

**REQUEST FOR QUALIFICATIONS  
FOR  
FURNISHING AND DELIVERY  
OF  
FARM FERTILIZERS, CHEMICALS AND SEED  
FOR  
THE CURATORS OF THE UNIVERSITY OF MISSOURI  
ON BEHALF OF  
THE UNIVERSITY OF MISSOURI – CAFNR AND EXTENSION  
RFQ # 23075  
DUE DATE: January 5, 2023  
TIME: 2:00 PM Central Time**

THE CURATORS OF THE UNIVERSITY OF MISSOURI  
Prepared by:  
James E. Shatto  
Strategic sourcing Specialist  
University of Missouri Procurement  
615 E. 52<sup>nd</sup> St, SOE Room 024  
Kansas City, MO 64110

Date Issued: December 7, 2022

**RFQ # 23075**

**FARM FERTILIZERS, CHEMICALS AND SEED**

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## NOTICE TO RESPONDENTS

The University of Missouri requests proposals for the Furnishing and Delivery of **FARM CHEMICALS, FERTILIZERS AND SEED, RFQ #23075** which will be received by the undersigned at University of Missouri Procurement, until **January 5, 2023, at 2:00 p.m. Central Time. The University assumes no responsibility for any supplier's on-time receipt at the designated location for proposal opening.**

In the event a Respondent chooses to use the Word version of the RFQ to aid in preparation of its response, the Respondent should only complete the response information. Any modification by the Respondent of the specifications provided will be ignored, and the original wording of the RFQ shall be the prevailing document.

If you have any questions regarding the RFQ, please send them by email to:

*James E. Shatto*  
*University of Missouri Procurement*  
*615 E. 52<sup>nd</sup> St, SOE Room 024*  
*Kansas City, Missouri 64110*  
[shattoj@umsystem.edu](mailto:shattoj@umsystem.edu)

**All questions regarding the RFQ must be received no later than 2:00 p.m. Central Time on December 14, 2022.**

The University reserves the right to waive any informality in the Request for Qualification and to reject any or all responses.

THE CURATORS OF THE UNIVERSITY OF MISSOURI  
Prepared by:  
James E. Shatto  
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University of Missouri Procurement  
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Kansas City, MO 64110

**UNIVERSITY OF MISSOURI  
REQUEST FOR QUALIFICATION (RFQ)  
GENERAL TERMS AND CONDITIONS & INSTRUCTIONS TO RESPONDENTS**

**A. General Terms and Conditions**

1. **Purpose:** The purpose of these specifications is to require the furnishing of the highest quality equipment, supplies, material and/or service in accordance with the specifications. These documents, and any subsequent addenda, constitute the complete set of specification requirements and proposal response forms.
2. **Governing Laws and Regulations:** Any contract issued as a result of this RFQ shall be construed according to the laws of the State of Missouri. Additionally, the supplier shall comply with all local, state, and federal laws and regulations related to the performance of the contract to the extent that the same may be applicable.
3. **Taxes:** The supplier shall assume and pay all taxes and contributions including, but not limited to, State, Federal and Municipal which are payable by virtue of the furnishing and delivery of item(s) specified herein. Materials and services furnished the University are not subject to either Federal Excise Taxes or Missouri Sales Tax.
4. **Sovereign Immunity:** The Curators of the University of Missouri, due to its status as a state entity and its entitlement to sovereign immunity, is unable to accept contract provisions, which require The Curators to indemnify another party (537.600, RSMo). Any indemnity language in proposed terms and conditions will be modified to conform to language that The Curators are able to accept.
5. **Preference for Missouri Firms:** In accordance with University policy, preference shall be given to Missouri products, materials, services, and firms when the goods or services to be provided are equally or better suited for the intended purpose. In assessing overall value, consideration will be given to the extent to which proximity or Missouri preference of the supplier provides potential advantages or reduction of risks. Firms are considered "Missouri firms" if they maintain a regular place of business in the State of Missouri.
6. **Appropriation:** The Curators of the University of Missouri is a public corporation and, as such, cannot create indebtedness in any one year (the fiscal year beginning July 1 to June 30) above what they can pay out of the annual income of said year as set forth in 172.250, RSMo. Therefore, if the University determines it has not received adequate appropriations, budget allocations or income to enable it to meet the terms of this contract, the University reserves the right to cancel this contract with 30 days' notice.
7. **Equal Opportunity and Non-Discrimination:** In connection with the furnishing of equipment, supplies, and/or services under the contract, the contractor and all subcontractors shall agree not to discriminate against any recipients of services, or employees or applicants for employment on the basis of race, color, religion, national origin, sex, age, disability, or veteran status. The contractor shall comply with federal laws, rules, and regulations applicable to subcontractors of government contracts including those relating to equal employment of minorities, women, persons with disabilities, and certain veterans. Contract clauses required by the United States Government in such circumstances are incorporated herein by reference.
8. **Supplier Diversity Participation:** The University of Missouri System is committed to and supports supplier diversity as an essential part of the University's mission and core values. To qualify as a Diverse Supplier, the company must be at least 51% owned and controlled by someone in one of the recognized groups (see below). These firms can be a sole proprietorship, partnership, joint venture or corporation. Diverse suppliers should be certified from a recognized certifying agency.

