RICE SOURCING POLICY

I. General Policies

A. Sourcing Priority

MSI shall observe priorities in the conduct of rice sourcing in the following order:

First - MSI Agri Dev't. Center (MSI-ADC) and/or MSI Operated Rice Mil

Second - Accredited Bank Assisted Cooperatives (BACs)

Third - Non-Bank Assisted Cooperatives (Non-BACs)

Fourth - Private Rice Millers

Fifth - Private Traders

B. Mode of Sourcing

- 1. Sealed Rice Price Quotation shall cover rice purchases of ≥ 100 bags of rice from BACs, Non-BACs, private rice millers and/or private traders.
- 2. Price Canvass shall cover rice purchases of < 100 bags.

C. Definition of Terms

- 1. Sealed Price Quotation refers to the supplier's price quotation for volume order of ≥100 bags of rice that is submitted in sealed envelope.
- **2. Price Canvass** refers to the process of requesting for supplier's open price quotation for volume order < 100 bags of rice.
- **3. Negotiation** refers to the process of further negotiation with supplier that quoted the lowest price to arrive at the best terms and conditions.
- **4. Accredited Suppliers** refer to suppliers that have accomplished, complied, and submitted the required documents for accreditation.
- **5.** Qualified and Complying Accredited Suppliers refer to accredited suppliers that submitted documents/samples, etc. required during the conduct of sealed price quotation and/or price canvass.

II. Procedures on Sourcing

A. For LANDBANK

1. Head Office and Metro Manila Branches

Subject to stock availability and quality, MSI Agri Dev't. Center (MSI-ADC) and/or MSI Operated Rice Mill shall serve the rice allocation of LANDBANK Head Office and Metro Manila Branches. In cases when MSI-ADC and/or MSI Operated Rice Mill and accredited BACs and/or Non-BACs are not capable to deliver, a sealed price quotation shall be conducted.

2. Provincial Branches/Field Units

Rice allocation of LANDBANK Provincial Branches/Field Units, which are not served by MSI-ADC and/or MSI Operated Rice Mill, shall be served by BACs or Private rice millers and/or Private traders endorsed by LandBank and accredited by MSI. In cases where there are no LandBank endorsed suppliers or LandBank-endorsed supplier is unable to provide the required rice supply of an area, a price canvass shall be conducted regardless of the quantity due to the fast movement and fluctuation of prices and the remote distance of provincial branches/field units.

B. For Non-LANDBANK (Government & Private Clients)

Sourcing priorities shall apply for non-LANDBANK accounts. In cases when MSI-ADC and/or MSI Operated Rice Mill and accredited BACs are not capable to deliver, a sealed price quotation shall be conducted.

C. Sourcing of Palay/Rice Under the PIK Program

Please see attached implementing guidelines.

III. Procedures For The Conduct Of Sealed Price Quotation

Step 1. Invitation for Sealed Price Quotation

The Institutional Sales Specialist shall invite accredited rice suppliers to join the Sealed Price Quotation thru the issuance of Request for Sealed Price Quotation Form (Annex A).

Step 2 Submission of Sealed Quotation and Rice Sample

The accredited rice suppliers shall be required to submit two (2) envelopes addressed to the Chairman, containing the following:

Envelope 1 - Sealed Quotation signed on every page

Envelope 2 - Rice Sample of at least one half (1/2) kilo for test cooking unless otherwise sample quantity is specified by client

Step 3 Sample Labeling

A sealed envelope, labeled by the rice supplier, submitted to and received by the Institutional Sales Specialist, shall be opened when the Rice Sourcing Committee (RSC) convenes.

Step 4 Opening of the Sealed Price Quotation

In the presence of the Rice Sourcing Committee (RSC) Members, the sealed envelopes containing the price quotation and rice sample shall be opened by the Chairman of the RSC or his duly authorized representative. Suppliers shall be allowed to witness the conduct of the Sealed Price Quotation if they wish to.

Step 5 Evaluation and Awarding

The selection shall be limited to the qualified and complying accredited Rice Supplier whose rice sample is acceptable to the committee.

The award shall be given to the rice supplier who submitted the lowest price and best rice quality.

