

# Manring Corporation

(MANCOR)

Offices: 1811 130th NE • Bellevue, WA 98005 • U.S.A.  
Mail: P.O. Box 1865 • Bellevue, WA 98009 • U.S.A.

15N-31242  
PB-AAN-096  
4820005/53

Telephones: (206) 746-8152, 746-5898  
Telex: 15 25 88 • Cable: MANRING

June 30, 1983

U.S. AID Representative  
to Burma  
Rangoon (ID)  
Department of State  
Washington, D.C. 20520

**COPY**

Subject: Semiannual Report of Procurement Services,  
Burma Maize and Oilseeds Production Project.  
Contract ASB-0005-C-00-2045-00

Reference: AIDPR 7-7.5501-13

Dear Sir:

The semiannual report of procurement services performed under the subject contract during the six month period ending 30 June is enclosed.

Sincerely yours,  
MANRING CORPORATION

A. B. Manring  
President

ABM:jc

Enclosures

cc: Office of Development Information and Utilization,  
Bureau for Development Support, AID

M/SER/CM, M/SER/COM, M/SER/COM/NEA, M/SER/COM/CPS,  
M/SER/COM/SE, ASIA/PTB.

Mr. Peter Howley, Regional Contracting Officer  
U.S. AID Office/Bangkok

**CONTRACT ASB-0005-C-00-2045-00**

**BURMA MAIZE AND OILSEEDS**

**PRODUCTION PROJECT**

**SEMIANNUAL REPORT OF PROCUREMENT SERVICES**

**June 30, 1983**

**Manning Corporation  
1811 - 130th Avenue N.E.  
Bellevue, Washington 98005**

**Second Report**

11

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## STATUS OF WORK UNDER CONTRACT

### PROGRESS

Since arrival of the MUCIA team in mid-January, several procurement actions, instrumental to project implementation have been initiated and completed. The progress realized during this six month period can be attributed to two key visits to Burma by the PSA Project Coordinator. The important work done during these visits has served to develop the basis for subsequent procurement direction. The first was an 18 day stay commencing 24 January and the second, a 26 day visit commencing 14 March.

#### Trip 1, January 24 - February 20

During this visit equipment and specification information related to project implementation goals was gathered in interviews with MOPP, MUCIA, and US AID staff members. Procedures for specification approval, PIO/C issuance, bid evaluations were presented.

#### Trip 2, March 14 - March 29

Following procedures decided upon at the January meeting, the PSA delivered for approval completed bid evaluations/award recommendations for IFBs 5046-3 and 4, and a comprehensive package of specifications and budget pricing by project site for the purchase of 301 different line items of equipment and commodities necessary for the start-up of the seed farms at Sebin, Chaungmaygi, Thitcho, Kuangsu and the laboratory facilities at A.R.I. Yezin.

Procurement action directly related to these two visits were:

- 1) Peanut and corn harvesting equipment has been contracted for and shipped.
- 2) Rhizobium Laboratory Equipment has been contracted for and is projected to ship in July.
- 3) Six PIO/Cs have been issued for the purchase of \$881,824. of equipment and commodities.
- 4) All bids related to #3 above have been evaluated, and award recommendations will be presented in July in Burma by the Project Coordinator.

It is anticipated that all commodities for which PIO/Cs have been issued to date will arrive in Burma before the end of the year. The only exception to this is the order for Burmese language typewriters which cannot be filled by the manufacturer until early next year.

A six month chronology detailing key events in procurement action is presented on pages 5 through 8 following.

## PLANS

Urgent planning priorities as related to procurement and project implementation are as follow:

1. Electrical Power. From a project logistical standpoint, the most urgent requirement appears to be the delivery of electric power to the seed farms. In support of this, MANCOR has submitted diesel electric generator specifications for approval. In anticipation of a PIO/C being issued, an IFB has been prepared and advertising submitted for the AID Bulletin to avoid any delay in procurement after PIO/C issue. To avoid untimely delays, any additional electrical equipment to be purchased for this urgent requirement should be initiated through MANCOR as quickly as possible, with a waiver authorization to procure these items under the small value procurement guidelines in Handbook 11/3.

