



## AMERICAN PROCUREMENT SERVICES, LLC

Providing International Procurement Services to  
Development Agencies Worldwide

APS is an American Corporation organized in 2010 with its main office located in Wilmington, Delaware. The company provides international procurement services to U.S. Federal government, foreign governments, development agencies, and institutions in developing countries, primarily in the African Region.

Our mission is to provide cost effective international procurement services to foreign governments and non-governmental organizations (NGO's) throughout the world. Our clients include governments in developing countries, Non-Governmental Organizations (NGO), Academic Institutions, and International Development Projects funded through International Development Associates (IDA), World Bank, African/Asian Development Banks (ADB), European Economic Union (EU), United Nations Development Programs (UNDP)/United Nations Field Missions, United States Agency for International Development (USAID) etc.

### Our Goals Are:

- To insure customers' satisfaction through provision of high quality products and services.
- To provide affordable procurement services to foreign governments, development agencies, Non-governmental Organizations, academic institutions, etc irrespective of the types of products, quantity or final destination at minimum possible cost to the clients.
- To provide wide range and different varieties of products that meet the needs of our clients.
- To provide high quality products at very competitive prices to our clients at all times with the ultimate objective of building a long-term mutually beneficial relationship with these clients.

#### West Coast Office

425 SW Madison Plaza, Suite T, Corvallis, OR 97333 USA  
Ph: 541.757.6370 Fax: 541.752.6432  
Email: APSCO@Americanprocurementco.com

#### East Coast Office

1201 Orange Street, Suite 700 Unit 7226, Wilmington, DE 19801 USA  
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## We Supply These And Many Other Products

- Agriculture Equipment
  - Electrical Equipment
  - Household Appliances
  - General Electronics
  - IT Equipment
  - Laboratory Equipment
  - Medical Equipment
  - Office Equipment
  - School and Office Furniture
  - Textbooks/References
  - Automobiles - SUV, Trucks, etc
  - Uniforms
- 

## Business Outlook for FY 2012/13

APSCO will strategically position itself to fully participate in United Nations procurement activities starting in 2013. The firm's management will have all the necessary structure in place to fully participate in UN procurement contracts in 2013. APSCO is presently setting up local offices or agency relationships in selected African Countries where our management has determined that the firm has strategic competitive advantages to engage in profitable and successful business as part of our market entry strategy for the African region.

# AMERICAN PROCUREMENT SERVICES LLC

## Procurement Service

APS has purchasing arrangements with a large number of major manufacturers as well as some of the largest World Class Distributors such as Ingram Micro, Merisel, DataSystem, Hewlett Packard, Dell, Haiser, Milton System, Nissan, Toyota, etc., in United States, Europe, Middle East, and Asia that enable us to meet the needs of our clients expeditiously and competitively. Our extensive contacts with many major product sources (with approximately 20,000 different products) allow us to provide quality products at very competitive prices for governments, institutions and development agencies whether they buy through competitive bidding processes or making small purchases. This combined with our low overhead cost, enables us to undercut our competitors, thereby offering our clients significant savings for the goods and services we provide. APS also offers government and educational prices to the appropriate institutions and agencies in the United States.

APS's management team has over 30 years of collective experience in providing domestic and international procurement services. Our management takes pride in the quality of the products and services we provide. As a standard policy, the firm's management complies with all United States Federal and USAID Acquisition Requirement (FAR52.252-1 & 48 CFR7) as well as World Bank and United Nations Procurement Policies. APS through its affiliates and acquisitions, has provided international procurement services to United Nations Peace Keeping Missions and Field Offices worldwide as well as supplied World Bank related development projects throughout Africa (see Performance Reference). APS's Management has excellent response time to all Requests For Quote and invitation to bid.

## Financial/Banking

APS has strong financial backing and currently negotiating credit lines with several major financial institutions to support its procurement activities. Our firm's export operation is backed by SBA support loan that provides significant sources of working capital to finance our procurement activities.

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## APS FY 12/13 Performance Summary

In 2012 APS is not expected to generate significant sales revenue directly since the firm is undergoing certification processes with most of its clients. We anticipate that approximately fifty percent of our revenue will be generated from United Nations and its affiliated organizations while the remaining fifty percent will come from World Bank/African Development Bank and USAID assisted projects throughout Africa as the firm gain recognitions for its participation in development project procurement activities. This optimism is the result of our management's continued commitment to deliver high quality products and services at very competitive prices to our clients in a timely manner.