In case of a tie, the following shall be observed:

The Chairman of the Rice Sourcing Committee (RSC) or his authorized representative shall request the 2 tying suppliers to submit another price quotation. Based on the resubmitted price quotation, the RSC Committee shall declare the winner that quoted the lowest price.

Failed Sealed Price Quotation

There is a Failed Sealed Price Quotation is any of the following conditions exists:

- 1. Rice samples submitted by the qualified and complying accredited rice suppliers are not in accordance with the required specifications.
- 2. Quoted price by all qualified and complying accredited rice suppliers is higher than the projected acceptable price by the clients.
- 3. Less than three (3) qualified and complying accredited suppliers.

In case of a Failed Sealed Price Quotation, the Committee may proceed to Open Price Canvass or Negotiation.

IV. Procedures For The Conduct of Price Canvass

Step 1. Invitation for Price Canvass

The Institutional Sales Specialist shall invite non-accredited rice suppliers to join the Price Canvass through the issuance of Request For Open Price Quotation form (Annex B).

Step 2 Submission of Price Canvass and Rice Sample

The non-accredited rice suppliers shall be required within the day to submit two (2) envelopes addressed to the Chairman, containing the following:

Envelope 1 - Open Quotation signed on every page

Envelope 2 - Rice Sample of at least one half (1/2) kilo for test cooking unless otherwise sample quantity is specified by client

Step 3 Sample Labeling

A sealed envelope, labeled by the rice supplier, submitted to and received by the Institutional Sales Specialist, shall be opened when the Rice Sourcing Committee (RSC) convenes.

Step 4 Opening of the Price Canvass

In the presence of the Rice Sourcing Committee (RSC) Members, the sealed envelopes containing the price quotation and rice sample shall be opened by the Chairman of the RSC or his duly authorized representative. Suppliers may be allowed to witness the conduct of the Open Price Quotation.

Step 5 Evaluation and Awarding

The selection shall be limited to the qualified and complying accredited Rice Supplier whose rice sample is acceptable to the committee.

The award shall be given to the rice supplier who submitted the lowest price and best rice quality.

In case of a tie, the following shall be observed:

The Chairman of the Rice Sourcing Committee (RSC) or his authorized representative shall request the 2 tying suppliers to submit another price quotation. Based on the resubmitted price quotation, the Committee shall declare the winner that quoted the lowest price.

Failed Price Canvass

There is a Failed Price Canvass if any of the following conditions exists:

1. Rice samples submitted by the qualified and complying accredited rice suppliers are not in accordance with the required specifications.

- 2. Price offered by all qualified and complying accredited rice suppliers is higher than the projected acceptable price by the clients.
- 3. Less than three (3) qualified and complying accredited suppliers.

In case of a Failed Price Canvass, the Committee may proceed to Negotiation.

V. Rice Sourcing Committee (RSC)

A. The Committee shall be composed of the following:

Chairman : President & CEO

Vice Chairman : Corporate Services Manager

Members : Business Manager

Institutional Sales Specialist Institutional Sales Assistant

Witness : Internal Auditor

Secretariat : Institutional Sales Assistant

In the absence of the above RSC members, the following may serve as alternate/witness for:

President & CEO : Executive Secretary

Corporate Services Manager : Accountant or Bookkeeper

Business Manager : Sales Executive

Institutional Sales Specialist : Institutional Sales Assistant

In the conduct of deliberations, when Chairman is not present, the Vice-Chairman shall act as the Chairman of the Rice Sourcing Committee.

B. Responsibilities of the Rice Sourcing Committee

- 1. Evaluate and approve rice price ceiling on a per Region basis based on Bureau of Agricultural Statistics (BAS) data and monitored prevailing market price.
- 2. Accredit rice suppliers for LANDBANK Branches/Field Units, government, and private clients.
- 3. Review/Amend/Implement the Rice Sourcing Policy and recommends changes when necessary.
- 4. Additional similar functions may be assigned as the need arises.

C. Minutes of Meeting

Minutes of meeting shall be prepared by Institutional Sales Assistant.