2. Irrigation. Development of Irrigation systems depends upon the installation and evaluation of test wells at the two seed farms. Although equipment being purchased under IFB 5046-1, PIO/C 20029 may not be in Burma before November, some test wells could be installed now with existing equipment and pumps to give early indication of water potential. In any case, preparations should be made in order to be ready to install the equipment being shipped as soon as it arrives to reduce to a minimum the time that will be required to accumulate test well results and design the complete irrigation system.

3. Seed Conditioning Equipment. MANCOR has received a copy of the revised MSU recommendations with equipment specifications, and is prepared to proceed with procurement at the request of AID/MOPP. Planning for procurement should be initiated soon to coordinate equipment delivery with facility completion.

## RECOMMENDATIONS

Many factors prevented early commodity procurement planning. US AID desired, for example, that MUCIA personnel participate in the identification and specification of equipment to be purchased. As a result of the late arrival of MUCIA personnel, much of the field equipment was delayed from September until after mid-January.

In reaction to the delayed program start-up, MANCOR has altered the planning cycle and time frame originally anticipated for the procurement, and created a highly compressed schedule to serve the need for getting equipment to Burma on an immediate basis.

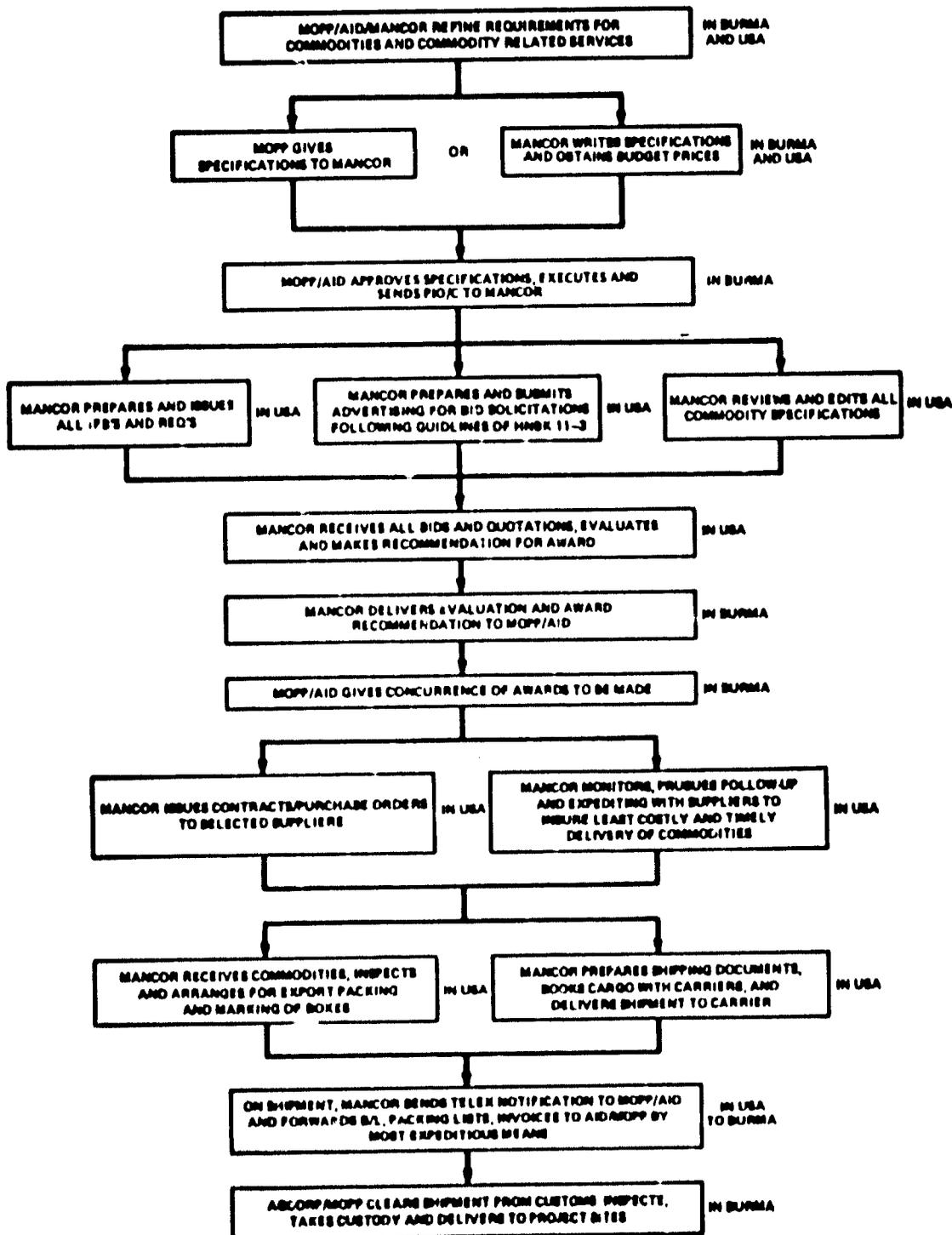
For future increments of the project it is recommended that procurement planning be undertaken immediately to effectively integrate commodity delivery with the project implementation plans, ie. structure erection, site preparation, training and assignment of Burmese personnel, the arrival of short-term U.S. advisors, etc. Careful planning undertaken at this time is critical to avoid untimely delays that can further postpone project implementation from 6 to 12 months, depending on the delay occurrence as related to the growing season.