**Agriculture Equipment**



**Automobile**



**Electrical Equipment**



**Household Appliances**

## PRODUCTS

### **Agriculture Equipment:**

- Chemicals
- Farm Implements
- Tractors
- Water Pumps
- Rice/Cassava Mills
- Cold Storage

### **Automobile:**

- Ambulances
- Bulldozers
- Buses
- Fork Lift
- Motorcycles  
(Honda, Yamaha, Suzuki, and Generic)
- 2WD/4WD Jeep
- Pick-up/Dump Trucks
- Garbage/Waste Truck
- Sedans
- Utility vehicles

### **Electrical Equipment:**

- Solar Technology:
- Street/Traffic Lights
- Solar Refrigerator
- Cables/Transformers
- Electric Poles/Wires
- Generators (Perkins, Cummins)
- Power Inverters
- Surge Protectors

### **Household Appliances & General Electronics:**

- Digital Cameras
- DVDs
- Freezers & Refrigerators  
(gas, electric, & kerosene)

- Microwaves
- Multi-system TVs
- Multi-system VCRs
- Stove
- Washers & Dryers

### **IT Equipment:**

- Desktop & Laptop Computers
- Printers
- Software
- Servers Network
- UPS

### **Uniforms:**

- For: Police, military, customs, school, nurses, and lab coats
- Includes: boots, caps, and jackets

### **Laboratory Equipment:**

- Analytical Balances
- Blood Chemistry Analyzers
- Centrifuges
- Diagnostic Instruments
- Electrolyze
- Microscopes
- Scales
- Spectrophotometers
- Suction Machines
- Sterilizers/ Autoclaves

### **Medical Equipment:**

- Dental equipment
- Hospital equipment
- Optical equipment
- Pharmaceutical
- X-Ray equipment

### **Medical Furniture**

- Hospital Beds/Bedside Cabinet
- Examination Couch
- Medical Cabinets
- Instrument/ Dressing Trolley
- Wheel Chair/Stretchers
- Bed Screen
- Laboratory Stools

### **Office Equipment:**

- Fax Machines
- Fire Safety Box
- Commercial Safes
- Office Supplies (papers, envelopes, binders, ballpoints, pencils, etc.)
- Paper Shredders
- Photocopiers
- Plotter/ Scanners
- Telephones (PBX)

### **School and Office Furniture:**

- Computer furniture
- Executive chairs and desks
- File Cabinets
- School chairs and desks

### **Textbooks/Reference**

- Basic Education
- College & Secondary Education
- General Science
- Journals
- Medical
- Printed Matters
- Social Sciences



