

Request for Expression of Interest for Guava Cultivar Evaluations

EOI number: ARC/24/01/2024

This Request for Expression of Interest is issued by the Agricultural Research Council (ARC) to invite interested parties to participate in the evaluation of promising guava selections developed by the ARC. The proposed partnership aims to evaluate the performance of the promising selections in various agro-climatic zones in the Western Cape to determine the climatic adaptability of the selections. The ARC seeks to identify interested organisations/individuals, with relevant capabilities, to participate in this programme. The ARC reserves the right to appoint, or not appoint, any service provider/s through this Request for Expression of Interest.

Date of issue	29 January 2024	
Date for briefing session	7 th February 2024 @11H00 am	
Closing date and time	20 February 2024 @ 11H00 am	
EOI Number	ARC/24/01/2024	
Submissions to be emailed to:	Mlindin@arc.agric.za	
Briefing session	In person at ARC Bienne Donne farm (-33.842181; 18.975577) Hybrid: MS Teams (7 February 2023 @11H00 am) – a Teams link will be provided upon request	
Enquiries SCM	Ms N Mlindi	Mlindin@arc.agric.za Contact no: 060 536 5622
Technical Enquiries	Ms S Willemse	Salomie@arc.agric.za Contact no: 021 809 3100

Introduction

The ARC, as one of the leading scientific organisations in agricultural research and development, has a mandate to support the agricultural sector through the development of improved, sustainable technologies for all stakeholders to secure livelihoods. The ARC has a well-established guava breeding programme with the goal of producing new, superior cultivars with improved characteristics. Following years of trials, this programme has yielded a variety of promising selections which require testing across agro-climatic zones in the Western Cape to determine the performance of the new genotypes. It is envisaged that these promising selections will address gaps in the market and expand the range of cultivars available to growers.

Background

Guava is regarded as the most important minor tropical fruit representing approximately 24% of the total volume of tropical fruit produced. Projections are that the global market for guavas are expected to increase to almost three times the current level by 2030. The guavas produced are generally destined for processing but growers can earn a higher income on the fresh market. Only processed guava products are exported but the potential of exporting fresh

guava fruit should be investigated. However, demand for the fruit is increasing in both developed and emerging economies, which presents an opportunity for expansion of the industry. The new selections developed by the ARC have the potential to advance the guava industry in South Africa by providing growers and consumers with superior cultivars. In order to assess the performance of the promising selections across the various growing regions in the country, the ARC is seeking to conduct scaled up co-operative farm trials (on land that is not under State ownership) using the new selections developed, with the intention being to register suitable selections for Plant Breeders' Rights, once sufficient data is collected.

This request for an Expression of Interest (Eoi) is to identify potential partners to participate in research trials aimed at evaluating the performance of the promising selections specifically in the Western Cape, in order to determine which selections are the most suitable to register for cultivar status. Upon registration, the new cultivars will be available to both small scale and commercial growers under protection, to improve production efficiency and harness gaps in the market ensuring sustainability of the local guava industry.

VETTING CRITERIA FOR PRODUCERS (FARMERS) TO PARTICIPATE IN THE PROGRAM

- 1) Producers (farmers) must be prepared to enter into a valid Material Transfer Agreement with the ARC. A response to this request is considered as an expressed acknowledgement of their willingness to be part of the evaluation and technology transfer study.
- 2) A maximum of one hectare of arable land should be made available in the Western Cape and the farmer(s) should be willing to maintain the trial with the ARC's support. A total of 15 selections and 2 commercial cultivars will be planted at each site.
- 3) The Producer(s)/farmer(s) must have an appropriate level of background knowledge that allows them to farm with guavas. Prior experience with cultivation of guavas will be an advantage. The provision of/ability to maintain farm records for general farm operations is a requirement.
- 4) The following information is required for the proposed site (assistance can be provided by the ARC to obtain this information *but the farmers must express the need for assistance*):
 - a. GPS coordinates of the area to be utilised;
 - b. Long-term climatic data;
 - c. Type of soil and soil characteristics;
 - d. Soil analysis results and presence/absence of soil-borne pathogens (e.g. nematodes);
 - e. Land preparation practices followed on the farm;
 - f. Availability of water for irrigation purposes and water use right or related documentation;
 - g. Specifications of the irrigation system available as well as irrigation scheduling;
 - h. Access to suitable equipment for effective land preparation and trial maintenance.
- 5) The Producer (farmer) must maintain the evaluation block(s) in terms of specified operational requirements as agreed upon with the ARC. The ARC will provide the management programme to be used in the trial block(s). The producer can expect regular monitoring and evaluation to ensure that standards are maintained for data collection.
- 6) The Producer (farmer) must commit to participation in the trial for the entire duration of evaluation starting from planting to several harvests (at least 3 harvests, i.e. 6 years).

