



THE NEW SPRIT OF AFRICA

A STAR ALLIANCE MEMBER ™

ETHIOPIAN AIRLINES ENTERPRISE

REQUEST FOR PROPOSAL

FOR SUPPLY OF

DIFFERENT INFLIGHT SERVICE ITEMS

/PHASE II/

APRIL, 2017

I. Introduction and General Information

A. Introduction

Ethiopian Airlines, hereinafter referred to as (Ethiopian), is the National Flag Carrier of Ethiopia. During the past seven decades, Ethiopian has become one of the continent's leading carriers, unrivalled in Africa for its efficiency and operational success, turning profits for almost all the years of its existence.

B. Scope of Solicitation

The purpose of this solicitation is to establish a source or sources of supply for the purchase of different inflight service items on a contractual basis.

C. General Conditions of Tender

The applicants/ bidders are required to submit their bids in accordance with the following conditions.

D. Specification of items

Detail of the items, for which prices are required are given at Annexure-A

1. Date for submission of the Quotation and Sample

Bids proposal with referential samples, should be reached at the following address on or before the scheduled closing date May 10, 2017. The customized sample will follow until May 20th 2017.

Address for submission of the bids:

Ethiopian Airlines, Bole international Airport
Procurement & Supply Chain Management

Attn: Tsegenet Fekadu

P.O.Box:-1755

Tel:- 0115-174918/8918

E-mail:- TsegenetF@ethiopianairlines.com

<http://www.ethiopianairlines.com/>

Addis Ababa, Ethiopia

2. Communication

Any questions or concerns must be addressed in writing to the following official address:

Ethiopian Airlines, Bole international Airport
Procurement & Supply Chain Management
Attn: Tsegenet Fekadu
P.O.Box:-1755,
Tel:- 0115-174918/4918
E-mail:- TsegenetF@ethiopianairlines.com
Addis Ababa, Ethiopia

3. Preparation of the proposal

- 3.1. All signing, witnessing and initialing is to be in ink. All offers and schedules are to be in typescript.
- 3.2. The person who signs on any offer or document should be a person duly authorized by the supplier.
- 3.3. Complete Proposal and sample per the given specification.

4. Necessary Documents

As part of technical proposal, the Vendors should deliver short and precise documents

- Company Profile
- Trade/Customer Reference letter
- Quality certificate
- Current Financial statement
- Other documents, if any

5. Pricing and Payment Schedule

- 5.1. Bidders shall include in their price all applicable costs like taxes, duties etc. Price for each item shall be on EX-Works and FCA Airport basis
- 5.2. The prospective Bidder shall indicate the preferred terms and mode of payment for the service provided. ETHIOPIAN preferred payment schedule is within 30 days after delivery of goods or services.
- 5.3. The vendor should include the packages and logo price in their offer.

6. Validity of the Bid price

Bid prices should remain valid for at least for 1 year from the submission date of bid proposal.

7. Delivery period

Please mention the delivery time from date of purchase order.

8. Provision of Samples

Bidder shall agree to provide samples for each item along with their Quotation Free of Charge.

9. Warranty

Please indicate the warranty period and condition of the warranty.






II. Special instructions to bidders

- Bidders shall submit their proposals for both **technical and financial** by e-mail.
- Proposal with referential sample shall be provided at May 10, 2017. Bidders **shall provide samples** for each item free of charge.
- Bids will be accepted for the specifications given in the Tender (Annexure-A). Since Ethiopian wishes no variances to these specifications, the bidder may submit its offer listing the deviations to the stated specifications. But the decision to select or reject bidder's offers solely rests with Ethiopian.
- Ethiopian, in its sole discretion, may negotiate changes to any submitted Proposal, including price, after submitted Proposals have been opened.
- Ethiopian reserves the right to accept and/or reject any and all submitted Proposals or any part thereof, waive immaterial errors, and award the contract in the best interest of Ethiopian.
- Ethiopian shall be sole interpreter of the terms, conditions, specifications, and performance requirements of this RFP.
- It is not the policy of the Ethiopian to award a contract on the basis of price alone. A Proposal may be evaluated and selected on the basis of reputation, experience, past performance, skill, financial capacity, product quality and features, and delivery schedule.
- Ethiopian shall award a contract only for the items provided with competitive price.
- Preproduction samples to be supplied pursuant to the awarded contract must be as per samples provided in the preliminary evaluation.
- Once a Proposal has been selected, items or processes may be substituted only by furnishing an equal or superior quality and/or grade product or process than originally specified at no additional cost to Ethiopian. Any such substitution shall be pre-approved by the Ethiopian, and the acceptance of any such substitution shall be in the Ethiopian sole discretion.
- The technical Bid should not contain any indication of the price. In case an indication of the price quoted is included in the Technical Bid, the Bid shall be rejected without any reference to the applicant/bidder. No correspondence will be entertained by Ethiopian in this regard.
- Incomplete bids will not be accepted and do not be considered in any case, and will be rejected.