MANCOR is prepared to assist this planning and is agreeable to extending its contract to that purpose. Placement of an experienced procurement management person from our staff with the MOPP office in Rangoon for a six to ten week period would be helpful in achieving an integration of all the project components. Additionally, if desired, this could also have the benefit of assisting to prepare Burmese staff to undertake future procurements independent of direct US AID contract administration and relieve present AID staff from a variety of procurement-related tasks.

# Manring Corporation

## PROCUREMENT PROCESS

NOTE:  
 AID-US AID REP. TO BURMA  
 MOPF-DIRECTOR, MOPF  
 MANCOR-MANRING CORPORATION



## CHRONOLOGY OF SIGNIFICANT EVENTS

January - June 1983

- 3 January Commenced distribution of IFBs for Harvesting Equipment  
PIO/C 20019 and Rhizobium Laboratory Equipment  
PIO/C 20020.
- 6 January Letter of Commitment not yet received. MANCOR requested  
it be opened in terms of contract.
- 11 January Mr. George Otey, second member of MUCIA Team arrived in  
Rangoon.
- Working visit by MANCOR officer was delayed until arrival of  
MUCIA Team in Rangoon so it could participate in development  
of equipment lists and preparation of specification for  
items to be purchased. Scheduled visit to commence two  
weeks after arrival of Team.
- 24 January A. B. Manring made first working visit to Burma.  
to  
10 February During visit worked with US AID Staff, MUCIA Team and  
MOPP staff to define commodities to be purchased for the  
project. This resulted in lists for:
- Four seed farms.
  - Pump and well systems for 16 test wells at four seed  
farms.
  - Portable electric irrigation pumps for Wakema area  
and other Intensive Townships.
  - Agriculture Research Institute at Yezin.
  - Intensive Townships.
  - New seed varieties from U.S.A. for testing in Burma.
  - Animal drawn toolbars.
- Developed rough equipment specifications to be finalized at  
MANCOR Offices in U.S.A.
- Set procedure for approval of specifications, issuance of  
PIO/Cs and review of bid evaluations.
- Worked on methods to improve communications among MANCOR,  
AID staff and MOPP staff. Conclusion is that best  
communications between MANCOR and Burma side comes through  
personal visits.

Electric power has not been made available at seed farms nor in Wakema area. A U.S. Consultant was in Burma to determine requirements, make equipment specifications and budget price estimates to deliver electric power under AID IQC contract. Purchases of project commodities are being limited until cost of electric power delivery is determined. AID will ask MANCOR to purchase items for this purpose which are not provided by AGCORP.

- 11 February Opened bids for harvesting equipment and Rhizobium laboratory equipment. Commenced evaluations of 24 bids received, 37 line items.
- February-March Conducted research and submitted report of results to AID staff in Burma on availability of Macadamia nut seeds and date palm off shoots.
- 6 March Three suburban sedans received for shipment. Inspected and shipped.
- 10 March MANCOR submitted proposed final overhead rate for fiscal year ending 31 December, 1982 in accordance with contract terms.
- 14 March AID Comptroller Bangkok and AID Representative to Burma requested AID/W issue Letter of Commitment for 1,941,000 to cover procurement under the contract.
- 14-29 March A. B. Manring made second working visit to Burma.
- Delivered completed specifications for 185 line items for:
- Seed farm equipment.
  - Laboratory equipment for Agricultural Research Institute at Yezin.
  - Pumps and well systems.
- Learned that the number of seed farms for the project is reduced to two, Chaungmagyi and Sebin due to unresolved problems in supply of electric power. The project will concentrate on these two sites. The electric pump program for Wakema has been deleted.
- Reviewed specifications with MUCIA Team, MOPP staff and AID staff. Reduced quantities to agree with program changes.
- Prepared list and specifications for miscellaneous tools and items for project.

