



Invitation to submit Proposal.

Request For Information Name: Automatic Titrator for salt analysis in Cheese and Butter

RFI Number: RFI/LAB/TITRATOR/2026/09

Date of Issue	14 September 2026
Closing Date & Time	25 September 2026
RFI Enquiries	Portia Jonginyanga E-mail: PortiaJ@ppecb.com Tel: +27 21 930 1134
PPECB business hours	08:15 – 16:45
Category	Laboratory Furniture



PPECB

www.ppecb.com

1. Invitation to Tender

The Laboratory intends to procure an Automatic Titrator for salt analysis in Cheese and Butter. Before issuing a formal tender, the Laboratory seeks information from suppliers and manufacturers regarding available solutions in the market and their cost.

This RFI is issued solely for information-gathering purposes and does not constitute a solicitation, tender, or commitment to purchase.

2. Objective

The purpose of this RFI is to:

- Identify suitable automatic titration systems available in the market.
- Understand available technologies and analytical methods.
- Obtain information to assist in developing unbiased and fit-for-purpose tender specifications.
- Obtain indicative pricing and lifecycle costs.
- Understand installation, training, maintenance, and support requirements.

Understand the Market

- Identify available products, technologies, services, and suppliers.
- Determine whether multiple suppliers can meet the requirement, ensuring competition.
- Automated titration capabilities.
- Sample handling requirements.
- Compatibility with cheese and butter matrices.
- Data storage capacity.
- Laboratory Information Management System (LIMS) compatibility.
- USB, network, and software functionality.
- Compliance with ISO, AOAC, IDF, or other recognised standards.

3. Background

PPECB invites suppliers to submit information on auto titrator solutions suitable for determining salt content, expressed as sodium chloride, in butter, cheese, and processed cheese products. The information provided will assist PPECB in assessing available technologies, capabilities, estimated costs, service requirements, and suitability for routine laboratory quality control testing.

The proposed solution must support potentiometric or argentometric titration using silver nitrate, with endpoint detection suitable for dairy matrices. Suppliers should indicate alignment with recognised dairy chloride testing standards for cheese and processed cheese products, as well as applicable methods for chloride or salt determination in butter.

4. Scope of Service

Bidders are invited to submit proposals for the supply, delivery, and installation of an Auto Titrator for Salt Analysis in Cheese and Butter. The minimum specifications for the required equipment are set out below:

No.	Description	Bidders Response
1.1	Titration principle: • Confirm that the instrument is suitable for potentiometric or argentometric chloride titration using silver nitrate.	
1.2	Endpoint detection: • Describe the electrode type, endpoint detection approach, detection sensitivity, and suitability for dairy product matrices.	
1.3	Sample types: • Confirm applicability to dairy products, including butter, cheese, and processed cheese.	

1.4	Methods and standards: Provide details of the available application methods and any relevant recognised standards.	
1.5	Calculations and reporting: Confirm the system's ability to calculate and report chloride and sodium chloride results, including sample mass, blank correction, titre correction, and unit conversions.	
1.6	Data integrity: Describe the system's user access controls, data export functionality, backup capability, and available integration options.	
1.7	Consumables: List all required consumables, including glassware, electrodes, titrants, burettes, tubing, stirrers, cleaning solutions, and the expected replacement frequency for each item.	
1.8	Installation and training: Describe the installation, commissioning, method setup, analyst training, and documentation that will be provided.	
1.9	Service support: Provide details of local service availability, preventive maintenance options, response times, and spare parts availability.	

5. Vendor Response

Suppliers are invited to submit:

- Product brochures.
- Typical installation requirements.
- Indicative lead times.
- Any additional information considered relevant.
- Total cost with maintenance over three years

6. Disclaimer

- This RFI is intended solely for market research purposes.
- No contract or purchase commitment will arise from participation.
- Information received may be used to develop specifications and procurement strategies for a future competitive bidding process.
- Participation in this RFI will not guarantee inclusion or preference in any future tender process.

Bidders must provide detailed explanations against each specification requirement listed in the table above.

For general enquiries, please contact:

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