

Zenith STEEL FABRICATORS LTD

DESIGN, FABRICATE & ERECT STRUCTURAL STEEL WORK
EAST AND CENTRAL AFRICA SINCE 1977

LETTER OF OFFER

Our Ref: ZSF/ENQ/237/2025 Rev C

Date: 26 March 2025

DIVINE STEEL LIMITED.

ATTENTION: *Mr. Sanchit Agrawal,*

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EMAIL: sanchit.agrawal@divinegrouptz.com

A FINANCIAL & TECHNICAL BID
FOR THE DESIGN FABRICATION SUPPLY AND INSTALLATION OF A
PROPOSED CRANE BUILDING IN MLANDIZI, TANZANIA

..... *acceptance signature*

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1.0 PROFILE OF WORKS

- We thank you for inviting us to quote for the above works and have pleasure in submitting our quote for the scope of works as described herein: -
- We also have pleasure to inform you that we are a leading structural steel Company, operating in Kenya since 1977, that guarantees our customers with efficient structural designs and high-quality products.
- Zenith Steel Fabricators Limited specializes in design, fabrication and erection of structural steel works, which includes but not limited to warehouses, factories, multi-storey steel buildings, stadiums, petrol stations, churches, water tanks, towers, and bridges.
- Zenith Steel has expanded over the years to have one of the most advanced and fully automated fabrication plant with an annual fabrication capacity of 50,000 tons. Zenith Steel has a strong team of engineers that are trained in using Tekla, AutoCAD, GSA Oasys, Steel Projects and an internal program called ZSF spread sheet that enables a high level to decision making and communication between clients to machines. Zenith Steel also has a well-trained and organized fabrication and erection team that is able to produce high-quality and elegant structures.
- Zenith’s high commitment to quality has enabled it to capture a large market both within Kenya and the surrounding counties including, Uganda, Tanzania, Zambia, Rwanda, Malawi, Southern Sudan and Ethiopia.



Zenith Steel Fabricators Ltd - Fully Automated State of the Art Workshop – Isinya

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2.0 SCOPE OF WORKS

Zenith Steel Fabricators Limited (hereinafter referred to as 'ZSF') shall provide or perform all the Work or cause the Work to be provided or performed as specified in the scope of work herein. The work is described as:

2.1. Proposed structural steelwork – general description.

Reference dimensions as per drawings provided and conversations. Final design and layouts to reflect all our technical requirements and to be deemed as an addition/variation to the scope of work provided here below. Depending on final design, castellated beams may be used.

MAIN FRAME BUILDING – AS PER OUR DESIGN AND STANDARD SPECIFICATIONS

Portal Frame Details		
Single Span 5mt Crane Building with a Lean To on one Eaves Side		
Span:	22	
Lean to:	8	m
Number of spans	1	
Length:	42	m
Column/Bay Spacing:	6	m c/c
Approximate Plan Area of Works:	1,260	m ²
Eaves Height Main Span:	10.5	
Lean to:	6.5	m
Roofing Area:	1,300	m ²
Side Cladding (height from eaves level):	8.5	m
Gable Cladding (height from ridge level):	9.2	m
Roof Pitch:	12	Degrees
Location:	Mlandizi, Tanzania	
Scope of Works	Supply and Fix	
DESIGN ASSUMPTIONS/LOADINGS (AS PER BS 5950)		
Dead Load	As Actual	
Live load	0.25	Kn/m ²
Design Wind Speed	27	m/s
Solar Loading	Not Considered	
Future Expansion on either side/gable	Considered Gable Side	

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2.2. Steel specifications.