Dr. Delouche of MSU was in Burma during this visit to change previous seed plant proposals to conform to the reduced program. Worked together.

Discussed bid results on PIO/C 20019, Harvesting Equipment and 20020, Rhizobium Laboratory Equipment. Received MOPP/AID concurrence in award recommendations.

The report of the IQC consultant who was in Burma in February to outline electrical equipment requirements has not been received but it is expected that certain needed items will be purchased by MANCOR.

Reviewed requirements for seed needed for testing which were developed during January visit. AID/AGCORP decided to issue a PIO/C for these.

- 28 March Received AID letter of commitment covering costs for the three vehicles shipped on 6 March.
- 18 April Received AID letter of commitment for \$1,941,000 to cover commodity purchases. Issuance of purchase orders/contracts on PIO/C 20019, 20020 and 20027 was delayed approximately one month because of the delay in issuance this letter of commitment.
- 5 May Issued contract for Harvesting Equipment.
- 6 May Issued contract for Rhizobium laboratory equipment.
- 16 May Issued purchase orders for seed, PIO/C 20027.
- 16 May Completed IFBs and commenced issuing them for three tenders: Farm Equipment, A.R.I. Yezin Laboratory Equipment and Pump and Well Systems. Issued 169 IFBs.
- 23 May Commenced price up-date for Intensive Township Equipment.
- 14 June Contracted for purchase of 11347 German marks to pay for Burma Lanugage typewriters. Issued Letter of Credit to Olympia. (PIO/C 20025).
- 13-17 June Made pre-shipment inspection of Harvesting Equipment at Coldwater, Ohio and Suffolk, Virginia.
- 17 June Obtained final approval and publication of project tariff for MOPP shipments, a reduction of \$87.75/WM from normal rates. This will contribute substantial savings in shipping costs for the project.

- 20 June Inspected and corrected deficiencies in test seed shipment. Arranged shipment of air portion 23 June, ocean portion 28 June.
- 20 June Opened bids for three tenders: Other Farm Equipment, A.R.I Yezin Laboratory Equipment and Pump and Well System. Commenced evaluation of 53 bids, 185 line items.
- 20 June Prepared and mailed proposed specifications for two 130 KVA electric diesel electric generators with budget price as requested by MOPP/AID Burma.
- Searched and located two surplus diesel electric generators through AID Government Resources Division. Slightly larger (167 KW) but have low hours and can be prepared for shipment in about 60 days. Advised MOPP/AID Burma.
- 24 June Received telex advice of PIO/C 20030 for purchase of 12 tons of sunflower seed from Pacific Seeds in Australia. Issued purchase order by telex and mail for earliest delivery to Rangoon.
- 27 June Discrepancies in harvesting equipment corrected by suppliers. Booked for shipment in first available ship ETD 8 July. Requested Burma Five Star Lines reserve space for shipment Singapore to Rangoon.

SUMMARY OF PROCUREMENT COMMITMENTS

PIO/C #	IFB	Bid Opening	Commodity	Line Items	Estimated CIF Value	Actual CIF Value	ETA Rangoon
20017	5046-2	N/A	Vans	1	\$59,000.00	\$57,069.20	4/28
20019	5046-4	2/11	Harvesting Equipment	4	164,195.00		8/25
20020	5046-3	2/11	Rhizobium Lab Equip.	32	69,600.00		9/15
20029	5046-1	6/20	Pump and Well Systems	19	115,000.00		12/15
20027	5046-7	N/A	Seed	11	7,000.00	6,976.22	Air 6/29 Surf. 9/15
20025	5046-8 thru 5046-15	N/A	Intensive Township Equipment	67	70,000.00		9/1
20026	5046-16	6/20	Other Farm Equipment	102	600,000.00		12/15
20028	5046-17	6/20	A.R.I. Yezin Lab/ Shop Equipment	64	70,000.00		12/15
20030	5046-20	5/23	Sunflower Seed	1	<u>19,824.00</u>		8/1
					TOTAL: \$	1,233,619.00	