The University of Missouri recognizes the following groups:

- MBE (Minority Owned Business Enterprise)
  - African American
  - Asian American (including Pacific Asian and Subcontinent Asian)
  - Hispanic American
  - Native American
- WBE (Women Owned Business Enterprise)
- DVBE (Service-Disabled Veteran Owned Business Enterprise)
- VBE (Veteran Owned Business Enterprise)
- LGBT (Lesbian, Gay, Bisexual, Transgender)
- DBE (Disadvantaged Business Enterprise)

Tier 2 Diverse Supplier Spending and Reporting: The University strongly encourages Supplier Diversity participation in all contracts for goods and services. Tier 2 spend is spend reported by primary (non-diverse) suppliers of the University of Missouri who subcontract work to or make purchases from a diverse supplier. Depending upon the contract, primary (non-diverse) suppliers may be asked to submit Tier 2 information with Women and Diverse Owned Companies. Suppliers have two options in reporting Tier 2 dollars depending on the terms on the contract: Direct and Indirect. Definitions and further explanation of these options is included in the Supplier Diversity Participation Form attached hereto.

Supplier Diversity Participation Form: If a respondent will be utilizing a diverse supplier as part of this contract, they must indicate their Supplier Diversity participation levels on the Supplier Diversity Participation Form included in this RFQ (see Attachment A). The Respondent must describe what suppliers and/or how the Respondent will achieve the Supplier Diversity goals. Evaluation of QUALIFICATIONS shall include the proposed level of Supplier Diversity participation. QUALIFICATIONS that do not meet the participation requirements for Supplier Diversity will not receive any of the points during QUALIFICATION review.

Suppliers will be responsible for reporting Tier 2 diverse supplier participation on an agreed upon timing (e.g. quarterly, annually) when business is awarded.

The University may monitor the supplier's compliance in meeting the Supplier Diversity participation levels committed to in the awarded contract. If the supplier's payments to participating diverse suppliers are less than the amount committed to in the contract, the University reserves the right to cancel the contract, suspend and/or debar the supplier from participating in future contracts.

9. **Applicable Laws and Regulations:** The University serves from time to time as a contractor for the United States government. Accordingly, the provider of goods and/or services shall comply with federal laws, rules and regulations applicable to subcontractors of government contracts including those relating to equal employment opportunity and affirmative action in the employment of minorities (Executive Order 11246), women (Executive Order 11375), persons with disabilities (29 USC 706 and Executive Order 11758), and certain veterans (38 USC 4212 formerly [2012]) contracting with business concerns with small disadvantaged business concerns (Publication L. 95-507). Contract clauses required by the Government in such circumstances are incorporated herein by reference.
10. **Anti-Discrimination Against Israel Act:** If this Contract involves the acquisition or disposal of services, supplies, information technology, or construction and has a total potential value of \$100,000 or more, and if Supplier is a company with ten (10) or more employees, then Supplier certifies that it, and any company affiliated with it, does not boycott Israel and will not boycott Israel during the term of this Contract. In this

paragraph, the terms “company” and “boycott Israel” shall have the meanings described in Section 34.600 of the Missouri Revised Statutes.

11. **Applicable Digital Accessibility Laws and Regulations:** The University affords equal opportunity to individuals with disabilities in its employment, services, programs and activities in accordance with federal and state laws, including Section 508 of the Rehabilitation Act, 36 C.F.R., Pt. 1194. This includes effective communication and access to electronic and information communication technology resources, and the University expects that all products will, to the greatest extent possible, provide equivalent ease of use for individuals with disabilities as for non-disabled individuals. The University of Missouri has adopted the Web Content Accessibility Guidelines (WCAG), as specified by the University of Missouri Digital Accessibility Policy.

Supplier shall: (1) deliver all applicable services and products in reasonable compliance with University standards (Web Content Accessibility Guidelines 2.0, Level AA or above); (2) provide the University with an Accessibility Conformance Report detailing the product’s current accessibility according to WCAG standards using the latest version of the Voluntary Product Accessibility Template (VPAT); (3) if accessibility issues exist, provide a “roadmap” plan for remedying those deficiencies on a reasonable timeline to be approved by the University; (4) promptly respond to assist the University with resolving any accessibility complaints and requests for accommodation from users with disabilities resulting from supplier’s failure to meet WCAG guidelines at no cost to the University; and (5) indemnify and hold the University harmless in the event of any claims arising from inaccessibility.

When installation, configuration, integration, updates, or maintenance are provided, the supplier must ensure these processes are completed in a way that does not reduce the original level of WCAG conformance. If at any point after procurement it is determined that accessibility improvements need to be made in order to comply with the WCAG standards, the supplier agrees to work with the University to remedy the non-compliance by submitting a roadmap detailing a plan for improvement on a reasonable timeline. Resolution of reported accessibility issue(s) that may arise should be addressed as high priority, and failure to make satisfactory progress towards compliance with WCAG, as agreed to in the roadmap, shall constitute a breach of contract and be grounds for termination or non-renewal of the agreement.