VI. Detailed Procedural Flow

Activity	Personnel Responsible
I. For LandBank	
 Order taking from telephone from LBP Metro Manila & Provincial Branches Field Units. 	Institutional Sales Specialist
2. Consolidation of rice order.	Institutional Sales Specialist
3. Price canvassing from LBP endorsed rice suppliers (co-op/SME).	Institutional Sales Specialist
4. Notation of the Sales Approval Form (SAF) to recommend approval of the transaction (Annex C).	Corporate Services Manager
5. For Non- MSI-ADC served clients, filling-up the lower box portion of the SAF.	Institutional Sales Specialist
6. Approval of the Sales Approval Form.	Business Manager
7. Upon approval and receipt of the SAF, Purchase Order (Annex D) is prepared.	Institutional Sales Specialist
8. Approval of Purchase Order.	Business Manager
9. Upon approval of the Purchase Order, confirmation of rice order /submission of Order Advice is prepared and sent to MSI-ADC together with the schedule of delivery (HO, Metro Manila Branches, & Regions I, II, III, IV, & XI).	Institutional Sales Specialist
10. Delivery of rice order to client.	MADF/LBP endorsed supplier (co-op/SME)
11. Preparation of Delivery Receipt (Annex E) & Sales Invoice (Annex F).	Institutional Sales Assistant
12. Submission of documents to MSI HO for payment processing.	LBP endorsed rice supplier (co-op/SME)

13. Upon receipt of the complete documents from the supplier, prepare and transmit Request For Payment with the following attachments: SAF, PO, MSI Sales Invoice (SI), Delivery Receipt, & Suppliers DR/Certificate of Acceptance and SI for FAU Booking

Institutional Sales Specialist

14. Preparation of payment of supplier.

15. Collection/remittance of payment to suppliers.

16. Receipt of Official Receipt from supplier and issuance of Official Receipt.

17. Monitoring and collection of LBP deliveries. Collection date shall be fifteen (15) days for LBP Branches & Field Units while for Head Office is thirty (30) days from date of delivery.

Corporate Services Dept.

Corporate Services Dept.

Corporate Services Dept.

Corporate Services Dept.

II. Non-LandBank

1. Acceptance of the Purchase Order and/or Order Confirmation Form and preparation of Sales Approval Form.

2. Notation of the Sales Approval Form to recommend approval of the transaction.

3. For Non- MSI-ADC served clients, filling-up the lower box portion of the SAF.

4. Approval of the Sales Approval Form.

5. Sourcing of requested commodity/variety.

6. Upon approval and receipt of the SAF, Purchase Order is prepared.

7. Approval of Purchase Order.

8. Upon approval of the Purchase Order,

Sales Executive

Corporate Services Dept.

Institutional Sales Specialist

Business Manager

Institutional Sales Specialist

Institutional Sales Specialist

confirmation of rice order /submission of Purchase Order or Order Advice is prepared and sent to the supplier.

9. Delivery of rice order to client.

10. Preparation of Delivery Receipt & Sales Invoice.

11. Upon receipt of the complete documents from the supplier, prepare and transmit Request For Payment with the following attachments: SAF, PO, MSI Sales Invoice (SI), & Suppliers DR/Certificate of Acceptance and SI for Corporate Services Department Booking

12. Preparation of payment of supplier.

13. Collection/remittance of payment to suppliers.

14. Receipt of Official Receipt from supplier and issuance of Official Receipt.

Business Manager

Institutional Sales Specialist

MADF/LBP endorsed coop/SME supplier

Sales Executive

Institutional Sales Specialist

Corporate Services Dept.

Corporate Services Dept.

Corporate Services Dept

ANNEXES



REQUEST FOR "SEALED" PRICE QUOTATION

RFQ Ref.	No.	
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Date	:
Date	•

TO: MSI AGRICULTURAL DEVELOPMENT CENTER

Masaganang Sakahan, Incorporated (MSI) is requesting for a price quotation for the supply and delivery of rice with the following specifications. Should you wish to participate in any or all, kindly fill up portion B of the table below:

Note: Portion A to be filled up by MSI and Portion B by Supplier

PORTION A (for MSI)						PORTION	B (for Suppliers)		
Variety/ Grade	Age	Volume	Delivery Point	Delivery Schedule	Term of Payment	Requirements	Quoted Price	CONFORME Signature above print name	
FOR SAMPLE AND QU	FOR SAMPLE AND QUOTATION								

Rice suppliers are requested to submit to MSI Two (2) kilograms of rice sample on or before _____labeled with the name and address of the supplier, description of quality and variety specs of rice being offered.

