



MOBILE MEAT SLAUGHTER EQUIPMENT REQUEST FOR PROPOSALS (RFP)

Submission Deadline: August 31, 2022 (30 days from posting)

Scope of Work:

Farmers Union Foundation seeks to purchase state-of-the-art mobile meat slaughtering and processing equipment that will be used for direct instruction two colleges, hosting apprenticeships, and informal peer-to-peer education. To further this project, this notice seeks **a single contractor** to furnish the equipment detailed in the attached equipment list (addendum #1).

To fulfil commitments to project partners, including the federal Economic Development Administration (EDA), **the equipment must:**

- **Meet or exceed USDA inspection standards** and other necessary environmental and safety regulations.
- **Be mobile.** The processing units should be movable (i.e. transported via crane) and the slaughter unit will be on a trailer suitable for regular highway use.
- **Use the most up-to-date** technology, suitable for instruction.
- **Be operable in Minnesota year-round**, including in extreme heat and cold.
- **Meet performance standard** of slaughtering, processing, and packaging for sale an average of **10 beef animals per working day.**
- Have a **useful life more than 10 years.**

The responder must:

- **Furnish the equipment on a competitive timeline** that accommodates startup of the training programs.
- Furnish complete, detailed invoices and **accommodate net 90 billing.**
- **Warrant that the equipment meets performance standard** listed above.

This is one of three RFPs associated with this project. To request the other two please email Stu Lourey at stu@mfu.org.

Selection Criteria:

Competitive proposals will **demonstrate applicant's proven ability to deliver the lowest-cost, complete, and timely delivery of the equipment** described listed in the Equipment List (Addendum #1).

When evaluating proposals, consideration will be given to:

- **Cost** – does the proposal offer the lowest price, including discounts, deliver, and life-cycle costs on equipment? *(50 points)*
- **Completeness** – does the proposal address the full scope of work, including complete equipment, and billing? *(20 points)*
- **Experience** – does the proposal demonstrate that the bidder is responsible and capable? Do they have a proven track-record of delivering on similar projects? *(20 points)*
- **Timeliness** – does the proposal demonstrate the applicant's ability to deliver complete equipment most quickly? *(10 points)*

In awarding points according to these criteria, responses will be independently reviewed by representatives of Farmers Union Foundation, the MN State College System, and a local economic development agency.

Timeline:

- **RFP Released:** August 1, 2022
- **Proposals Due:** August 31, 2022 (30 days from posting)
- **Decision Communicated:** Before September 15, 2022
- **Proposed Contract Start:** Negotiated, no later than September 30, 2022
- **Contract End Date:** Negotiated, no later than April 30, 2023.

Any extension is subject to EDA approval.

Proposal Structure and Format:

To be considered, responders must submit proposals which address each of the following elements:

- Cover letter (optional)
- Business information, including biographies of applicant(s) that demonstrate experience necessary to complete projects (applicable links to website descriptions acceptable)
- Project information
 1. **Bid** – including itemized list of equipment with prices for all major items, delivery and installation fees for Wadena County, MN, and any other fees associated with making equipment suitable for operation.
 2. **Engineering** – architectural schematics detailing the project build, including specifics needed for site preparation (bid is only for equipment, not site preparation).
 3. **Project timeline** – detailing key milestones and firm date for delivery and installation.

- Written confirmation that equipment described in the bid will:
 1. Meet or exceed USDA inspection standards and other necessary environmental and safety regulations.
 2. Be mobile. The processing units should be movable (i.e. transported via crane) and the slaughter unit will be on a trailer suitable for regular highway use.
 3. Use the most up-to-date technology, suitable for instruction.
 4. Be operable in Minnesota year-round, including in extreme heat and cold.
 5. Meet performance standard of slaughtering, processing, and packaging for sale an average of 10 beef animals per working day.
 6. Have a useful life of more than 10 years.

- Written confirmation that:
 1. The bid is good for at least 90 days, starting on August 15, 2022.
 2. The responder will accept net 90 billing.
 3. The responder finds the other contract information acceptable (or list deviations or exceptions and include as part of project proposal)
 4. The responder will Warrant that the equipment meets performance standard listed above.
 5. The responder will make technical experts available throughout the build timeline to help Farmers Union Foundation and partners prepare the site for delivery (power, cement slab, etc.).

- Signature and date

Contract Information:

- **Contract term** – Farmers Union Foundation will enter into a contract with the successful responder before September 30, 2022. If Farmers Union Foundation and the responder are unable to negotiate and sign a contract by September 30, 2022, then Farmers Union Foundation reserves the right to seek alternative responses without further liability.

- **Parties to the contract** – parties to the contract shall be Farmers Union Foundation and the successful responder.

