



“THE VOICE OF MANITOBA FARMERS”

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Request for Proposals
**Fuel & Fertilizer Prices in Manitoba &
A Comparison to the United States**

Background

Keystone Agricultural Producers (KAP) is Manitoba's largest general farm policy organization, and its role is to represent and promote the interests of the province's farm families. KAP is funded by its farmer-members, and its positions are developed democratically at four policy-setting meetings every year. Its membership includes a diverse range of farmers, in crop and livestock, large and small, and from all geographic regions.

KAP's Inputs Committee has been tasked with exploring issues related to the ongoing rise in farmers' fuel and fertilizer prices as well as the perceived disparity in pricing in Manitoba and nearby US states.

Agriculture & Agri-Food Canada notes that fuel and fertilizer costs account for 15% of total Canadian farm expenses, or \$4.5 billion. For every one cent per liter increase in fuel prices, Canadian farmers' annual machinery fuel bill is estimated to increase by about \$28 million. For fertilizer, every one cent per kilogram increase in the price adds about \$61 million to Canadian farmers' annual fertilizer bill. Due to the significant financial impact of the input costs, KAP is pursuing additional information and resources by contracting research as outlined in this request for proposal.

Project Timeframe

This research project must be completed by Monday, July 16, 2007 to help inform policy development within the organization and within the national organization, the Canadian Federation of Agriculture.

Evaluation Criteria & Process

Factors that will be considered in the evaluation of the proposal include:

- Applied understanding and knowledge, as it relates to the agricultural inputs in Manitoba and the United States, and to the purpose and scope of the research requirements;
- Qualifications of the key individuals that will work on the project;
- Cost, budget, and workplan schedules; and

- Ability and experience in successfully completing contracts of this type within a deadline.

Each proposal will be independently evaluated based on the factors noted above. A short list of consultants / researchers will be developed from these initial evaluations and may be invited for interviews.

Submission Requirements

Please provide four (4) copies of the following information. The proposal should include, but not necessarily be limited to, the following:

- Statement of interest pertaining to this research project, and a brief narrative describing your company's history;
- The names of the individuals who would be working on this project, their specific areas of responsibility, and their experience relative to this project's requirements;
- A proposed outline of tasks, products, and project schedule, including the number of hours required to complete each stage of the project;
- A proposed budget based on the tasks listed above;
- List of three (3) client references with contact name(s) and phone number(s), of projects where similar work was performed, with a preference to those in the agriculture and/or agricultural inputs; and
- Samples of similar work.

Scope of Services

KAP is looking for a researched report that includes a representative and verifiable summary and comparison of fuel and fertilizer prices in Manitoba communities and in comparative communities in neighbouring US states, with the intent of determining whether there are measurable price disparities. The report should also include analysis of the pricing, and reference the factors that may account for price disparities that may be found to exist. Where possible, the report should also reference the source country of the fuel & fertilizer prices quoted by each source.

Specifically, the report should focus on:

- Purple fuel
- Purple diesel
- Nitrogen Dry 46-0-0
- Nitrogen Liquid 28-0-0
- Anhydrous Ammonia 82-0-0
- Phosphate Dry 12-52-0 or 11-52-0
- Phosphate Liquid 10-34-0
- Potash Dry 0-0-60
- Sulphur 21-0-0-4
- Sulphur 12-0-0-26

Terms & Conditions

- KAP reserves the right to reject any and all proposals and to waive minor irregularities in any proposal.
- KAP reserves the right to request clarification of information submitted and to request additional information from any submitter.
- KAP reserves the right to award any contract to the next most qualified contractor, if the successful contractor does not execute a contract with thirty (30) days after the award of the proposal.
- The contract resulting from the acceptance of a proposal by KAP will be in a form supplied or approved by KAP, and shall reflect the specifications in this RFP. KAP reserves the right to reject any proposed agreement or contract that does not conform to the specifications of this RFP.
- KAP shall not be responsible for any cost incurred by the firm in preparing, submitting, or presenting its response to the RFP.

Proposals will be accepted until 3:00 pm on Friday, June 15, 2007. Please submit proposals (as a PDF or Word document, and with four printed copies) to:

Keystone Agricultural Producers (KAP)
Attn: Yvonne Rideout, General Manager
1-1313 Border Street
Winnipeg MB R3H 0X4

Email: kap@kap.mb.ca
Phone: (204) 697-1140

Faxed submissions will not be accepted.