**IT Equipment**



**Laboratory Equipment**



**Medical Equipment**



**Office Equipment**

# PERFORMANCE REFERENCES

Contracting Org./Institution	Project Title	Commodity or Services Provided	Amount Award	Contact Person
UNDP Angola Rua Major Kanhangulo 197 PO BOX 910 Luanda, Angola	Procurement of Medical & Surgical Eqpt and Orthopedic Appliances— Global Health Prog PO# AGO10-000000097	Medical Equipment Test & Analytical Eq Office Furniture, Generators, Examination Tables, Beds	\$405,507	Mr. Walter Pinto Ph: 222.331.193 / 222.335.609
Ministry of Health Taraba State Health Systems Dev. Proj. P.M.B 1135, Jalingo, Nigeria	Procurement of Laboratory Eqpt Ref: TR/HSDP-II/ICB/GOODS/001	Laboratory Equipment Test & Analytical Eqpt Generator	\$87,000	Mr. Billeya Paninga Ph: 234.803.4350.816
Ministry of Public Works Lynch Street, Monrovia, Liberia PO BOX 910	Procurement of Vehicles PO #: LD-M/MPW-RL/104/07 PO #: LD-M/MPW-RL/106/07	Jeeps, Pick-up Trucks Utility Vehicles & Spare Parts	\$260,000	Mr. Stephen Neufville Ph: 231.6531.421
Gov't Republic of Ghana Ministry of Lands and Forestry PO BOX MB 212, Accra, Ghana	Land Administration Project IDA Credit # 3817	Computers, Printers, and Software	\$571,196	Mr. Emmanuel A. Akuffo Ph: 233.21.687.314
Gov't Republic of Ghana Ministry of Food & Agriculture PO BOX M.37; Accra Ghana	Livestock Development Project IDA Loan #: P-GH-AA0-025	IT Training Equipment, Freezer, Generators, Weighing Scales, Fridges	\$290,000	Project Manager Ph: 233.21.668.248
UNDP DEX Liberia Simpson Bdg., Sekou Toure Avenue	Reintegration Tool Kits PO #: LBR10-0000000610 For United Nations	Sewing Machines, Tool Boxes, Dress Making Dummy, Sewing Materials	\$190,000	Mr. Sergio Valdini Ph: 231.653.2114
Ministry of Health & Sanitation 4th Floor, Youyi Building Freetown, Sierra Leone World Bank Loan	Supply of Computers & Related Supplies, Computer Accessories, Office Eqpt. & Office Furniture	Computers, Software, Office Furniture, Office & Medical Equipment	\$326,000	Henry Kuyumbheh Ph: 232-22-242-234
Ministry of Health Government of Tanzania Dar El Salaam, Tanzania HSDP/TEN-14-MOH/2002/2003	Ministry of Health Health Sector Support Project Lusaka, Zambia	Medical Textbooks Anatomical Models Medical Equipment	\$175,000	Mr. S. E. Ndandala Ph: 255-222-124-500 Fax: 265-1-253-344
Ethiopian Agric. Research Org. Addis Ababa, Ethiopia IDA- CR # 3092-ET	Agric. Resch Training Project Addis Ababa, Ethiopia 25/ICB/3092-ET	Office & Laboratory Equipment	\$150,000	Procurement Unit Ph: 251-1-612-633 Ext. 317/307
Ministry of Agriculture Government of Lesotho Maseru, Lesotho APCBP/LE/IDA-08	Ministry of Agriculture Sustainable Agric. Dev. Maeru, Lesotho	Laboratory Equipment Test & Analytical Equipment For Food Technology Laboratory	\$180,000	Mr. Retsepile Elias Ph: 266-885-4989 Fax: 266-22-310-679
Ministry of Health Government of Zambia Lusaka, Zambia TB/ORD/094/02 - 1435	Ministry of Health Health Sector Support Project II Lusaka, Zambia	Computers, Printers, Televisions, VCR's, Projectors, Photocopier, & Medical Equipment	\$306,000	Ms. Regina Ph: 265-095-757-820 Fax: 265-1-253-344
Dept of State for Education Government of The Gambia Banjul, The Gambia DSE/PM/EDU.3/I22/(DF/AG)	Third Education Project Procurement Section Banjul, The Gambia	Textbooks, References, Laboratory Equipment, Glassware	\$180,000	Mr. Lamin Jallow Ph: 220-9905-845 Fax: 220-310-307
Ministry of Education Government of Lesotho 100 Maseru, Kingdom of Lesotho ADB-F/LES/90/21	Basic Education Project Educational Facilitie Unit Procurement Section Maseru, Lesotho	Instructional Materials, Textbooks and Reference Books	\$90,000	Mrs. S. Damane Ph: 266-317-130 Fax: 266-310-307
Ministry of Education (EMPDE) Addis Ababa, Ethiopia GOV.3/1994/ICB-2002	Government of Ethiopia Ministry of Education Addis Ababa, Ethiopia	Medical Textbooks & Library References	\$110,000	Mr. Salomon Ashagre Ph: 251-1-243-843 Fax: 251-1-611-919
Ministry of Education Broad Street, Monrovia, Liberia Government of Liberia	Government of Liberia Educational Acceleration Project Monrovia, Liberia	AWD Jeeps, Trucks, Buses, Other Vehicles, etc	\$275,000	Dr. Joseph Korto Ph: 231-642-4978

Whatever your organization or project's procurement needs are regardless of the uniqueness of the product or final destination, please contact our office for a price quote.

**American Procurement Services, LLC**

**West Coast Office**

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**East Coast Office**

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# MANAGEMENT PROFILE

At American Procurement Services, we simply do our level best in meeting our clients' needs one at a time, with efficiency, commitment, and creativity. A team of dedicated procurement and management personnel runs American Procurement Services' Headquarters by giving their best to our clients. We look forward to receiving your Request for Quote and meeting your organization's procurement needs.



**Mr. Habte Ogbazion**  
**General Manager**

World Bank Financed Development  
Project Procurement Unit  
American Procurement Services  
Wilmington, Delaware

## Work Experience

Mr. Ogbazion served for seven years as national procurement consultant and trainer and provided consulting services to the Eritrean National Chamber of Commerce that provides training for Purchasing and supply chain Management. He served as consultant to the Ministry of Education Project staff on World Bank procurement procedures, facilitated classroom procurement training. He provided consultancy services to the Ministry of Agriculture committee on Procurement mandated to institute uniform procurement practices.

Mr. Ogbazion also served as Chief Procurement Officer for the Ministry of Health for three years and Procurement Officer for another five years with Ministry of Finance, Government of Eritrea where he was responsible for overseeing all World Bank financed projects bidding, contract awards and execution processes for these two Ministries. He also served as Operation Manager for the British Council of Eritrea where he was responsible for the Dept. of International Development procurement processes leading to acquisition of goods and services.

