



**CO-OPERATIVE REPUBLIC OF GUYANA
MINISTRY OF AGRICULTURE**



**GUYANA RICE DEVELOPMENT
BOARD**

**SUPPLY & DELIVERY OF 13,750 METRIC TON OF
GRANULAR UREA FERTILIZER, 46% NITROGEN
AND 2,000 METRIC TON OF NPK (15:15:15)
PACKAGED WATER PROOF SACS FOR THE
DISTRIBUTION IN REGIONS 1-10.**

Project Overview

Project Identification	
Project Title	Supply & Delivery of Fertilizer for National Rice Production
Client	Ministry of Agriculture — Guyana Rice Development Board (GRDB)
Project Type	Government Procurement (Goods Supply Contract)
Objective	Supply fertilizer to rice farmers across Regions 1–10 in Guyana to support national rice production

Total Fertilizer Volume	
Granular Urea (46% Nitrogen)	13,750 Metric Tons
NPK (15:15:15)	2,000 Metric Tons
Total Volume	15,750 Metric Tons

Project Scope

The supplier must handle supply, packaging, and nationwide distribution — this is not a simple supply contract but a fully integrated supply + logistics + distribution engagement.

SUPPLY	Granular Urea Fertilizer (46% Nitrogen) NPK Fertilizer (15:15:15 formulation)
PACKAGING	50kg waterproof bags required
DELIVERY	Distribution across Regions 1–10 (Nationwide) Delivery within 30 days Supplier responsible for importation, port clearance, inland transport & distribution

Financial Analysis

Estimated Project Value

Fertilizer Type	Quantity	Price/MT (est.)	Total Value (est.)
Granular Urea (46% N)	13,750 MT	\$400 USD/MT	~\$5.5M USD
NPK (15:15:15)	2,000 MT	\$500 USD/MT	~\$1.0M USD
ESTIMATED TOTAL PROJECT VALUE			~\$6.5M USD

Awarded Lots — Actual Contract Values

Using exchange rate: 1 USD ≈ G\$210

Lot	Product	Quantity	Unit Price (G\$)	Total Value
Lot 1	NPK	100 MT	G\$130,000	G\$13,000,000 (~\$61,905 USD)
Lot 6	NPK	300 MT	G\$130,000	G\$39,000,000 (~\$185,714 USD)
Lot 6	Urea	4,153 MT	G\$125,000	G\$519,125,000 (~\$2,472,024 USD)
Lot 7	NPK	150 MT	G\$135,000	G\$20,250,000 (~\$96,429 USD)
Lot 8	NPK	50 MT	G\$135,000	G\$6,750,000 (~\$32,143 USD)
Lot 10	NPK	100 MT	G\$133,000	G\$13,300,000 (~\$63,333 USD)
GRAND TOTAL AWARD VALUE				G\$611,425,000 (~\$2.91M USD)

Technical Requirements

Fertilizer Specifications	
Urea — Form	Granular
Urea — Nitrogen Content	46% Nitrogen
Urea — Condition	New / Unused, Recent Production
NPK — Composition	15% Nitrogen, 15% Phosphate (P ₂ O ₅), 15% Potash (K ₂ O)
Packaging	50kg waterproof sacks — must prevent damage in transit
Standards	Must comply with Guyana National Bureau of Standards
Expiry Requirement	Must be delivered at least 3 months before expiry date (fresh stock only)

Delivery & Logistics	
Delivery Zone	Guyana Ports - To Ministry of Agriculture
Transportation Cost	Borne by supplier
Delivery Timeline	30 days
Required Documentation	Invoice, Delivery Documentation, Inspection Clearance
Supplier Responsibilities	Importation, Port Clearance, Inland Transport, Distribution

Bid Requirements & Qualification Criteria

Mandatory Documents	Experience Requirements
<ul style="list-style-type: none"> Valid GRA Tax Compliance Valid NIS Compliance Valid Business Registration VAT Registration Certificate Complete Priced Bill of Quantities (VAT inclusive) Completed/Signed Bid Document 	<ul style="list-style-type: none"> Minimum 2 similar supply contracts in last 3 years Minimum supply value: G\$20 million equivalent Financial capacity documentation required

Contract Terms & Risk Analysis

Key Contract Conditions	
Performance Security	6% of contract value (e.g., ~G\$78M if full value G\$1.3B)
Liquidated Damages	3% penalty for late delivery; maximum deduction capped at 5%
Payment Method	Cheque upon submission of vouchers and signature sheets
Defects Liability Period	6 months following provisional acceptance
Dispute Resolution	In accordance with Guyana Procurement Act 2003
Price Variation	Prices fixed for the full contract period — no adjustment permitted

Risk Assessment

Risk Factor	Level	Mitigation
30-Day Delivery Timeline	HIGH	Pre-arrange stock or existing inventory essential
Performance Bond (~G\$78M)	MEDIUM	Arrange insurance bond or manager's cheque upfront
Liquidated Damages (3–5%)	MEDIUM	Ensure logistics chain is locked in before bidding
Government Payment	LOW	Government funding secured; rice is a strategic export

Summary

This is a major national-scale agricultural procurement contract with high strategic value. The actual awarded contract value stands at approximately \$2.91 million USD.

Total Quantities Awarded 4,153 MT Urea + 700 MT NPK = 4,853 MT Total	Actual Contract Value G\$611,425,000≈ \$2.91M USD	Key Risk 30-Day Delivery Window
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