III. Additional Information

Provision of any additional information that the bidder may deem relevant for consideration with this RFP is very much appreciated.





**Annexure-A
Inflight service items Phase II**






S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
1	90300854	Paper Napkin band	CS	85800	1029600		paper	disposable	Size:5 cm x 25 cms color Gumming stripe at back as attached per smple
2	90300051	DOYLEYS,FRENCH LACEPAPER PK/250EA,440MM	PK	450	5400		paper	disposable	Size 11 CM Inch 4.5 Color <u>white</u>
3	9030855	Cotton TABLE CLOTH 42X60CM FOREI	EA	6000	72000		LINEN	Rotable	Dimention42X60CM FOREI 100 % cotton color white with logo with woven ET logo right side down packing 100 pcs per carton Hole: 1 hole
4	90300856	CART COVER	EA	2400	28800		LINEN	Rotable	Dimention: 43 x 43 cm Colour: white 100 % cotton ET logo 200 pcs per carton
5	9030761	TRAYMAT/NAPKIN CLOUD NINE	EA	18000	216000		LINEN	Rotable	Dimention 30 x 42 color white Material: 100 % cotton Logo with woven ET-logo on right hand down Packaging: 200 pcs per carton Hole: 1 hole




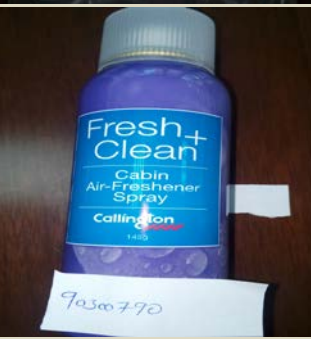

S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
6	9030899	LINEN NAPKIN 43X43 CM	EA	12000	144000		LINEN	Rotable	Material: 100 % cotton Size: 43 x 43 cm Colour: white, Logo: with woven ET-Logo Hole: 1 hole
7	9030916	CHOOPING BOARD, SIZE 15cm(W)x25cm (L) of 10MM	EA	3	36		Plastic	Rotable	Size - 15 cm x 25 cms and thickness 10 mm i.e. 1 cm Color - Milky White
8	9030907	COTON FACE TOWEL 18GRAM C-9	EA	97200	1166400		SVC item	Expendable	B/C cotton hot towels for ET Towel size: 27x27 cm, 30grams/pcs Towel material: cotton Towel colour: white Scent: Lemon perfumed Logo: with Jaquart logo Packaging: 8 towels per tray with out tong 44 trays per carton
9	9030154	ICE TONGUE SS	EA	300	3600		stainlesteel	Rotable	based on sample
10	9030577	PASTRY TONGUE SS	EA	120	1440		stainlesteel	Rotable	200 mm S steel 18/10

S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specifaicon
11	9030663	FACE TOWEL TOUNGE SS	EA	180	2160		stainlesteel	Rotable	Crom Lux s steel 18/10
12	9030763	CASSEROL LIFTER_/PK OF 15EA	EA	25	300		stainlesteel	Rotable	
13	9030665	TEA POT SS 1.5LTR 18/10	EA	60	720		stainlesteel	Rotable	stainless 18/10, polished height 7 3/4 in.cap. 33,8 oz.
14	9030660	CREAM POT S/S .31L	EA	60	720		stainlesteel	Rotable	stainless 18/10, polished height 4 1/2 in.cap. 9,46 oz.
15	9030661	SUGAR BASIN SS,0.10L	EA	60	720		stainlesteel	Rotable	stainless 18/10, polished height 3 in.cap. 8,45 oz.