- UB portal frames sized as per our final design.
- Laced Structural steel columns to crane level and single UB columns remaining height with allowance for connection holes on the face for other fittings including tie beams where appropriate.
- Gable columns have been provided with allowance for connection holes on the face for other fittings including tie beams where appropriate.
- Sets of anchor bolts with casting templates as per our design and standard specifications shall be supplied. One nut per bolt has been allowed for.
- Roof sheeting out of 26G (0.4mm) thick box profile pre-painted GI sheets as per our standard technical specifications.
- Side cladding out of 26G (0.4mm) thick box profile pre-painted GI sheets as per our standard technical specifications.
- 2 lines of steel crane beams as per our design and standard technical specifications.
- 2 lines of steel surge girders as per our design and standard technical specifications.
- Steel diaphragms and K-bracings as per our standard specifications.
- All sheets shall be pre-painted, Box Profile, 0.4mm thick and fixed by self-drilling screws with EPDM rubber washers to metal purlins at the bottom of the sheeting trough – the hole being 2mm larger than the screws being used. Side roofing laps shall be one trough and laps to be 100mm at top 100mm at bottom. No mastic sealant or lap seal tapes to be applied between roofing sheets or at the sides.
- Sheeting colour for the roof and wall cladding can be agreed as per stock items. Any other diverse special colour may be supplied at an extra cost and will have direct impact on the delivery time.
- 600-gauge fiber glass translucent sheets and associated safety frames, as per our standard specifications have been provided for. (1 Nos. per slope per bay)
- Zed or channel purlins out of MS plates, spaced less than/equal to 1.65m c/c max.
- 1 line of 12mm diameter anti-sag rods in each bay.
- Column bracings and rafter bracing as appropriate at selected bays.
- 2 Nos lines of 610mm girth, 1.5mm thick lines of eaves gutters as appropriate out of pre-galvanized steel plates. All gutter joints to be sealed with gutter sealant.
- Down-pipes out of uPVC material as appropriate and provided from gutter up to column baseplate level, as required by design.
- **All steelwork is shot blasted and painted with 1 coat of zinc phosphate primer as specified. If any other paint specs are needed, to be quoted for as extra over.**

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OPTIONAL ITEMS IF REQUIRED BY CLIENT AS EXTRA OVER COST

Mezzanine Floor	No
Rotating Roof Ventilators fixed at apex	Yes, 7 Nos. (1 per bay)
Roof Thermal Insulation, as per our standard specifications	No
Side Thermal Insulation, as per our standard specifications	No
Doors as per our standard specifications	Yes, 1No 6m x 6m Electric Roller Shutter Door
Canopy	Yes, 1No. 6m x 3m
Add poly-closures for Bird-proofing as per our standard design and specifications	No

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2.3. Foundation works & Casting of anchor bolts

- All holding down bolts, supplied by ZSF to be cast into the concrete foundation by the civil works contractor. The accuracy of the placement, setting out and casting of the anchor bolts will be the responsibility of the civil works contractor. The client to arrange for collection of anchor bolts from our factory in Nairobi otherwise to be dispatched with first truck of steelwork.
- ZSF shall provide ANCHOR BOLTS LAYOUT drawings that shall ONLY be used by the civil contractor in casting the anchor bolts.
- ZSF shall design all foundations for the structure once soil bearing capacity has been provided and provide drawings for your approval by the local engineers or council.

2.4. Fabrication notes

- The applicable British Standard specifications shall apply appropriate to materials and workmanship.
- Fabricated steelwork may have joints due to standard available lengths.
- All I beams are grade S355, all plates are grade S275 and all hollow sections are grade S235, subject to availability.
- All bolts to be EPG mild steel, with single nuts, and to have a tensile strength of not more than 432N/mm² (28tons/inch²) and a minimum elongation of 17%. All steel washers to be mild steel.
- Where applicable all high tensile nuts and washers to have a minimum tensile strength of 570N/mm² (37tons/inch²)
- Minimum fillet weld thickness 6mm.
- A mandatory visit to our factory in Isinya to inspect all fabricated steelwork will be required prior to dispatch of materials.

2.5. Transportation notes

- Client to arrange for payment of all duties, VAT, taxes, customer clearance etc. all relevant export documentation shall be provided.

If Transport is ZSF Scope -

- We shall arrange for all export documentation necessary from our office. Client to arrange for import clearance of the goods and where applicable transport from port to site.
- We shall coordinate for loading all materials from our workshops however you shall arrange off-loading of all materials at no cost to us.

If Transport NOT in ZSF scope –

- Client to pay a fully refundable 16% VAT Bond (or VAT applicable at the time of dispatch). This VAT Bond will only be refunded in full upon return of stamped exit note and export documents confirming export of goods.

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- Loading of steelwork will only be done on 40-foot-high sided/open top trailers arranged by the client. Documents with pictures on sample of trailers allowed for loading will be shared for reference.