12. **Applicable Health Related Laws and Regulations:** If these specifications or any resulting contract involves health care services or products, the Supplier agrees to maintain, and will further assure such compliance by its employees or subcontractors, the confidential nature of all information which may come to Supplier with regard to patients of the University. All services provided pursuant to this contract shall be provided in accordance with all applicable federal and state laws including The Health Insurance Portability and Accountability Act of 1996, Public Law 104-191, sections 261-264 (the Administrative Simplification sections) and the regulations promulgated pursuant thereto and regulations of the Joint Commission on Accreditation of Healthcare Organization and The Centers for Medicare & Medicaid Services (CMS).

Respondents understand and agree that the Curators of the University of Missouri, in the operation of MU Health Care, is regulated under federal or state laws with regard to contracting with suppliers. The Respondent represents that it is not currently excluded or threatened with exclusion from participating in any federal or state funded health care program, including Medicare and Medicaid. Respondent agrees to notify the University of any imposed exclusions or sanctions covered by this representation.

The University will regularly check the "List of Excluded Individuals/Entities" (LEIE), maintained by the Office of Inspector General, United States Department of Health and Human Services (“OIG”) to determine if any Respondents have been excluded from participation in federal health care programs, as that term is defined in 42 U.S.C. §1320a-7b(f). The University reserves the sole right to reject any respondents who are excluded

by the OIG, who have been debarred by the federal government, or who have otherwise committed any act that could furnish a basis for such exclusion or debarment.

**13. Compliance with CDC Guidelines: (If Applicable)**

Due to the changing nature of the COVID-19 pandemic, successful Supplier will monitor and comply with CDC and other federal, state, and local guidance; modifications to University operating procedures; and directives of University relating to protection of the health and safety of the University community.

**NOTIFICATION TO UNIVERSITY IN EVENT OF POSITIVE COVID-19 CASE:** In the event any of the successful Contractor's personnel who have or are presently performing services for the University of Missouri (a) tests positive for COVID-19, or (b) has been in close contact with someone that tests positive for COVID-19, the successful Contractor shall immediately notify the University designated contact, and take immediate action to quarantine such person and any other Contractor Personnel who may have come in contact with the person testing positive for COVID-19, and assist University in identifying any other persons on the University campus who may have come in contact with such person. Contractor must clean and disinfect all areas any infected person may have contacted on University's campus, and any cleaning or sanitation costs resulting from a positive COVID-19 test of Contractor personnel are the sole cost and responsibility of Contractor.

- 14. Inventions, Patents, and Copyrights:** The Contractor shall pay for all royalties, license fees, patent or invention rights, or copyrights and defend all suits or claims for infringements of any patent or invention right or copyrights involved in the items furnished hereunder. The Contractor shall defend, protect, and hold harmless the University its officers, agents, servants and employees against all suits of law or in equity resulting from patent and or copyright infringement concerning the contractor's performance or products produced under the terms of the contract.

Copyrights for any item developed for the University shall be the property of the University and inure to its benefit and the Contractor shall execute such documents as the University may require for the perfection thereof.

- 15. Contractor Gifts:** The contractor shall refrain in offering any offers of gifts to the University, and all University of Missouri employee's, in accordance with University of Missouri Policy #26301, Suppliers.

**B. Instructions to Respondents**

- 1. Request for Qualification (RFQ) Document:** Respondents are expected to examine the complete RFQ document and all attachments including drawings, specifications, and instructions. Failure to do so is at Respondents' risk. It is the Respondents' responsibility to ask questions, request changes or clarifications, or otherwise advise the University if any language, specifications or requirements of the RFQ appear to be ambiguous, contradictory, and/or arbitrary, or appear to inadvertently restrict or limit the requirements stated in the RFQ to a single source.

Any and all communications from Respondents regarding specifications, requirements, the competitive process, etc., should be directed to the University buyer of record referenced in this RFQ. It is the responsibility of the person or organization communicating the request to ensure that it is received.

The RFQ document and any attachments constitute the complete set of specifications and Request for Qualification response forms. No verbal or written information that is obtained other than through this RFQ or its addenda shall be binding on the University. No employee of the University is authorized to interpret

any portion of this RFQ or give information as to the requirements of the RFQ in addition to that contained in or amended to this written RFQ document. In case of any doubt or difference of opinion as to the true intent of the RFQ, the decision of the University's Chief Procurement Officer shall be final and binding on all parties.

2. **Preparation of Request for Qualification Response:** All Request for Qualification responses must be submitted in the format as specified in the detailed specifications and must be marked: **Request for Qualification #23075 for FARM CHEMICALS, FERTILIZERS AND SEED** and **emailed to James E. Shatto at [shattoj@umsystem.edu](mailto:shattoj@umsystem.edu), University of Missouri Procurement, 615 E. 52<sup>nd</sup> St, SOE Room 024, Kansas City, MO 64110**

To receive consideration, Request for Qualifications must be received, prior to the due date and time stated in this RFQ. It is the respondent's full responsibility for the actual delivery of Qualifications.