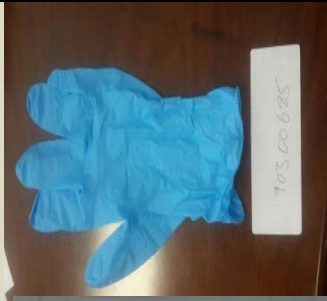

S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
16	9030662	SMALL TRAY SS, 25X20CM, 18/10	EA	180	2160				25X20CM, 18/10
17	9030667	LARGE TRAY S/S_(OFC), 28.5cm x 21cm, 18/10	EA	180	2160				28.5cm x 21cm, 18/10
18	9030668	SERVING SPOON SS, 20CM LONG 18/10	EA	360	4320		stainlesteel	Rotable	238 mm s.steel 18/10
19	9030669	SERVICE FORK SS, 20CM LONG 18/10	EA	60	720		stainlesteel	Rotable	, 20CM LONG 18/10
20	9035021	ICE BUCKET	EA	120	1440				stainless 18/10, partly satin finished cap. 52.5 oz.height 6 in.






S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
21	9035020	SALAD FORK	EA	720			plastic	Rotable	awaitng spec from vendor
22	9030844	TWN PACK SALT & PEPPER,5000EA/CS	CS	720			paper	Disposable	Salt & Pepper Twinpack 'Ethiopian Airlines' salt 1 grrms, pepper 0,2 grms with Ethiopian Airlines logo 5.000 pcs/ carton
23	9030585	SNACK BAG PLASTIC, ET LOGO	EA	72000	N/A		plastic	Disposable	LDPF white snack bag Dimention 300x200 mm, 50 micron packing 400pcs/carton
24	90300646	COFFEE FILTER PAPER	EA	192000			SVC Item	Expendable	awaitng spec from vendor
25	9030730	1/2TRAYMATNONSLID ETLOGOL/1000	CS	4320			SVC Item	Expendable	1/2 Non-Skid Tray Mats 'Ethiopian Airlines' ,ET PN 903-0730 "Coffee Design",,Size: 246 x 170 mm,Weight: 70 g,,Material: OZN,Colours: 5-colours ,,Edgesround Packaging: 125 pcs per poly bag 1.000 pcs per case

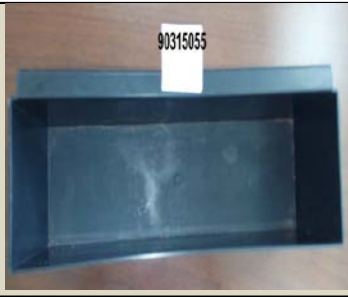




S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
26	9030731	1/1TRAYMATNONSLID ETLOGOL/1000	CS	60	720		SVC Item	Expendable	1/1 Non-Skid Tray Mats 'Ethiopian Airlines' ,ET "Coffee Desing"Size: 357 x 249 mm,Weight: 70 g Material: OZN,Edges: round, Colours: 3-colours Packaging: 125 pcs per poly bag 1.000 pcs per case
27	9030822	2/3 TRAYMAT SIZE 1000EA/BX	CS	600	7200		SVC Item	Expendable	2/3 Non-Skid Tray Mats 'Ethiopian Airlines' "coffee design,Size: 246 x 231 mm,Weight: 70 g,Material: OZN,,Colours: 5-colours Edges: round Packaging: 125 pcs per poly bag 1.000 pcs per case
28	9030741	ALUMINUM COVER with different 5 colors GREEN (VEG),RED (BEEF),YELLOW (CHICKEN),SILVER (FARINACEOUS/P	CS	750	9000		SVC Item	Expendable	per the actual sample/ we are awaiting first shipment
29	9030792	CASSEROLE Y-CLASS CS/1000ST	CS	750	9000		SVC Item	Expendable	per the actual sample/ we are awaiting first shipment
30	9030014	SPOON,PLASTC DISPO.120MM/3000EA	CS	300	3600		plastic	Expendable	120MM/ packing 2000 pcs per case