2.6.Erection supervision notes

We can quote for erection supervision if required and the following terms to apply -

- ZSF shall provide one or two skilled installation supervisors for a period to be determined on confirmation of the job.
- All boarding lodging & accommodation of supervising staff to be provided by you at no cost to ZSF.
- If applicable, all airfares, visas & work permits and daily allowance (at agreed rates/person per day) for our technical staff to be paid by you. Also you will have to remit to ZSF supervision cost, payable in lump sum in advance for the projected duration of erection works supervision
- Client or main contractor shall provide for their transport to and from site and basic services as and when needed.
- Client or main contractor to provide office facilities for supervisor's use.
- Site insurance to be provided by the client or main contractor.
- All work permit shall be provided by client at no cost to us.
- Site power shall be provided by client at no cost to us.
- Scaffolding, rest platforms, etc. to be provided by the main contractor at no cost to us.
- All Erection works shall be carried out by yourself and Client to provide crane, equipment, tools and skilled workers for erection including all running costs- detailed list of these to be provided on confirmation of job.
- All other necessary equipment needed for the erection of the structure to be provided by the client or main contractor as and when required at no cost to us.

2.7.Commercial and General Terms

- Completion period to be confirmed after approval of layout drawings. We shall provide layout drawings for approval by your engineers. All approvals for layout structural drawings to be carried out by yourselves by signing and stamping at no cost to ZSF. Fabrication shall not commence without this.
- This quotation is based on the current cost of labor and material and all applicable VAT and government import duties in the contract price will be adjusted if there is a rise or fall of labor, materials and other matters affecting the cost of the execution of the works and shall be calculated in accordance with the guide lines issued by the Joint Building Council of Kenya.
- The price in this quotation is subject to review on implementation of any additional tax levied by the government.
- ZSF reserves the right to hold dispatch and/or stop work without any notice if payment terms are not adhered to.

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- The chargeable interest on delayed payment shall be 2% per month.
- Any variation in scope of works must be confirmed in writing on a price agreed before the variation can be effected. All variation orders must be signed off and related payments made, for works on the variation to begin.
- Any storage of material beyond the date of notification of dispatch or date of readiness of material shall attract storage charges.
- All payments, as per payment terms, made to ZSF is non-refundable.

2.8.Exclusions

Items not quoted for are as follows:

- Mechanical, electrical & plumbing works not quoted for.
- Civil or builders works not quoted for – including foundation works and casting of anchor bolts.
- All holding down bolts supplied to be cast into the concrete foundation by the civil contractor at no cost to ZSF. The accuracy of setting out and casting of the anchor bolts will be the responsibility of the civil contractor.
- Lock nuts have not been quoted for.
- All council and local approvals not quoted for.
- All windows and associated accessories have not been quoted for.
- 2m masonry wall has not been quoted for and is assumed to be done by others at no cost to ZSF.
- Crane and its components have not been quoted for.
- **Erection/Installation has been quoted for as an extra over should it be required by the client.**
- Any other item not explicitly mentioned in this quote.

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3.0 CONTRACT SUM: EX-WORKS

<u>DESCRIPTION</u>	<u>AMOUNT (USD)</u>
	<u>EX-WORKS</u>
Main Structural Steelworks and Rainwater Goods.	\$ 61,300
Side Cladding Sheets and Roofing Sheets	\$ 25,900
TOTAL SUM	\$ 87,200
Extra Over: (If required by client)	
Mechanical Roof Ventilators (7 nos. 600mm diameter)	\$ 750
Canopies. 1No. 6m x 3m	\$ 950
Electric Roller Shutter Doors (1No 6m x 6m)	\$ 5,500
Freight to Mlandizi, Tanzania (Approx 3 Trucks)	\$ 8,100
TOTAL COST C&F MLANDIZI	\$ 102,500
Installation	\$ 17,600

- Price excludes clearing VAT & border expenses payable in Tanzania.
- Price is valid for a period of 2 weeks.

3.1. Payment Terms:

MATERIALS (SUPPLY ONLY)

- 25% advance with order.
- 25% on approval of drawings Before Start of fabrication
- 15% on week 4 of fabrication of steel in our yard
- 15% on week 6 of fabrication of steel in our yard
- 20% before dispatch

OR

- 30% Advance
- 70% confirmed non-negotiable irrevocable LC from a first class bank.

INSTALLATION ONLY

- 95% before dispatch of material.
- 2.5% on erection of steelworks before installation of sheets.
- 2.5% after installation of sheets.

We are however open to negotiate above. Bank details to be confirmed with invoices.

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This letter of offer, final approved drawings and general terms and conditions document attached should form the basis of a formal contract agreement that will be entered on confirmation of this job.

Yours Faithfully,
For Zenith Steel Fabricators Ltd

Brian Kimathi
brian.kimathi@zenithsteel.com

..... *acceptance signature*

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