Unless otherwise specifically stated in the RFQ, all specifications and requirements constitute minimum requirements. All Requests for Qualifications must meet or exceed the stated specifications or requirements. All equipment and supplies offered must be new, of current production, and available for marketing by the manufacturer unless the RFQ clearly specifies that used, reconditioned, or remanufactured equipment and supplies may be offered. Unless specifically stated and allowed in the Detailed Specifications and Special Conditions, all pricing submitted in response to this RFQ is firm and fixed.

Whenever the name of a manufacturer, trade name, brand name, or model and catalog numbers followed by the words "or equal" or "approved equal" are used in the specifications, it is for the purpose of item identification and to establish standards of quality, style, and features. Proposals on equivalent items of the same quality are invited. However, to receive consideration, such equivalent Proposals must be accompanied by sufficient descriptive literature and/or specifications to clearly identify the item and provide for competitive evaluation. The University will be the sole judge of equality and suitability. Whenever the name of a manufacturer is mentioned in the specifications and the words "or equal" do not follow, it shall be deemed that the words "or equal" follow unless the context specifies "no substitution." Unless noted on the Request for Qualification form, it will be deemed that the article furnished is that designated by the specifications. The University reserves the right to return, at contractor's expense, all items that are furnished which are not acceptable as equals to items specified and contractor agrees to replace such items with satisfactory items at the original Qualification price.

Time will be of the essence for any orders placed as a result of this RFQ. The University reserves the right to cancel any orders, or part thereof, without obligation if delivery is not made in accordance with the schedule specified by the respondents Qualification and accepted by the University. Unless otherwise specified in the Detailed Specifications and Special Conditions, all Qualifications shall include all packing, handling, and shipping charges FOB destination, freight prepaid and allowed.

3. **Submission of Responses:** Respondent shall furnish information required by the solicitation in the form requested. The University reserves the right to reject responses with incomplete information or which are presented on a different form. All Qualification documents shall be signed, in the appropriate location, by a duly authorized representative of the Respondent's organization. Signature on the Qualification Form certifies that the Respondent has read and fully understands all RFQ specifications, plans, and terms and conditions.

By submitting a response to the RFQ, the Respondent agrees to provide the specified equipment, supplies and/or services in the RFQ, at the prices quoted, pursuant to all requirements and specifications contained therein. Furthermore, the Respondent certifies that: (1) the Response is genuine and is not made in the interest of or on behalf of any undisclosed person, firm, or corporation, and is not submitted in conformity



with any agreement or rules of any group, association, or corporation; (2) the Respondent has not directly or indirectly induced or solicited any other Respondent to submit a false or sham response; (3) the Respondent has not solicited or induced any person, firm, or corporation to refrain from responding; (4) the Respondent has not sought by collusion or otherwise to obtain any advantage over any other Respondent or over the University.

Modifications or erasures made before submission must be initialed in ink by the person signing the Qualification Form. Responses, once submitted, may be modified in writing prior to the exact date and time set for the RFQ closing. Any such modifications shall be prepared on company letterhead, signed by a duly authorized representative, and state the new document supersedes or modifies the prior submitted RFQ. The modification must be submitted marked "RFQ Modification" and clearly identifying the RFQ title, RFQ number and closing date and time. Responses may not be modified after the RFQ closing date and time. Telephone and facsimile modifications are not permitted.

Responses to the RFQ may be withdrawn in writing, on company letterhead, signed by a duly authorized representative and received at the designated location prior to the date and time set for RFQ closing. Responses may be withdrawn in person before the RFQ closing upon presentation of proper identification. Responses may not be withdrawn for a period of sixty (60) days after the scheduled closing time for the receipt of Request for Qualifications.

All responses, information, and materials received by the University in connection with an RFQ shall be deemed open records pursuant to 610.021 RSMo. If a Respondent believes any of the information contained in the Respondent's response is exempt from 610.021 RSMo, the Respondent's response must specifically identify the material which is deemed to be exempt and cite the legal authority for the exemption; otherwise, the University will treat all materials received as open records. The University shall make the final determination as to what materials are or are not exempt

4. **Evaluation and Award:** Any clerical errors, apparent on its face, may be corrected by the Buyer before contract award. Upon discovering an apparent clerical error, the Buyer shall contact the Respondent and request clarification of the intended Qualification response. The correction shall be incorporated in the notice of award. The University reserves the right to request clarification of any portion of the Respondent's response in order to verify the intent. The Respondent is cautioned, however, that its response may be subject to acceptance or rejection without further clarification.