S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
31	9030909	NON WOVEN TOWEL E-C	EA	2520000			linen	disposable	E/Y non woven hot towels for ET Towel size: 20 x 20 cm, 50grams/sqm Towel material: non woven Towel colour: white Scent: Lemon perfumed Logo: without logo Plastic tray + tong: colour in white incl. new instruction card, Packaging: 50 towels per white(!) plastic tray and with white tong 54 trays per carton
32	9030756	OVENBAGS 350X550MM_WZ HOL	EA	100800			plastic	disposable	OVEN BAGS (350X550MM)
33	9030070	PAD AND TIE PANT BABY, DISPOSABLE/Diaper, Nappy Drposable oaooy Dräper middium size	EA	5400			linen	disposable	sa per sample
34	9030790	AIRFRESH REGULAR #118/250ML	EA	6840			chemical	disposable	AIRFRESHENER FLOWERS #118 NON FLAMMABLE AEROSOL - 300 ML
35	9030133	FILM WRAP-KAISER	RL	7200			plastic	Expendable	size 12" X 2000'






S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specifaciton
36	9030148	Aluminium Service Tray, medium	CS	120	1440		aluminium	disposable	70 my, size 197 x 170 x 35 mm,100 pcs in polybag,400 pieces per carton,packing 400 pcs per cv
37	9030149	Aluminium Service Tray, large	CS	60	720		aluminium	disposable	100 my, size 321 x 195 x 32 mm,100 pcs in polybag,400 pieces per carton
38	9030590	INSECTCD AEROSOLS ,60 GMS, Cabin spray Permethrin	EA	4500	54000		chemical	disposable	nonflammable aircraft insecticide 60 gm
39	9030864	MAXI ROLL 2 PLY 24CM X 1KG PERFORATED	RL	1440	17280		paper	disposable	2 PLY 24CM X 1KG PERFORATED per sample
40	90200532	Disposable Plastic Apron	EA	6000	72000		plastic	disposable	per samples






S/N	ET P/N	FULL DESCRIPTION	UNIT	EOO	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
41	9030877	PIPING BAG, TRANS, 50MICRO, 26MM 1PACKING : 1 X 100 PIECES	RL	60	720		plastic	disposable	PIPING BAG 50CM CLEAR
42	9030872	POLYPROPYLENE PLASTIC FOIL,280mm (W) x1.800m (L) x 25 microns	RL	180	2160		plastic	Expendable	on roll approx 1.800 meter,Thickness: 25 micro meter ,Size: 280 *760 mmmHigh quality: suitable for human food,Packaging: 1 roll per carton
43	9030685	Disposable nitrile glove	PR	240000	2880000		plastic	Expendable	size small, Middium and largel
44	90315054	Trolley White Garbage Bag	EA	15000	180000		plastic	disposable	Trolley bags, white color PE bag, 33.5*14.5*70cm, 26cm white plastic clip 400pcs/cs, .054cbm/cs, 19kg/lcs
45	90101835	IMMIGRATION ENTRY CARD, LOGO,100EA/BX	EA	4200	50400		paper	disposable	per sample and all info on the smaple








S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
46	9030793	Liquid soap Screw on the aircraft at bottom 300 ml	EA	2160	25920		sanitary	liquid	liquid soap 300 ml
47	90310546	plastic glass tumbler (1000/cv)	CV	2880	34560		plastic	disposable	Cup, disposable with turned edge, Material: pp plastic, Top diameter:8.0cm, base diameter:4.9cm, height:7.6cm, Weight: 5.0gr + 5%, capacity:220ml, with Ethiopian logo, Inner packing: 25 pieces/sleeve, 40 sleeves per case, 1000 cups/CS
48	90315053	Jigger	EA	300	3600		stainless steel	rotatable	Art No.: CH021147 SS JIGGER MATERIAL : STAINLESS STEEL 304 SIZE: OPEN TOP DIA 5.5CM - approx. BASE DIA 4.0 CM X H 6.5 CM - approx. THICKNESS: 0.6MM WEIGHT: 39 gms / piece CAPACITY: MAX. 2.5OZ FINISHING: MIRROR (OUTER), SATIN (INNER) LOGO: 1 LASER LOGO PACKING : EACH IN POLYBAG 160 PCS/ CARTON @0.046 CBM / @ 10 KGS
49	90315035	Backing Paper, 60cm x 40 cm	EA	6000	72000		paper	Disposable	60cm x 40 cm
50	90315036	Plastic bag Plastic bag 50*40*30cm	CV	15	180		plastic	disposable	size: 30*40, thickness :0.05mm






