifications of the big bags used by Kaolin EAD are as follows:

Material code number	K-003	K-010	K-000
Material condition new or used	new	new	new
Sign / type	flexible Big Bag	flexible Big Bag	flexible Big Bag
Inner size according to DIN 55461/2 (length x width x height in mm); tolerance: +/- 2,0 cm	910x910x1270	910x910x1270	1010x1010x1800
External size (length x width x height in mm)	950x950x1300	950x950x1300	1050x1050x1830
<b>Safety:</b>			
Safety factor	1.250 kg	1.500 kg	1.250 kg
Safe Working Load (SWL) / safety Factor (SF)	5:1	5:1	5:1
<b>Fabric:</b>			
Body fabric (g/m <sup>2</sup> ); tolerance: +/- 5,0 g/m <sup>2</sup>	150 ±%7	180 ±%7	205 ±%7
Raw material of fabric: virgin polypropylen	yes	yes	yes
Fabric coating; tolerance: +/- 5,0 g/m <sup>2</sup>	uncoated	uncoated	coated
Fabric color	white	white	white
UV stability:	according to ISO 21898:2024	according to ISO 21898:2024	according to ISO 21898:2024
<b>Stitching:</b>			
Type of stitching	Double chainstitch, blue	Double chainstitch, blue	Overlock+Chain Base dustproof, PP Corcel (2 sides)+T rick MF, blue
Dustproof sewing (single, double or triple)	double complete		triple proof
<b>Inliner:</b>	no	LDPE, thickness: 60 μ±%10 open top and bottom, sewn to the PP in the corners up and down on the opposite sides, and PP outer	no

		filling spout sewn to PE inner filling spout	
Material of inliner		LDPE	
Strength of inliner, tolerance: +/- 5my		60	
Fixation of inliner		open top and bottom, sewn to the PP	
<b>Filling system / filling spout:</b>			
Fabric (g/m <sup>2</sup> )	coated fabric, white, 66+20 (86) ±%7 coated gr/m <sup>2</sup>	coated fabric, white, 66+20 (86) ±%7 coated gr/m <sup>2</sup>	coated fabric, white, 66+20 (86) ±%7 coated gr/m <sup>2</sup>
Size (diameter x hight in mm)	350±1 x500±2	350±1 x500±2	370±1 x500±2
Closure	PP-Tie/Flat,2x600 mm	PP-Tie/Flat,2x600 mm	PP-Tie/Flat,2x600 mm
Rosette	no	no	no
Specialties filling spout:	white	white	white
<b>Discharge system / discharge spout:</b>			
Fabric (g/m <sup>2</sup> )	coated fabric, white, 66+20 (86) ±%7 coated gr/m <sup>2</sup>	coated fabric, white, 66+20 (86) ±%7 coated gr/m <sup>2</sup>	coated fabric, white, 66+20 (86) ±%7 coated gr/m <sup>2</sup>
Size (diameter x hight in mm)	350±1 x500±2	350±1 x500±2	500±1 x600±2
Closure	PP-Tie/Flat,2x600 mm	PP-Tie/Flat,2x600 mm	PP-Tie/Flat,2x790 mm
<b>Loop construction:</b>			
Length of loops (mm); tolerance: +/- 2,0 cm	300	300	200
Color	blue	blue	blue
Quantity	4	4	4
<b>Document pocket:</b>			
Quantity:	1	1	1
Sewing	sewn on the top on printed side	sewn on the top on printed side	sewn on the top on printed side
Size	A4	A4	A4
Direction	vertical; middle of the top; top/inside open	vertical; middle of the top; top/inside open	vertical; middle of right seam; top/inside open
<b>Print/emblem:</b>			
Quantity of colours	1	1	1
Colour	PANTONE 2995C	PANTONE 2995C	PANTONE 2995C
Additional requirements	food grade quality	*	*
<b>Estimated quantity 2024 y.</b>	12 000 pcs	140 000 pcs.	1 000 pcs.

## II. REQUIREMENTS FOR OFFERS AND SUPPLIERS

1. *The offer should include:*
  - a. Price in EUR/pc., including all applicable taxes and fees;
  - b. Delivery term in days, after receiving an order, CIP Senovo, packing included;
  - c. Payment term – deferred payment period in days after the date of invoice;
  - d. Warranty for the quality of the offered big bags, including the conditions for claims;
  - e. Offer validity – at least 90 calendar days;
  - f. Confirmation that each delivery will be accompanied by the necessary quality certification documents;
  - g. Confirmation that the supplier can maintain a safety stock of at least two full trucks of Kaolin's big bags in their warehouse;
  - h. Country of origin of the big bags – offers from countries such as India, China, Bangladesh, or neighbouring countries will not be considered.
2. *The supplier should meet the following criteria:*
  - a. Accreditation of all relevant ISO certificates, including ISO 9001:2015 for quality management, and ISO 14001 for environmental management;
  - b. Proven experience in the production and delivery of big bags – minimum 5 years, confirmed by at least 3 references from other clients, with details of successfully completed contracts similar in scale to this tender;
  - c. Minimum annual turnover of at least 250 MEUR for the last three years, specifically in the production and delivery of big bags;
  - d. Financial stability – provide financial statements (balance sheet and profit and loss statement) for the last three financial years, showing positive net results;
  - e. Proven production capacity – the supplier must confirm the ability to produce and deliver a minimum of 8 000 000 big bags annually, supported by information on the number of production lines, total capacity, and available workforce;
  - f. The supplier must have the capacity to deliver at least 500 000 big bags per month, confirmed by past delivery records and collaboration with international logistics companies.
  - g. The supplier **must be the manufacturer** of the big bags, not a reseller. The supplier should provide documentation proving that they own the production facilities where the big bags are manufactured.
3. *Additional requirements:*
  - a. Insurance – the supplier must provide proof of **product liability insurance**;
  - b. Environmental and social compliance – confirmation that the supplier adheres to all applicable environmental, labour, and safety regulations, including the prohibition of child labour and compliance with international labour standards.

## III. TESTING REQUIREMENTS FOR NEW SUPPLIERS

Suppliers who have not previously collaborated with Kaolin EAD must undergo a testing procedure to evaluate the quality and performance of the big-bags before formal engagement. This includes:

- New suppliers must submit their offers according to the requirements outlined in Section II.

- If there is interest based on the initial offer and other evaluation criteria, the supplier will be required to submit 5 samples of each type of big-bags for testing.
- The submitted samples will be used for performance testing in accordance with relevant industry standards.
- Suppliers will receive a report detailing the results of the testing. Only those who meet the required specifications will be considered for selection.
- If the testing results are satisfactory and meet our criteria, an industrial test order of 2 pallets will be placed for further evaluation.
- The industrial test will be monitored over a period of 3 months. If the big-bags perform successfully during this period, the supplier can be officially selected for a long-term partnership.

#### **IV. OFFERS PROVIDING**

1. *The offer should be sent to:*

a. Miglena Marinova – Head of Procurement and warehouse Division, e-mail:

[marinova.miglana@kaolin.bg](mailto:marinova.miglana@kaolin.bg)

b. Yuliya Petrova – Chief Procurement expert, e-mail: [petrova.yuliya@kaolin.bg](mailto:petrova.yuliya@kaolin.bg)

2. *Deadline for receiving offers is November 11, 2024.*

#### **V. APPENDICES:**

1. *Appendix 1 – Logo drawing*