The University reserves the right to make an award to the responsive and responsible Respondent whose product or service meets the terms, conditions, and specifications of the RFQ and whose response is considered to best serve the University's interest. In determining responsiveness and the responsibility of the Respondent, the following shall be considered when applicable: the ability, capacity, and skill of the respondent to perform as required; whether the respondent can perform promptly, or within the time specified without delay or interference; the character, integrity, reputation, judgment, experience and efficiency of the respondent; the quality of past performance by the Respondent; the previous and existing compliance by the Respondent with related laws and regulations; the sufficiency of the Respondent's financial resources; the availability, quality and adaptability of the Respondents equipment, supplies and/or services to the required use; the ability of the respondent to provide future maintenance, service and parts.

The University has established formal protest procedures. For more information about these procedures, contact the Buyer of Record.

In case of any doubt or difference of opinion as to the items and/or services to be furnished hereunder, the decision of the Assistant Vice President Management Services, UM System shall be final and binding upon all parties.

The University reserves the right to accept or reject any or all responses and to waive any technicality or informality.

5. **Contract Award and Assignment:** The successful Respondent(s) shall enter into a contract prepared by the University. The Contract Documents shall include the Advertisement for Request for Qualifications, Specifications and Addenda, Exhibits, Request for Qualification Form, Form of Contract, Statement of Work, Letter of Award, University Purchase Order, and Performance Bond, if required.

The contract to be awarded and any amount to be paid thereunder shall not be transferred, sublet, or assigned without the prior approval of the University.

6. **Contract Termination for Cause:** In the event the Contractor violates any provisions of the contract, the University may serve written notice upon Contractor and Surety setting forth the violations and demanding compliance with the contract. Unless within ten (10) days after serving such notice, such violations shall cease and satisfactory arrangements for correction be made, the University may terminate the contract by serving written notice upon the Contractor; but the liability of Contractor and Surety for such violation; and for any and all damages resulting there from, as well as from such termination, shall not be affected by any such termination.
7. **Contract Termination for Convenience:** The University reserves the right, in its best interest as determined by the University, to cancel the contract by given written notice to the Contractor thirty (30) days prior to the effective date of such cancellation.
8. **Warranty and Acceptance:** The Contractor expressly warrants that all equipment, supplies, and/or services provided shall: (1) conform to each and every specification, drawing, sample or other description which was furnished or adopted by the University, (2) be fit and sufficient for the purpose expressed in the RFQ, (3) be merchantable, (4) be of good materials and workmanship, (5) be free from defect. Such warranty shall survive delivery and shall not be deemed waived either by reason of the University's acceptance of or payment for such equipment, supplies, and/or services.

No equipment, supplies, and/or services received by the University pursuant to a contract shall be deemed accepted until the University has had a reasonable opportunity to inspect said equipment, supplies and/or services. All equipment, supplies, and/or services which do not comply with specifications and/or requirements or which are otherwise unacceptable or defective may be rejected. In addition, all equipment, supplies, and/or services which are discovered to be defective or which do not conform to any warranty of the Contractor upon inspection (or at any later time if the defects contained were not reasonably ascertainable upon the initial inspection) may be rejected.

9. **Payment:** Preferred settlement method is through the use of an Electronic Accounts Payable solutions. Payment terms associated with these forms of payment will be issued as net 30 after the date of invoice. Payment terms associated with settlement by check will be net 30 days. Cash discounts for prompt payment may be offered but they will not be considered in determination of award unless specifically stated in the Detailed Specifications and Special Conditions. The University may withhold payment or make such deductions as may be necessary to protect the University from loss or damage on account of defective work, claims, damages, or to pay for repair or correction of equipment or supplies furnished hereunder. Payment

may not be made until satisfactory delivery and acceptance by the University and receipt of correct invoice have occurred.

For consulting services and/or contract labor services performed for MU Health Care, the hourly rate and the number of hours worked must be included in the agreement and/or on the invoice submitted. Payment may not occur unless this information has been provided.

The University encourages suppliers to opt into its Single-Use Account (SUA) credit card program for payment of invoices. The SUA is an electronic, credit card-based payment solution that acts like a check. It provides a single 16-digit virtual account number for each payment. Similar to a check, the credit limit on each SUA is set to the specific payment amount. Payment terms for Suppliers who participate in the SUA program are Net 0 as opposed to the standard Net 30 terms.

10. **Accounting Practices:** The Contractor shall maintain, during the term of the contract, all books of account, reports, and records in accordance with generally accepted accounting practices and standard for records directly related to this contract. The Contractor agrees to make available to the University, during normal business hours, all book of account, reports and records relating to this contract for the duration of the contract and retain them for a minimum period of one (1) year beyond the last day of the contract term.
11. **Debarment and Suspension Certification:** The Contractor certifies to the best of its knowledge and belief that it and its principals are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency in accordance with Executive Order 12549 (2/18/86).
12. **Cooperative Purchasing:** The intended coverage of this RFQ, and any Agreement resulting from this solicitation, shall be for the use by all faculty, staff, students, departments, locations, and affiliates of the University of Missouri, including MU Health Care.

