



The St. Lucia Chamber Of Commerce Industry & Agriculture

Serving Members and the Community since 1884

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COMPETITIVENESS THROUGH LINKAGES REQUEST FOR QUOTATIONS (RFQ) – RFQ69 Agricultural Input Supplier

1. BACKGROUND:

The St. Lucia Chamber of Commerce Industry & Agriculture's (SLCCIA) Competiveness Through Linkages (CTL) Project is funded by the EU Banana Support Programme 2006 titled Economic Diversification (EU-ED) B-21.03.18, EuropeAid/127214/M/ACT/LC and implemented by the Business Development Unit (BDU). The Project runs until December 2011 and provides business advisory and other services to Client firms to increase sales. CTL Project assists Clients to increase sales, investment and employment by identifying and removing inhibiting constraints.

Competiveness Through Linkages will implement a wide range of activities over the period designed to;

- Enable businesses to compete more effectively and to successfully integrate into the world economy;
- Strengthen backward and forward linkages in the agricultural, manufacturing and services sectors;
- Increase business for SMEs in rural areas with special attention on linkages with other sectors with expended use of ICT;
- Increase new business formation;
- Increase trade, investment and employment;
- Generate sales for firms receiving assistance tailored to removing constraints;
- Enhance private sector knowledge of the demand driven application resulting in increased exports across sectors;
- Provide immeasurable benefits for the rural SME from increased orders and production that the assistance will cause to take place;

2. THE CLIENT:

The Client has been engaged in short crop purchasing from local farmers and retailing for over 30 years. The retail buyers include restaurants and large hotels who offer contracts to the Client to supply local short term crops such as yams, sweat potatoes, dasheen and a variety of

vegetables. The trading in local produce for example yams, sweet potatoes, dasheens, and a variety of vegetables serves as the Client's livelihood.

Post Hurricane Tomas the Client has been constrained in that the short supply from farmers inhibits the Client's ability to meet buyer demand for produce which in turn has compromised sales.

The CTL project has confirmed with the Client's local buyers that if the Client is unable to meet their supply requirements existing contracts will be terminated. To ensure that the contacts are maintained the Client has recently began cultivating the following short term crops, including yams, dasheens, sweet potatoes on approximately one acre of land. The sale of these crops upon harvest will assist in meeting the shortfall in supplies from other farmers. A proper harvest is dependent on the application of the appropriated agricultural inputs. The Client is constrained in that she is unable to obtain all the relevant inputs required for cultivation and for achieving proper harvest.

The Client has therefore approached the CTL project to assist with the supply of the relevant inputs for cultivation in order to maintain the contacts with local buyers.

3. OBJECTIVE AND TASKS:

The objective of this Request for Quotation is to source and supply the Client with the relevant agricultural inputs required to cultivate one acre of land. . The Consultant will work in collaboration with the CTL Business Advisor and other members of the CTL team in undertaking the following specific tasks to achieve this objective. The Consultant will be responsible for supplying the Client with the relevant and *appropriate quantities* of agricultural inputs for the cultivation of short term crops (yams, dasheen, and sweet potatoes on one acre of land.

4. DELIVERABLES:

The Consultant shall be responsible for the following deliverables:

- A list of agricultural inputs required
- Supply of inputs as described in the list provided
- Delivery note and invoice signed by the Client

5. QUALIFICATIONS:

The Consultant must have the following minimum qualifications:

- i. Familiarity with inputs required for the cultivation of short term crops such as yams, sweet potatoes and dasheens.
- ii. Meet EU/ACP rules of origin and Nationality

6. ESTIMATED PERIOD OF PERFORMANCE:

Inputs must be delivered to the Client within 30 days of placing the order.

7. SUBMISSION DATE:

Quotations must be received before 4:30 PM Eastern Caribbean Time on Monday October 30th, 2011. Please submit the quotation in both hard and soft copy to:

Karen Fowell
Competitive Through Linkages Project
St Lucia Chamber of Commerce, Industry & Agriculture
P. O. Box 482, Castries, St Lucia
kfowell@stluciachamber.org

Quotations submitted by individuals must be accompanied by their Business Profile.

8. TERMS OF THE BID

This is an RFQ only, and in no way obligates the CTL Project to either award a subcontract or pay for any cost incurred by the applicant for expenses incurred in submitting a quotation.

Offer must remain valid for not less than ninety (90) calendar days after the offer deadline.

Any additional information or clarification relating to this RFQ may be submitted via email to Karen Fowell at kfowell@stluciachamber.org