S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
51	90315055	Drawer racks	EA	1950	23400		plastic	rotable	"Plastic drawer for side of cart-black"
52	90315058	Ice Scoop	EA	1350	16200		stainlesteel	rotable	"Ice Scoop 304Stainless Steel"
53	90315056	Immitation Glass 1 liter size	EA	1500	18000		glass	rotable	as per sample
54	90315061	clip holder	EA	1350	16200		stainlesteel	rotable	S/S 410, Length 20CM, 100g/pc
55	90315064	HOT TOWEL SERVICE TRAY	EA	300	3600		stainlessteel	rotable	Art No.: CH021747 Hot Towel Server Material: Stainless Steel Size: 27 x 20 x 4.8cm (A) Thickness: 0.5mm (Appn With Laser Logo Packing: each in polybag (0.025cbm/ctn)


S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
56	90315070	Rotable Hair net	EA	300	3600		linen	disposable	non-woven,54*34cm & 22GSM
57	81900130	Anti Bacterial with moisture HAND SANITIZER	EA	240	2880		chemical	disposable	500 ml
58	90300395	Refreshing towels	PK	44000	528000		Paper	Disposable	lemon scent,with Ethiopian Airlines logos per sample,size: 60mm x 80mm
59	90300615	Dento Fresh Set 'Ethiopian Airlines'	ST	13333	159996		plastic	disposable	Toothbrush: foldable toothbrush in white colour,Logo: with 3 colour logo printing on toothbrush , box Toothpaste: 5 gram Colgate, Packaging: 500 sets per carton
60	90300742	WINE BOTTLE OPENER	EA	30	360		Stainless steel	Rotable	Length: 17 cm

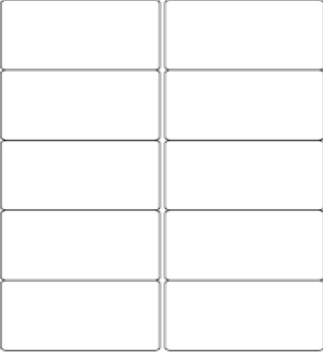


S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
61	90300782	SOCKS & EYE SHADE (CLOUD-9)	ST	120000	1440000		Giveaway	Expendable	E/Y Transparent Pouch Kit 'ETH' contents:1 pair socks, 1 pc eyemask, 1 pc toothbrush with capand toothpaste 'Aerodent'all inner items in colour yellow with black colour imprint Packaging:200 sets per carton
62	90300799	SHOPPING BAG big	EA	6667	80004		plastic	Expendable	white shopping bag 4 colors 2 sides 30cm(W) X 46cm(L)
63	90300800	SHOPPING BAG small 21CM X 3	EA	3333	39996		plastic	Expendable	white shopping bag 4 colors 2 sides 21cm(W) X 30cm(L)
64	90300881	UNISEX AMENITY KIT ,green, re	EA	9333	111996		giveaway	disposable	Pantone 116 Cdamskeen + leatherettewith logo in black ,Packaging: 50 bags per case24 cases per pal (= 1200 sets)
65	90300898	VANELLI COLOGNE	ML	2000	24000		spray	disposable	EDT 'Ugo Vanelli', 100 ml PET bottle Packaging: 100 pcs per carton200 pieces packed in UN Box