The University of Missouri System seeks to make the terms and prices of this contract available to other higher education institutions and public entities in the State of Missouri. Extension of the terms and prices to any or all other Missouri higher education institutions and public entities is at the discretion of respondents and shall not be considered in the award of this contract. The contractor shall further understand and agree that participation by other higher education institutions and public entities is discretionary on the part of these institutions, and the University of Missouri System bears no financial responsibility for any payments due the contractor by such entities, nor will the University be responsible for contract administration for other institutions.

**UNIVERSITY OF MISSOURI**  
**DETAILED SPECIFICATIONS AND SPECIAL CONDITIONS**

**1. OBJECTIVE**

The Curators of the University of Missouri, a public organization, wishes to qualify and contract with multiple suppliers, who are established and experienced in providing **FARM CHEMICALS, FERTILIZERS AND SEED**, on behalf of University of Missouri System, (hereinafter referred to as “University”) with an organization(s) (hereinafter referred to as “Supplier”), on an as-needed basis in accordance with the provisions and requirements, as described herein.

**2. SCOPE**

University of Missouri – System, is seeking Request for Qualifications from qualified professional firms interested in providing the following: **FARM CHEMICALS, FERTILIZERS AND SEED ON AN AS-NEEDED BASIS.**

The University seeks a relationship with multiple Contractors who can provide a variety of products and services to our CAFNR Farm and Extension locations throughout the State of Missouri. Suppliers are not required to have the capability to provide products and services to each University location, however, Awarded Suppliers may serve the entire University of Missouri System. Locations include:

**Central Missouri Research, Extension and Education Center (CCMREEC) centered near Columbia, MO, includes:**

South Farm (Beef Research and Teaching Farm, Feed Mill, Swine Farm), Bradford Research Farm, Foremost Dairy. Horticulture and Agroforestry Research Farm (HARC) as well as other non-crop areas.

**Northern Missouri Research, Extension and Education Center (CNMREEC) includes:**

Lee Greenley Jr. Memorial Research Farm – Novelty, MO, Cornett Research Farm (Forage Systems) – Linneus, MO, and Thompson Research Farm – Spickard, MO.

**Southwest Research, Extension and Education Center (CSWREEC) – Mount Vernon, MO**

**T.E. “Jake” Fisher Delta Research, Extension and Education Center – Portageville, MO (Includes: Lee Farm, Marsh Farm, Rhodes Farm, and South Dunklin Farm)**

**Jefferson Farm Extension and Education Center – Columbia, MO**

**Hundley-Whaley Extension and Education Center – Albany, MO**

**Wurdack Extension and Education Center – Cook Station, MO**

**Graves-Chapple Extension and Education Center – Physical Location: Fairfax, MO, and Mail to: Rock Port, MO**

**Also: Missouri Foundation Seeds (Multiple Locations across Missouri)**

Locations can be added or deleted at the option of the University.

Awarded suppliers will not be considered exclusive. An award does not guarantee a commitment. The University seeks Suppliers ready to enter into a contract when specific products and services are needed, and subject to an acceptable quote with the approved Supplier. Additional Suppliers may be added to a list of

approved Suppliers during the duration of the contract; providing all University of Missouri Request for Qualification requirements are met in accordance with this RFQ.

**Examples of Needs and Usage:**

<u>Products</u>	<u>Greenley</u>	<u>Grace</u>	<u>Ross Jones</u>	<u>Totals</u>
<i>Chemicals</i>				
Glyphosate- gallons	115	50	55	220
Parallel Plus- gallons	122.5	35	52.5	210
Generic Callisto- gallons	5	1.5	2.5	9
Verdict -gallons	12.5	7.5	7.5	27.5
M50-gallons	37.5	20	20	77.5
Enlist Duo- gallons	80	60	25	165
Anthen Max-gallons	12.5	3.5	1.5	17.5
AMS- pounds	600	200	300	1100
<i>Seed</i>				
Seed Corn -units	65	18	28	111
Seed Beans units	150	115	50	315
<i>Fertilizers</i>				
0-60-80-10s - acres	400	140	175	715
40-0-0 - acres	100		90	190

**FSRC Cornett Farm**, 21262 Genoa Rd, Linneus, MO uses: Treated Urea, Dap, Map, and Potash

**Missouri Foundation Seeds:**

Chemicals, Pesticides and Various other products for 400 Ac Corn/Milo, 400 Ac Soybeans and 200 Ac Wheat, Including: Lexar, Zidua Pro, Glyphosate 53.8, Outlook, Intensity One, and Sceptor.

Fertilizers (Nitrogen, Phosphorous and Potassium) for the same.

Seed purchases of Corn and Milo. Some limited Soybean purchases.

**3. BACKGROUND UNIVERSITY INFORMATION**

The University of Missouri has provided teaching, research, and service to Missouri since 1839. It was the first publicly supported institution of higher education established in the Louisiana Purchase territory. Today, the University of Missouri is one of the nation’s largest higher education institutions with more than 73,000 students, 24,000 faculty and staff on four campuses, along with a Farm System and an Extension program with activities in every county of the state, comprehensive distance learning services and an extensive health care network.

