

**REQUEST FOR PROPOSAL (RFP)
TO
CONDUCT MARKET STUDY FOR THE
EXPORT OF LIMESTONE TO VENEZUELA**

1.0 BACKGROUND

- 1.1 The Government of Jamaica (GOJ), under the Petrocaribe Agreement with Venezuela, has been importing oil from Venezuela. Venezuela has indicated its willingness to import goods from Jamaica, the earnings of which could go towards repayment of the Petrocaribe loan. However, for this to be feasible the transaction would have to be on a government-to-government basis.
- 1.2 In furtherance of this policy, Venezuela sent a consultant to Jamaica to study the existing and potential exports from Jamaica that could be of interest to Venezuela. The report indicates that one potential export from Jamaica is limestone. However, the report does not provide much further details.
- 1.3 The GOJ has taken a policy decision that the Jamaica Commodity Trading Company (JCTC) is responsible for importing and exporting commodities in cases of emergencies or in cases where private companies may be unable or may not find it feasible to do so and where such importation may be critical to national interest.
- 1.4 Accordingly, JCTC wishes to explore the financial feasibility of exporting limestone to Venezuela. In doing so, JCTC would enter into contractual arrangement with private local companies to mine and deliver the limestone to vessels in Jamaica. JCTC would then ship the limestone to the designated importing company in Venezuela.
- 1.5 JCTC now wishes to determine the financial feasibility of exporting limestone within the context outlined above and requires basic information to assess the viability of the undertaking.
- 1.6 This Request for Proposal (RFP) is intended to competitively identify an appropriate researcher to undertake basic research to collect the information required.

2.0 OBJECTIVE OF CONSULTANCY

- 2.1 The objective of this consultancy is to collect/provide basic specified data on limestone to enable JCTC to determine the financial feasibility of exporting limestone to Venezuela. The basic information required is detailed in the Scope of Work. JCTC, therefore, requires the services of a marketing/research specialist to collect the information required. From this information, the JCTC will determine the financial feasibility of any undertaking.

3.0 SCOPE OF WORK

3.1 The consultant must determine the following:

- (a) Names of companies possessing large volumes of specified limestone deposits, as well as those currently exporting limestone.
- (b) The markets to which specific varieties and/or grades of limestone is being shipped from Jamaica.
- (c) The volume and value of limestone shipped from Jamaica per annum for the last 3-5 years.
- (d) The ports from which limestone is being or can be shipped from Jamaica.
- (e) Method of shipping limestone from Jamaica (containers, break-bulk, special purpose vessels etc)
- (f) The shipping rate and insurance for limestone from Jamaica to Venezuela (and minimum volume assumed for viability)
- (g) Venezuela's current importation of limestone by source and variety and/or grades.
- (h) The volume and value of limestone imported by Venezuela over the last 3-5 years.
- (i) If Venezuela currently imports limestone, the companies that import as well as the companies that are end-users and the purpose for which it is imported. (Provide the names, addresses and telephone numbers and ownership (private or government) of the companies in Venezuela.
- (j) Assuming that Venezuela is interested in importing limestone from Jamaica, determine the technical specifications of the limestone required, possible volume required and price per tonne.
- (k) Provide the names of companies currently exporting limestone from Jamaica that would be interested in exporting to Venezuela.
- (l) For those companies interested in exporting limestone from Jamaica, determine the technical specifications of the limestone available, volumes available and prices
- (m) Establish the cost per tonne mile for transporting limestone in Jamaica.
- (n) Establish the export ports nearest to the supply source.
- (o) Any other information the consultant deems important to enable JCTC to conduct a financial feasibility of the undertaking.

4.0 CRITERIA FOR SELECTION OF CONSULTANT

4.1 The following are the criteria and weights that will be applied in the selection of the consultant:

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| (a) Qualification and training | - | 20% |
| (b) Experience and information network/resources | - | 40% |
| (c) Methodology | - | 10% |
| (d) Price | - | 30% |

5.0 TIME FRAME

5.1 The time frame is a maximum of fifteen (15) working days or three weeks to complete the assignment.

5.0 PROPOSAL

6.1 An interested bidder must submit a proposal organized under the following headings:

- (a) Qualification and training*
- (b) Experience and information network/resources*
- (c) Methodology – How will the information be collected*
- (d) Price – Price should be broken down into fee per consultancy day and reimbursable expenses.*

6.2 Any other information can be put in an annex.

6.3 This will be a lump sum contract based on satisfactory completion of assignment and provision of deliverable.

6.4 Bidders must have a valid Tax Compliance Certificate.

6.5 Proposal must be enclosed in a sealed envelope and addressed as follows:

REQUEST FOR PROPOSAL – NOT TO BE OPENED BEFORE DUE DATE

JAMAICA COMMODITY TRADING COMPANY

c/o Mr. Reginald Budhan

Permanent Secretary

Permanent Secretary's Office

Ministry of Industry, Investment & Commerce

2nd Floor – Capital & Credit Building

4 St. Lucia Avenue

Kingston 5

6.5 Proposal must be hand-delivered to the above address and signed for by an identified person.

7.0 CLOSING DATE

7.1 Proposals must be submitted no later than 12:00 noon on Friday May 7, 2010.