NOT COMMITTED

5046-18	8/18	Diesel Electric Generator	2	\$ 70,000.00	11/18
5046-19	--	Flatbed Truck	-	--	--

MARKING CORPORATION  
1811 - 130th N.E., Suite 6  
Bellevue, Washington 98005

REPORT OF PROCUREMENT ACTION to 30 June, 1983

Contract #ASB-0005-C-00-2045-00  
Project #482-0005

MOPP/U.S. AID/SOCIALIST REPUBLIC OF BURMA AGRICULTURAL CORPORATION

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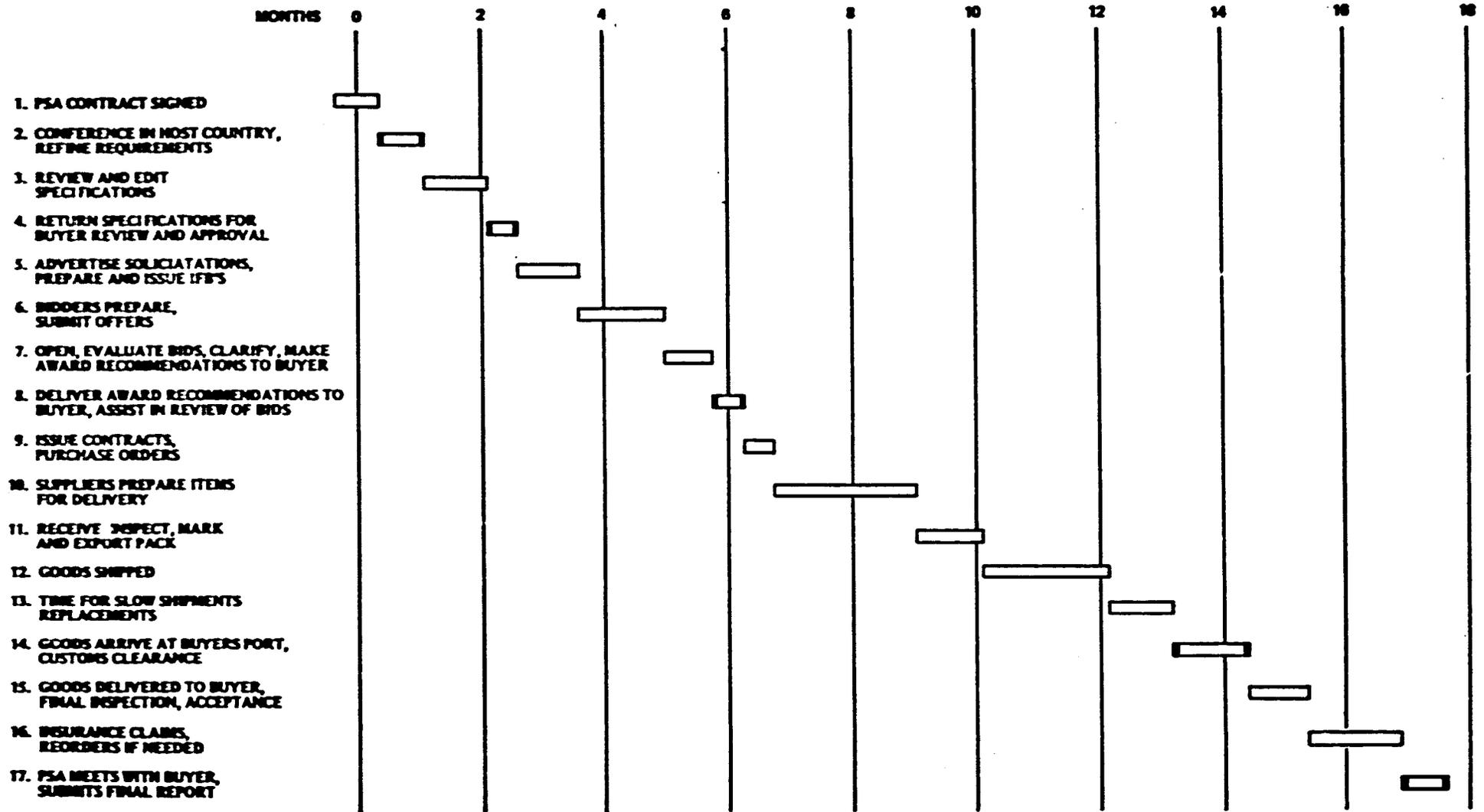
Reference Number	Status Description	Document Reference	Initial Specs. Received	Specs. Drafted	Specs. & IFB/RFO Approved	Procurement Type	Date Advertised	PIO/C Received	IFB/RFO Issued	Bid/Quote Opening	Award Recomm. Made to Rangoon	AID/AC Approval Received	PO/Contract Issued	Projected Ship Date	Date Shipped	Arrived Rangoon	Goods Inspected Accepted
SD46-1	Pump and well Equipment	20029	10/14	2/29	4/2	IFB	4/7	4/8	5/25	6/20							
SD46-2	Chevrolet Suburbans	20017	10/11	10/15	2/2	Small Value	Waived	11/12	10/21	10/29	11/1	11/10	11/22	3/4 or before	3/6	4/28	6/24
SD46-3	Lab Equipment, Rhizobium	20020	11/12	12/1	12/20	IFB	12/15	2/28	12/28	2/11	3/15	3/29	5/6				
SD46-4	Harvesting Equipment	20019	11/12	12/1	12/20	IFB	12/15	2/28	12/28	2/11	3/15	3/29	5/4	7/15			
SD46-6	Drum Truck	20025	11/12	12/21	3/29	Small Value	N/R	4/1	5/23	N/A							
SD46-7	Seed	20027	12/2	3/24	3/28	Small Value	N/R	4/8	5/23	N/A	5/11	5/16	5/16	6/24	6/23	6/28	
SD46-8	Audio/Visual	20025	11/9	2/22	3/29	Small Value	N/R	4/1	5/23	N/A							