#### 4. CONTRACT PERIOD

The contract period shall be from the date of award for two (2) years with the option to renew for three (3) one-year periods.

Each respondent is required to state their maximum percent increase for items awarded for the successive annual renewal periods, if applicable. The percent increase shall be a percentage change in the unit prices and shall not exceed that percent. The percent increase will be considered when evaluating the financial responses.

The Curators of the University of Missouri is a public corporation and, as such, cannot create an indebtedness in any one year (the fiscal year beginning July 1 to June 30) above what they can pay out of the annual income of said year as set forth in Section 172.250 RS MO. Therefore, if the University determines it has not received adequate appropriations, budget allocations or income to enable it to meet the terms of this contract, the University reserves the right to cancel this contract with thirty (30) days' notice.

#### 5. INSURANCE REQUIREMENTS

**When Services are required**, Contractor agrees to maintain, on a primary basis and at its sole expense, at all times during the life of any resulting contract the following insurance coverages, limits, including endorsements described herein. The requirements contained herein, as well as the University's review or acceptance of insurance maintained by Contractor is not intended to and shall not in any manner limit or qualify the liabilities or obligations assumed by Contractor under any resulting contract. Coverage to be provided as follows by a carrier with A.M. Best minimum rating of A- VIII.

**Commercial General Liability** Contractor agrees to maintain Commercial General Liability at a limit of not less than \$1,000,000 Each Occurrence, \$2,000,000 Annual Aggregate. Coverage shall not contain any endorsement(s) excluding nor limiting Product/Completed Operations, Contractual Liability or Cross Liability.

Contractor may satisfy the minimum liability limits required for Commercial General Liability or Business Auto Liability under an Umbrella or Excess Liability policy. There is no minimum per occurrence limit of liability under the Umbrella or Excess Liability; however, the Annual Aggregate limit shall not be less than the highest "Each Occurrence" limit for either Commercial General Liability or Business Auto Liability. Contractor agrees to endorse The Curators of the University of Missouri, its officers, employees, and agents as Additional Insured on the Umbrella or Excess Liability, unless the Certificate of Insurance state the Umbrella or Excess Liability provides coverage on a "Follow-Form" basis.

**Note:** Anyone who serves alcoholic beverages on a University of Missouri Campus or when contracted for service at a UM event must also provide liquor liability coverage. This should be written on an "occurrence basis" and have limits not less than \$1,000,000 each claim or each common cause and at least a \$1,000,000 aggregate. The insurance carrier, policy number, effective date and limits should be shown on an insurance certificate provided to the University of Missouri. The Curators of the University of Missouri, its officers, employees and agents endorsed as Additional Insured on such policy and a copy of the endorsement should be provided along with the certificate of insurance.

**Business Auto Liability (If required in service performance)** Contractor agrees to maintain Business Automobile Liability at a limit not less than \$1,000,000 Each Occurrence. Coverage shall include liability for Owned, Non-Owned & Hired automobiles. In the event Contractor does not own automobiles, Contractor agrees to maintain

coverage for Hired & Non-Owned Auto Liability, which may be satisfied by way of endorsement to the Commercial General Liability policy or separate Business Auto Liability policy.

**Workers' Compensation & Employers Liability** Contractor agrees to maintain Workers' Compensation in accordance with Missouri State Statutes or provide evidence of monopolistic state coverage. Employers Liability with the following limits: \$500,000 each accident, disease each employee and disease policy limit.

**Data Breach** Refer to Risk & Insurance Management for review, but at a minimum for low-risk contracts only: If capturing, transmitting or access to PII, PHI or PCI then coverage must also include Data Breach coverage of \$1,000,000 per occurrence.

### **Contract Language**

The Curators of the University of Missouri, its officers, employees, and agents are to be Additional Insured with respect to the project to which these insurance requirements pertain. A certificate of insurance evidencing all coverage required is to be provided at least 10 days prior to the inception date of the contract between the contractor and the University. Contractor/Party is required to maintain coverages as stated and required to provide written notice of cancellation according to the policy provisions. The University reserves the right to request a copy of the policy. The University reserves the right to require higher limits on any contract provided notice of such requirement is stated in the request for proposals for such contract.

### **Indemnification**

The Contractor agrees to defend, indemnify, and save harmless The Curators of the University of Missouri, their Officers, Agents, Employees and Volunteers, from and against all loss or expense from any cause of action arising from the Contractor's operations. The contractor agrees to investigate, handle, respond to and provide defense for and defend against any such liability, claims, and demands at the sole expense of the Contractor or at the option of the University, agrees to pay to or reimburse the University for the Defense Costs incurred by the University in connection with any such liability claims, or demands.

The parties hereto understand and agree that the University is relying on and does not waive or intend to waive by any provision of this Contract, any monetary limitations or any other rights, immunities, and protections provided by the State of Missouri, as from time to time amended, or otherwise available to the University, or its officers, employees, agents or volunteers.

