

CONTINUOUS REGISTRATION OF DISTRIBUTORS FOR NEW KCC PRODUCTS

Introduction

New Kenya Co-operative Creameries Limited (NKCC) is a State Corporation under the Ministry of Co-operatives that was duly registered under the State Corporations Act 2003, and whose mandate is to buy, process, and market quality raw milk into a wide range of milk and milk products.

Its history dates back to August 1925 when Kenya Co-operative Creameries Limited (KCC) was incorporated as a limited company. The company has a wide milk collection, processing, and sales distribution networks strategically placed in the country and a wide range of milk and milk products that are made to the highest quality standards and in tandem with an ever-growing customer base, with diverse tastes and preferences.

Particulars

New Kenya Co-operative Creameries Limited intends to procure Service distribution of its products across the country for a period of Two (2) Years. This document sets forth the Terms of Reference (TOR) on which New KCC Limited (NKCC, the Organisation) for the Provision of products distribution Services and describes the requirements for the service. Bidders are requested to present a response along with their offers as per the instructions.

OBJECTIVES

To realize a wide spread distribution of newkcc brands across the country. The essence of this purchase is to capture a big market as possible to counter the growing competition.

Instructions To Bidders

1. Bidders are required to provide the below requirements failure of which you shall be disqualified.

a. Mandatory Requirements

No.	Description	Bidder's Response (Yes/No)
1.	Valid Tax Compliance Certificate	
2.	Incorporation certificate	
3.	Business permit	
4.	CR 12	
5.	Six (6) Months bank statement.	
6.	Depot location and availability (Plot No. and Photo, Local/physical address) ie warehouse facility of at least 15ftx15ft that is accessible, clean, palletised, decent and brandable premises.	
7.	Proof of distribution infrastructure (logo books for truck 3&4 tones, Vans/pickups 1&2 tones, Tuk-tuk and motorbikes)	
8.	If leasing attach lease agreement indicating the number of vehicles and their registration.	
9.	Raise working capital of Kes 200000 and a bank guarantee of Kes 0.5m	

Instructions

Bidders must ensure adherence to the below

- i. Have adequate and qualified Staff (Riders and an accountant).
- ii. Have Good Knowledge of the Geographic area allocated (At least 3 Years) in Terms of Shops Profile and Customer outlines.
- iii. Be able to Demonstrate Strong Sales and general business expertise especially in FMCG Industry.
- iv. Be dedicated and committed Entrepreneur on full time Basis.6.00 AM to 8.00 PM.
- v. Proven track record of high degree of integrity and business ethics.
- vi. Able to keep and Maintain Updated Sales Accounts Records and Reconciliations.
- vii. An entrepreneur who is dedicated to high customer service standards and strong Business relations.
- viii. Invest in Cold storage for Fresh and Fermented once an Area is allocated.

BY MANAGING DIRECTOR:



Date

9/1/25

Samuel Ichura