- **Applicable law** – a contract entered into as a result of this RFP shall be governed and interpreted under the laws of the State of Minnesota.

- **Contract Assignment** – a contract or any part hereof entered into as a result of this RFP shall not be assigned, sublet, or transferred directly or indirectly without prior written consent of Gary Wertish, President, Farmers Union Foundation.

- **Entire Agreement** – a written contract and any modifications or addenda thereto, executed in writing by both parties constitutes the entire agreement of the parties to the contract. All previous communications between the parties, whether oral or written, with reference to the subject matter of this contract are void and superseded. The resulting contract may be amended at a future date in writing by mutual agreement of the parties.

- **Deviations and Exceptions** – deviations from and exceptions to terms, conditions, specifications or the manner of this RFP shall be described fully, signed and attached to the proposal. In the absence of such statement the vendor shall be deemed to have accepted all such terms, conditions, specifications and the manner of the RFP. A vendor's failure to raise an issue related to the terms, conditions, specifications or manner of this RFP prior to the proposal submission deadline in the manner described shall constitute a full and final waiver of that vendor's right to raise the issue later in any action or proceeding relating to this RFP.
- **Performance Guarantee** – the responder shall warrant for the satisfactory performance of the equipment supplied and work executed for a minimum of 12 months from the date of the equipment is fully installed and made operational in accordance with the agreement. Where the suppliers/ manufacturers provide longer period of warranty than mentioned above, the purchaser shall be entitled for such longer warranty. If during the period of the guarantee, Farmers Union Foundation decide and inform in writing to the responder that equipment, part of equipment, material or works is defective, the responder shall at their own expenses, irrespective of reimbursement of either party's insurance company, rectify/replace the defective material or works within (7) days of receiving the notice, or within a reasonable time agreed to between the parties.

The decision whether correction of the defects should be through repair or by replacement shall be the sole discretion of Farmers Union Foundation. In the event of responder not responding to the notice referenced above, Farmers Union Foundation may arrange for a third party to correct the defects after duly giving the responder at least seven (7) days' notice of its intention to use a third party to correct a defect. If the responder does not correct the defect within this notice period, Farmers Union Foundation may have the defect corrected by the third party. The cost of such rectification will be deducted / collected from the balance pending bills or retention amounts or performance / additional / retention securities or amounts of the responder either in this contract or other contracts or any other securities.

- **Duration of offer** – all proposal responses must indicate they are valid for a minimum of ninety (90) calendar days from the date of the proposal closing (August 15, 2022) unless extended by mutual written agreement between Farmers Union Foundation and the responder. Prices and terms of the proposal as stated must be valid for the length of the resulting contract.
- **Authorized Signature** – the proposal must be completed and signed in the firm's name or corporate name of the vendor and must be fully and properly executed and signed in blue or black ink by an authorized representative of the vendor. Proof of authority of the person signing must accompany the response.

Disclaimer: All costs incurred in responding to this Request for Proposal (RFP) will be borne by the responder. This RFP does not obligate the Farmers Union Foundation or any project partners to award a contract.

Submission Format: Please email responses as a single attachment to [Stu Lourey at stu@mfu.org](mailto:Stu.Lourey@mfu.org), subject line “[Company name] RFP Response – Mobile Meat.”

Project Information:

Farmers Union Foundation plans to purchase mobile meat slaughtering and processing equipment that will be used to facilitate workforce training and meet processing needs in central MN. The processing equipment will be used for direct instruction at Central Lakes College in Staples and the mobile slaughter unit will support instruction at both Ridgewater College in Willmar and Central Lakes College. This project is made possible through the support of a federal Economic Development Administration (EDA) grant and the support of state and local partners.

Farmers Union Foundation is a 501(c)3 that helps advance the educational mission of Minnesota Farmers Union, a grassroots organization that has represented family farmers, ranchers, and rural communities since 1918. Farmers Union works to protect and enhance the economic interests and quality of life of family farmers, promote competitive markets, and make our food system more fair for farmers, workers, and consumers.

Additional Information:

For additional information regarding Farmers Union's programs and work, please contact MFU via the information below or visit our website at www.mfu.org.

Contact:

Stu Lourey
Farmers Union Foundation
305 Roselawn Ave. E. #200
St. Paul, MN 55117

stu@mfu.org
(320) 232-3047

Thank you for your interest in this project and for considering submitting a proposal. If you have any questions, please contact Stu Lourey using the information above.

Sincerely,

A handwritten signature in black ink that reads "Gary Wertish". The signature is written in a cursive style with a large, looped "G" and "W".

Gary Wertish
President, Minnesota Farmers Union

Addendum #1: Equipment List.