- 7) The ARC retains the right to select Producers (farmers) from other areas based on the ARC's evaluation requirements.
- 8) The Producer (farmer) must have control over the trial plot (proof of ownership, lease agreement, permission to occupy, etc.). The trial plot must be secure (farm must be fully fenced) with all necessary security controls in place in order to restrict access of individuals to protect the trial.
- 9) The ARC researcher(s) must have access to the trial block. Visits will be communicated with the producer/farm manager in advance and no other unauthorised individuals should be allowed to access the trial block without the consent and/or presence of the ARC researcher.
- 10) By responding to this call, the Producer (farmer) undertakes not to expect any financial gains from the programme, except for research support for the trial to be provided by the ARC.
- 11) The Producer (farmer) consents to keep records of irrigation, fertilisation, and spray programmes, as well as harvest and pack-out data, where applicable.
- 12) The fruit produced from the farm will belong to the Producer (farmer). Other advantages for the Producer (farmer) with this agreement include: 1) priority access to plant material; 2) having first-hand knowledge regarding on-farm performance of the guava selections; 3) technology transfer; 4) linkage to markets;
- 13) Should the Producer (farmer) contravene any of the stipulations, the ARC has the right to terminate the partnership.
- 14) Where a specific Crop or Producers' Association exists, the Producer (farmer) can choose to become a member of that Association, but this is not a requirement for participation in the programme. Farmers' co-operatives are also encouraged to apply.

Submission specifications

The proposal from interested parties should not exceed 20 pages and, where relevant, supporting documents should be attached as appendices. The following should be included (but not limited to) in the proposal:

- Organisation/farmer/farmer co-operative profile, including land ownership
- Details of the current farming activities
- Evidence of experience in the cultivation of guava, where applicable
- Information on technical capabilities and available resources as detailed above to enable successful cultivation of guava

Costs of submission

Parties submitting an Expression of Interest assume all risks for resource commitment and expenses, direct or indirect, of proposal preparation and participation throughout the EoI process. The ARC is not responsible directly or indirectly for any costs incurred by the parties.

Site visits

The ARC may decide/request to visit the shortlisted producers to further conduct suitability assessments. Arrangements for the visits will be co-ordinated well in advance.

Process for shortlisted applicant/s

- The shortlisted applicant/s will proceed to the application phase where further assessments will be completed.
- The successful applicant will be subject to the parties agreeing to mutually acceptable terms and conditions. In the event of the parties failing to reach such agreement within a mutually agreed date after the provisional appointment date, the ARC reserves the right to appoint or not appoint.

Disclaimers

The request for Expression of Interest by the ARC, is advertised in good faith. However, the ARC, its agents, employees and collaborators/partners do not warrant its accuracy or completeness. To the extent that the law permits, the ARC will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) from any incorrect or misleading information contained in this request due to any misinterpretation. This request is not an offer document; answers to it must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submission of its information, organisations shall be deemed to have satisfied themselves with and to have accepted all Terms and Conditions of this request. The ARC makes no representation, warranty, assurance, guarantee or endorsements to any party concerning the request, whether regarding its accuracy, completeness or otherwise and the ARC shall have no liability towards any party in connection therewith.

COMPULSORY REQUIREMENTS

The following documents need to accompany the proposal:

- A valid Tax PIN Number from SARS
- Current Central Supplier Database (CSD) Report
- Completed and Signed Standard Bidding Documents (SBD forms)
- Proof of attendance of the compulsory briefing session. This will be confirmed through an attendance register kept by the ARC.
- The Service Provider must submit one proposal in separate envelopes "Functional Proposal".

NB: Farmers/producers will be assisted with CSD registration and filling in of documents

Failure to comply with the above requirements will lead to disqualifications.

SBD 4

BIDDER'S DISCLOSURE

1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

2. Bidder's declaration

- 2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest¹ in the enterprise,

employed by the state?

YES/NO

- 2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

¹ the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution?

YES/NO

2.2.1 If so, furnish particulars:

.....
.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?

YES/NO

2.3.1 If so, furnish particulars:

.....
.....

3 DECLARATION

I, _____ the _____ undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

- 3.1 I have read and I understand the contents of this disclosure;
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium² will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market

² Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.

- 3.5 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.6 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.7 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

..... Signature	 Date
..... Position	 Name of bidder