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## CALL FOR TENDER

Tenders are invited for exclusive worldwide commercialization rights, for the years 2007-2014, for the following market classes developed by the Crop Development Centre in Saskatoon, Saskatchewan:

- Green Cotyledon Lentil
- Large Red Lentil
- Spanish Brown Lentil
- Yellow Bean

All tender submissions are required to include the following information:

- Business history
- A Saskatchewan-based production, marketing and exporting plan including specifications on: inventory control, quality and identity preservation management, and price management
- An export marketing plan including specifications on: link with the marketplace, communication with the users, and monitoring of customer acceptance
- Proposed value chain and indication of how the added value potential will be shared with the members of the chain
- Proposed monetary compensation for the cost of development of existing and future varieties
- Proposed royalty structure: Preference will be given to proposals which apply royalties on commercial sales as opposed to seed sales
- Business references

Tender submissions may include any or all of the following:

- A satisfactory history of arranging for seed and/or commercial production
- Plan to process the production in Saskatchewan
- Plan to arrange a suitable export marketing system
- Plan to collect royalties on behalf of the Saskatchewan Pulse Growers
- Plan to have the production occur in Saskatchewan and to keep seed costs at reasonable levels
- Plan to link with the end user

Commercialization rights will be awarded on the basis of: demonstrated expertise, realistic business plan for increasing, promoting and marketing pulse products, benefit to the Saskatchewan pulse industry and returns to the Saskatchewan Pulse Growers for future investment in genetic improvement research and marketing.

*Saskatchewan Pulse Growers reserves the right to reject any or all tenders and to negotiate the terms of an agreement with any proponent.*

Limited market and agronomic information is available upon request by contacting the Saskatchewan Pulse Growers office at (306) 668-0591.

**Tenders will be accepted until 1:00 p.m., Friday, March 30, 2007.**

**Please forward separate tender submissions for each market class(es) you wish to tender to the address above Attention: Allison Krahn, Commercial Manager**