Equipment		Description	Purpose
#	Item	Qty	
1	Mobile Harvest Unit	1 Mobile Harvest Unit	Harvest and process livestock on the farm or ranch under USDA inspection
2	Comfort Heating	1 Comfort Heating	Heat room to appropriate temperature per USDA guidelines during cold weather conditions
3	Carcass Cooler	2 Heavy Duty, outfitted USDA Compliant Modular Carcass Cooler	Stage, organize and maintain the temperature of the chilled carcasses prior to breakdown
4	3 Hanging Rail System	2 3 Hanging Rail System	Hold Carcasses on Trollies
5	4th Rail Dedicated Bypass	2 4th Rail Dedicated Bypass	Assist in staging and organizing carcasses
6	Split System Refrigeration (4 Year Extended Ltd Warranty)	2 HVAC System	Maintain room and carcasses at appropriate temperature per USDA guidelines
7	Scene Lighting	2 Exterior Scene Lighting	Light up exterior of modules and surrounding area
8	Wall Outlets	2 Wall Outlets	Outlets for misc electrical components
9	Floor Drain	2 Floor Drain	drainage of module during clean down
10	Hose Reel	2 Hose Reel	Module clean down
12	Man Door	2 Man Door	Entry/Exit of Module
13	Exterior Water Inlet	Water Inlet	Fresh water hookup
14	Cut & Wrap Room (12' x 58')	1 Heavy duty, outfitted, USDA Compliant, Modular Cut & Wrap Room	Breakdown animal carcasses to be processed & packaged for sale under USDA certification
15	Band Saw	1 Band Saw	Breaking Down Carcass and misc cuts
16	Mixer Grinder (1st Grind)	1 Combination Mixer & Grinder	First grind of trim meats for high capacity production grinding
17	Mixer Grinder (2nd Grind)	1 Combination Mixer & Grinder	Second grind of trim meats for high capacity production grinding
18	Risco Vacuum Stuffer with Brick Former	1 Vacuum Stuffer & brick former	Portion ground product into consistent weight and size to prepare for packaging
19	Multivac Rollstock R085 Vacuum Packing Machine	1 Rollstock R085 Vacuum Packaging Machine	High efficiency vacuum packaging machine - packages product in retail ready packaging
20	Multivac Double Chamber Vacuum Packing Machine	1 Double Chamber Vacuum Packer	Packages large cuts of meats in an efficient manner
21	Patty Maker	1 Patty Maker	Molds ground product into the size/shape for a patty

22	VistaTrac Digital Workflow and Tracing Software	1	VistaTrac Digital Workflow and Tracing Software	Traceability and workflow system for incoming and outgoing product
23	Mainca Clipper	1	Pneumatic Clipper	Clips individual portioned packages
24	Cut & Wrap Room (12' x 50')	1	Heavy duty, outfitted, USDA Compliant, Modular Cut & Wrap Room	Breakdown animal carcasses to be processed & packaged for sale under USDA certification
25	Cutting Tables Package	2	Cutting Tables	Boning, Cutting, and handling of meat
26	3 Basin sink	2	3 Basin Sink	Cleaning & Sanitation
27	Knee Operated Hand-wash Sink	2	Knee Operated Hand-wash Sink	Cleaning Hands
28	Rinnai On-Demand Water Heater	2	On-Demand Water Heater	Heat water on demand
29	Hose Reels	2	Hose Reel	Cleaning & Sanitizing Room
30	Split System Refrigeration (4 Year Extended Ltd Warranty)	2	HVAC System	Hold room at appropriate temperature per USDA guidelines
31	Exterior man door	2	Exterior Man Door	Entry/Exit of Module
32	Aluminum Storage Cabinets	2	Aluminum Storage Cabinets	Storage in Module
33	Additional 3-phase Outlets	2	3-Phase Outlets	Supplied and future equipment electrical connection
34	Comfort Heating (cold climate)	2	Comfort Heating	Heat room to appropriate temperature per USDA guidelines during cold weather conditions
35	Exterior outlets for heat trace (cold climate)	2	Exterior Outlets	Exterior connection for heat trace on plumbing to prevent freezing
36	Exterior Scene Lighting	2	Exterior Scene Lighting	Light up exterior of modules and surrounding area
37	Finished Goods Freezer (12' x 50')	1	Heavy duty, outfitted, USDA Compliant, Modular Finished Goods Freezer	Freeze, organize and stage finished product
38	Product Shelving Package	1	Product Shelving Package	Organize and shelve finished product
39	Split System Refrigeration (4 Year Extended Ltd Warranty)	1	HVAC System	Maintain room and carcasses at appropriate temperature per USDA guidelines
40	Scene Lighting	1	Exterior Scene Lighting	Light up exterior of modules and surrounding area