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Business Manager

TERMS AND CONDITIONS

- 1. Problems such as delays, rejection, complaints, etc shall be subject to penalties and deducted from supplier's Performance Bond and/or or payment.
- 2. Quotations which do not meet in full the conditions or requirements set forth herein shall be disqualified and shall not be considered for the purpose of the award, unless, the same in the determination of the MSI Trading Committee, will best serve the interests of MSI.
- 3. MSI reserves the right to reject any or all quoted prices, to waive any formality therein or to accept offers that may be considered most advantageous to MSI.

SUPPLIERS CONFORME:

I have read and fully understood the terms and conditions indicated in the Request for Quotation with RFQ Ref. No. 2016-159.

I understand that this quotation was requested by MSI in anticipation of the P.O. from the client and I agree to serve the requirements once the Purchase Order is awarded.

I also understand that MSI reserves the right to reject any or all quoted price, to waive any formality therein or to accept offers as maybe considered most advantageous to MSI.

PLEASE SIGN YOUR NAME AND BUSINESS ADDRESS



REQUEST FOR PRICE QUOTATION

RFQ Ref.	No.	
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Date	•
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TO: MSI AGRICULTURAL DEVELOPMENT CENTER

Masaganang Sakahan, Incorporated (MSI) is requesting for a price quotation for the supply and delivery of rice with the following specifications. Should you wish to participate in any or all, kindly fill up portion B of the table below:

Note: Portion A to be filled up by MSI and Portion B by Supplier

	PORTION A (for MSI)							B (for Suppliers)
Variety/					Term			CONFORME
Grade	Age	Volume	Delivery Point	Delivery	of	Requirements	Quoted	Signature
				Schedule	Payment		Price	above print
								name
FOR SAMPLE AND QU	JOTATION							

Rice suppliers are requested to submit to MSI Two (2) kilograms of rice sample on or before _____labeled with the name and address of the supplier, description of quality and variety specs of rice being offered.

Than	k vou.

Business Manager

TERMS AND CONDITIONS

- 1. Problems such as delays, rejection, complaints, etc shall be subject to penalties and deducted from supplier's Performance Bond and/or or payment.
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- 3. MSI reserves the right to reject any or all quoted prices, to waive any formality therein or to accept offers that may be considered most advantageous to MSI. **SUPPLIERS CONFORME:**
- I have read and fully understood the terms and conditions indicated in the Request for Quotation with RFQ Ref. No. 2016-159.
- I understand that this quotation was requested by MSI in anticipation of the P.O. from the client and I agree to serve the requirements once the Purchase Order is awarded.
- I also understand that MSI reserves the right to reject any or all quoted price, to waive any formality therein or to accept offers as maybe considered most advantageous to MSI.

ы	SIGN	VALID	NAME	VNID	BUSINESS	VUUDEGG

MSI Fex No. 1	893-9376 + 893-7	ter, 105 Paseo de Roxas, City 1229 1596 • 893-9369 • 892-3498 • 893-9208		SALES APPRO	VALFORM N	9 12014	
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MASAGANANG SAKAHAN, INC. (A LandBank Subsidiary)

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Page 13 Rice Sourcing Policy

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Rice Sourcing Policy Page 15

"THIS SALES INVOICE SHALL BE VALID FOR FIVE (5) YEARS FROM THE DATE OF ATP"

BIR Accreditation No. 051mp20130000000001 Date Issued: 01/09/2014 Loose Leaf Permit # LL-5841-14 Date: 04/04/2014 "This sales invoice is not valid for claiming input taxes."

100 peds (50x3) 63751 - 68750 BIR Authority to Print No. 9AU0000552287 Date Issued: 06-15-2016, Expiry Date 06-14-2021 App Ref. No. APP/041675/2016 I8-21 printers. 2835 cabrers st., passay city Non VAT Reg.TIN: 198-664-747-00000