## Education:

MBA Candidate - Euclid University  
Diploma in Procurement & Supply Chain  
Management - Int'l Trade Center in  
Geneva, Switzerland  
BA - English, University of Haile Selassie, Ethiopia.  
Certificate of Professional Studies (CPS) in  
Procurement Contract Negotiation -  
George Town University



**S. Blayasiwah Mahn**  
**Senior General Manager**

American Procurement Services  
East Coast & West Coast Operations

## Work Experience:

Mr. Mahn has over twenty-five years experiences in successfully managing large scale International procurement firms and Import/Export Companies. He held various high profiled positions with international procurement firms and technology company bringing his wealth of experiences and knowledge to American Procurement Services. Mr. Mahn also served as a Director of Agricultural Sector Analysis and Planning Project, a United States Agency for International Development (USAID) funded project in Monrovia, Liberia from 1986 to 1988. He has done Agricultural Economic consulting work with the African Development Bank (East Africa) in Nairobi, Kenya where he was involved with the appraisal of Zanzibar's Rain-fed Rice Development Project in Zanzibar-Tanzania, East Africa among others.

Mr. Mahn also worked for Hewlett Packard Corporation for 15 years in various positions ranging from Manufacturing Equipment Acquisition and Qualification Manager to Senior Financial Analyst for HP Print and Imaging Division in Oregon.

## Education:

Bachelor of Administration (BA) from the University of Liberia. He pursued a graduate degree in Applied Economics leading to MS from Oklahoma State University in Stillwater, Oklahoma. Mr. Mahn is currently Doctoral Candidate at University of Phoenix in Management and Organizational Leadership and ABD from Oregon State University Department of Agricultural Resource Economics.

## MANAGEMENT PROFILE



**Ms. Gaydour A. Demanwu**  
**Chief Executive Officer/Administrator**  
American Procurement Services  
Wilmington, Delaware & Maryland Office

### Work Experiences:

Strong administrative and management background that spans across medical and public administration. Ms. Demanwu has very good practical skills in business management prognosis and skill gaps assessment and analysis. She is a very effective communicator both oral and written. The vast practical management experiences and strong leadership skills will be key to APS success. She served as head of Critical Care Central Pool Nursing at the George Washington University Hospital, Washington DC. Ms. Demanwu was a Director of Health Services for Fountain's at the Washington House, Alexandria, Virginia with more than 120 residents. She also served in a capacity as Cardiovascular Head Nurse at a 318 beds INOVA Alexandria Hospital in Northern Virginia.

### Education:

Ms. Demanwu obtained a Bachelor of Science in Business Management from the University of Liberia. She received a Bachelor of Nursing from George Mason University in Fairfax, Virginia. She has several professional studies certifications including Practical Nursing from Alexandria Hospital School of Practical Nursing in Virginia, USA.



**Mr. Ethan Colvert**  
**Acting General Procurement Manager**  
US Federal Government & United Nations  
Procurement Unit, American Procurement Services  
Delaware & Oregon Offices

### Work Experiences:

Mr. Colvert has vast and extensive international procurement experiences dealing with various international development agencies such as United Nations, World Bank, United States Agency for International Development (USAID) etc. Mr. Colvert worked for one of the leading International Procurement services firm in United States for near five years in various capacities ranging from Procurement Assistant to International Contracts Coordinator. He also served in a capacity as Export Compliance Officer responsible for obtaining export licenses and government clearances for all Federal Government restricted export products.

### Education:

Mr. Colvert has a Bachelor of Science in Communication and Print Journalism.

## REGIONAL OFFICES

### East Coast (USA)

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## FUTURE GROWTH

We are optimistic about the future growth of our business in the African region. APS has strategically earmarked the following countries for local offices and agencies: Liberia, Sierra Leone, Gambia, and Ghana in West Africa; Tanzania, Kenya, Ethiopia, Eritrea, and Uganda In East Africa while at the same time, plans are being developed to participate in the reconstruction efforts in South Sudan, Somalia, Egypt, Libya, etc. These countries offer ample export opportunities for US products to these untapped African markets through American Procurement Services International activities in FY13/14 and beyond.

### East Africa Region

**Mr. Solomon Ashagre**  
P.O. BOX 4891  
Addis Abada, Ethiopia  
Ph: (251) 911-23-4843  
Fax: (251) 166-363-96

**Mr. Francis Lukwaro**  
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Dar Es Salaam, Tanzania  
Ph: (255) 222-668-728  
Fax: (255) 222-666-427

### West Africa Region

**American Procurement Services Agent**  
Monrovia, Liberia

**American Procurement Services Agent**  
Accra North, Ghana

**Mr. Ebrima Jammeh**  
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### Southern Africa Region

**Mr. Retesepile Elias**  
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