S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specifcaiton
66	90300900	VANNELLI LOTION	ML	1333	15996		lotion	disposable	Moisturizer 'Ugo Vanelli', 100 ml,PET bottle
67	90300911	AMINIY BAG short haul GREEN	EA	3000	36000		Giveaway	Expendable	Sock with ET logo : 34g/pairs, with one color LOGO, with Non-slip,Bag size: 12*16CM,1set/polybag, 200sets/CTN
68	90300914	CHAMPAGNE STROPPER,META	EA	96	1152		stainless steel	Rotable	AS PER THE SAMPLE
69	90300932	HEAT RESISTANT GLOVES	EA	67	804		leather	disposable	Thumb+4 finger
70	90305019	Wine Cooler	EA	33	396		stainlesstel	Rotable	as per sample

S/N	ET P/N	FULL DESCRIPTION	UNIT	EOO	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
71	90315042	KID Give away Colouring book	ST	1200	14400	 	Giveaway	Expendable	as per sample
72	90315043	KID Give away kit bag	ST	1200	14400	 	Giveaway	disposable	as per sample
73	90315105	PLASTIC COMB DIMDER LARGE	EA	3000	36000		plastic	Rotable	Size 36.5 cm x 7.3 cm
74	90315106	PLASTIC COMB DIMDER SMALL	EA	4200	50400		plastic	Rotable	Size 22 cm x 7.3 cm @ 0.53 / Pc
75	90315103	SOUP THRMO FLASK 1.2 LTR	EA	150	1800		Metalic stianlessste el	rotable	SOUP THRMO FLASK 1.2 LTR to be sauced new as the item is new but the uper size should be wide enough

S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specifaicon
76	90315089	ROUND : TOP DIA 80 MM X H 40 MM	EA	60000	720000		aluminium	disposable	TOP DIA 80 MM X H 40 MM
77	90315090	RECTANGULAR : L 100 MM X W 63 MM X H 40	EA	75000	900000		aluminium	disposable	L 100 MM X W 63 MM X H 40
78	90315091	RECTANGULAR : TOP L 105 MM X W 90 MM X H	EA	90000	1080000		aluminium	disposable	TOP L 105 MM X W 90 MM X H
79	90315057	Ice Cube Container	EA	18600	223200		plastic	disposable	Size : 41 x 46 + 5 cm (Bottom Gusset) Material: LDPE + EVA additive Thickness : 0.05mm With 96 cm Length white string Without printing
80	90315093	ROUND SMALL: TOP DIA 5.50 CM	EA	45000	540000		aluminium	disposable	TOP DIA 5.50 CM X H 3.50 CM

S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specification
81	90315077	BC STEAK KNIFE	EA	9000	108000		Stainless st	Rotable	material- 420
82	90315078	BC SOUP SPOON	EA	9000	108000		Stainless st	Rotable	material- 18/10
83	90315079	BC BIG FORK	EA	9000	108000		Stainless st	Rotable	material- 18/10
84	90315081	BC CAKE FORK	EA	9000	108000		Stainless st	Rotable	material- 18/10
85	90315084	BIG SPOON FOR DISH OUT	EA	3600	43200		Stainless st	Rotable	material- 18/10
86	9030840	CONTATE COFFEE/TEA	EA	36000	432000		Stainless st	Rotable	material- 18/10
87	90300423	Chesse knife	EA	36001	432012		Stainless st	Rotable	material- 420

S/N	ET P/N	FULL DESCRIPTION	UNIT	EOQ	Annual usage	Pictorial representation	Nature of the material	Type of material	Detail Specifcaiton
88	9012032	BLANK WHITE STICKER/LABELS,2.5x5CM	BX	180	2160		paper	disposable	PER THE SAMPLE
89	90315069	PLASTIC BAG 18*26 CM	EA	3000	109500		Plastic	disposable	PER THE SAMPLE
90	90300034	CAN OPENER	EA	600	7200		Stainless steel	Rotable	Length: 205 mm , LET WE HAVE THERE SAMPLES
91	90315026	plastic drawer with ET logo two side	EA	900	10800		plastic	Rotable	ATLAS DRAWER VARIO 120 SIZE : 380 X 274 X 105 MM MATERIAL: POLYPROPYLENE (PP) LOGO: WIH LOGO EMBOSSED ON TWO SIDES