

# REQUEST FOR EXPRESSIONS OF INTEREST (REOI)

## EXPRESSION OF INTEREST – CONSIGNMENT STOCK FUEL SUPPLY ARRANGEMENT

### 1. Background

Zambeef Products PLC ("Zambeef") is one of Zambia's leading agribusiness and food processing companies, operating a vertically integrated supply chain with a nationwide footprint. We run fuel facilities at 10 operational sites across Zambia to support our agricultural, processing, and logistics activities.

As part of our cost-optimization and supply chain resilience strategy, we are seeking to implement a Consignment Stock Fuel Project. This model is intended to ensure an uninterrupted supply of fuel, minimize working capital lock-in, and streamline our logistics.

### 2. Objectives of the Project

- Establish a consignment stock arrangement with a reputable Oil Marketing Company (OMC) to supply and hold fuel stocks at designated Zambeef sites and be able to supply to the rest of the sites.
- Improve fuel supply security and continuity across all operations.
- Reduce operational costs linked to fuel procurement and storage.
- Enhance the efficiency of fuel distribution to all Zambeef sites.
- Ensure compliance with applicable statutory, safety, and environmental requirements.

### 3. Scope of the Project

**Sites:** Zambeef has 10 operational sites, divided into two regions:

- Southern Region: Huntley Farm, Chisamba, Master pork, Novatek Lusaka, Sinazongwe Farm, Namwala Farm, Kalundu Dairy.
- Northern Region: Kitwe Processing, Zambeef Mpongwe, Zamhatch, Novatek Chambata.

### Buffer/Distribution Centres:

- Southern Region (Main Centre): Huntley Farm, Chisamba – Proposed holding capacity 750,000 liters.
- Northern Region (Main Centre): Mpongwe Farm – Proposed holding capacity 690,000 liters.

### Fuel Type: Diesel.

**Estimated Usage:** Combined monthly usage of approximately 897,600 litres (subject to variation).

### 4. Expected Supplier Responsibilities

- Supply and maintain agreed minimum fuel stock levels at the two designated Zambeef centres.
- Replenish stocks promptly based on agreed trigger levels.
- Provide all necessary infrastructure, storage tanks, pumps, and related equipment for the consignment stock arrangement (or propose alternative arrangements).
- Comply with all statutory and environmental regulations regarding fuel storage and handling. This should include the necessary permits and licenses to store the proposed levels of fuel stock on site.
- Provide monthly reconciliations,

reporting, and invoicing as per agreed terms.

### 5. Information to be Provided by Interested OMCs

- Company profile and proof of registration/licensing as an OMC in Zambia.
- Experience with consignment or bulk fuel supply models.
- Proposed approach for supplying and maintaining consignment stock at the designated centres.
- Indicative pricing model and payment terms.
- Technical specifications of storage tanks and equipment (if applicable).
- Health, Safety, and Environmental compliance documentation.
- References from at least three current or previous clients.

### 6. Evaluation Criteria

- Technical capability and experience.
- Ability to meet Zambeef's volume and delivery requirements.
- Safety, environmental, and regulatory compliance.
- Financial stability and commercial terms.

### 7. Submission Details

Interested OMCs are invited to submit their Expressions of Interest by Wednesday 4<sup>th</sup> February 2026 at 10:00 in the Tender Box at the main reception area, Zambeef Products Plc, head office clearly marked;

The Executive Director  
Zambeef Products PLC  
Plot 4970, Manda Road  
Industrial Area  
Private Bag 17, Woodlands, Lusaka.

### Subject Line: "EOI – Consignment Stock Fuel Supply"

All submissions must clearly indicate the company's name, contact person, email, and phone number.

### 8. Disclaimer

This REOI does not constitute a solicitation or an offer to contract. Zambeef reserves the right to accept or reject any Expression of Interest and to annul the process at any time without incurring any liability.

### 9. Site Visits (Indicative)

Zambeef anticipates that Mandatory site visits to the designated fuel storage and distribution centers will be conducted during the Request for Proposals (RFP) stage for shortlisted bidders.

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