SD46-9	Batteries/Chargers	20025	11/9	12/20	3/29	Small Value	N/R	4/1	5/23	N/A							
SD46-10	Intercom System	20025	11/9	12/20	3/29	Small Value	N/R	4/1	N/A	N/A	N/A	N/A	5/31	10/15			
SD46-11	Calculators	20025	11/9	12/20	3/29	Small Value	N/R	4/1	5/23	N/A							
SD46-12	Typewriters	20025	11/9	2/22	3/29	Small Value	N/R	4/1	5/23	N/A							
SD46-13	Ag Equipment	20025	11/9	2/22	3/29	Small Value	N/R	4/1	5/23	N/A							
SD46-14	Drafting Equipment	20025	11/9	2/22	3/29	Small Value	N/R	4/1	5/23	N/A							
SD46-15	Office Equipments	20025	11/9	12/20	3/29	Small Value	N/R	4/1	5/23	N/A							
SD46-16	Other Farm Equipment	20026	3/15	3/29	4/2	IFB	4/7	4/8	5/25	6/20							
SD46-17	Lab Equip. ARI Yezin	20028	3/15	3/29	4/2	IFB	4/7	4/8	5/25	6/20							
SD46-18	Diesel Electric Generators		6/16	6/22													

-01-



# Manning Corporation

## TYPICAL PROJECT PROCUREMENT SCHEDULE



EXPENDITURES

PSA Services for Socialist Republic of the Union of Burma Contract  
ASB 0005-C00-2045-00.

Maize and Oilseeds Production Project 482-0005.

<u>Category</u>	<u>Budget Amount</u>	<u>Total to 30 June, 1983</u>
Salaries and Wages	\$ 70,105.00	\$ 43,195.50
Fringe Benefits	9,578.00	5,485.59
Travel & Transportation	15,792.00	6,538.17
Overhead and GA	33,007.00	22,948.26
	<hr/>	<hr/>
TOTAL	\$ 128,392.00	\$ 78,167.52
Fixed Fee	\$ 9,948.00	\$ 6,045.06

**PERSONNEL EMPLOYED**

**Key Personnel**

Project Coordinator	A. B. Manring
Project Buyer	Lee Eklund

**Level of Effort**

Approximately 28 person months