Failure to maintain the required insurance in force may be cause for contract termination. In the event the Agency/Service fails to maintain and keep in force the required insurance or to obtain coverage from its subcontractors, the University shall have the right to cancel and terminate the contract without notice.

The insurance required by the provisions of this article is required in the public interest and the University does not assume any liability for acts of the Agency/Service and/or their employees and/or their subcontractors in the performance of this contract.

## 6. INSTRUCTIONS FOR QUALIFICATION RESPONSE

**Responses should be enumerated in the same order and fashion of the Mandatory and Desirable Qualifications outlined within.** Respondents are required to **fully** respond with compliance statements to each of the mandatory qualifications. Respondents are required to fully respond with description of ability and how to meet the evaluation questions.

Respondents must be clear and concise in responses in order to be fully credited in the evaluation. Attach and reference any relevant documentation that would ensure the evaluating committee Qualifying Requirements are met. If “no response” or insufficient response to substantiate compliance is provided, the University reserves the sole right to reject supplier’s response from further consideration. Do not include responses that are superfluous or irrelevant to the specific question asked and do not include large graphics. These are not valuable in the volume of information the various evaluating teams must review.

Please limit your responses to no more than ten (10) pages in response to the criteria. Responses must be submitted in the number and manner as specified below:

**RFQ RESPONSE MUST** be submitted electronically via email with the subject line labeled and identified as RFQ #23075, **FARM CHEMICALS, FERTILIZERS AND SEED**. The Response **MUST** be in PDF format and contain **in this order**:

- Response to Information for Respondents and General Conditions,
- Qualifying Requirements and Supplier Response,
- If there is a supplier related contract that must be signed as part of doing business, it should also be included in this section.
- Request for Qualification Form with any supplemental pricing schedules, if applicable.
- Authorized Respondent Representation.
- Financial Summary including additional costs, if any, for Desirable Specification Compliance, functional or technical.
- Attachment A - Supplier Diversity Participation Form.
- Attachment B – Supplier Registration Information.

Respondent **MUST** complete and return the Qualification Form with their response. Supplier quote sheets are not acceptable forms of bidding and could cause rejection of response. **All responses must be plainly marked: Request for Qualification #23075 for FARM CHEMICALS, FERTILIZERS AND SEED, and emailed to: James E. Shatto at [shattoj@umsystem.edu](mailto:shattoj@umsystem.edu). Please allow transmittal time to ensure your response is received no later than the time stated on the RFQ cover page.**

Note: Any Respondent’s Request for Qualification that makes material modifications to the University’s Terms and Conditions may be found non-responsive, as solely determined by the University.

### **Confidentiality of Information:**

All records received from a Supplier will be deemed public records and presumed to be open. If the supplier submits with the Request for Qualification any information claimed to be exempt under the Revised Statutes of Missouri, Chapter 610, this information must be placed in a separate envelope and marked with:

"This data shall not be disclosed outside the University or be duplicated, used, or disclosed in whole or in part for any purpose other than to evaluate the Request for Qualification however, if a contract is awarded to this Supplier as a result of or in connection with the submission of such information, the University shall have the right to duplicate, use, or disclose this information to the extent provided in the contract. This restriction does not limit the University's right to use information contained herein if it is obtained from another source."



## 7. EVALUATION AND CRITERIA FOR AWARD OF QUALIFICATION

Respondents must meet and/or acknowledge agreement with the Qualifying Requirements criteria to be “qualified” for further evaluation/award. If requirements are not met, the respondents are disqualified from further evaluation/award. A team of university individuals will review the suppliers’ responses to the evaluation questions.

## 8. QUALIFYING REQUIREMENTS

Respondents must meet all Qualifying requirements in this section to continue with a response to this RFQ. Any Respondent that does not meet all the following requirements will be removed from further consideration. Respondents must provide a written, affirmative response to each of the criteria stated below and provide substantiating information to support your answer.

Qualifying criteria:

1. Provide a statement of qualifications which describe your firm’s capabilities of providing **FARM CHEMICALS, FERTILIZERS AND SEED** along with location(s) of your service facility and a detailed description of the same.
2. Qualifying Suppliers must deliver their products FOB Destination, with freight charges fully included and prepaid. Where applicable, a delivery ticket shall be provided to the Farm Superintendent at the time of each delivery with a weight ticket. **Confirm Compliance:**
3. Qualifying Suppliers must provide proof of insurance as outlined in this RFQ if Services on University property are provided (such as Fertilizer application). **Confirm Compliance:**
4. Qualifying Suppliers assume the risk of loss or damage to the goods prior to the time of their receipt and acceptance by the University. **Confirm Compliance:**
5. Qualifying Suppliers must agree to work proactively with the University Farms to ensure product is available when needed and called for by the University Farms. **Confirm Compliance:**
6. Provide a Service Level Proposal which includes detailed logistics plan for delivery or products.
7. Describe any value-added services your company can offer not specifically named in this RFQ.

**REQUEST FOR QUALIFICATION FORM**

**REQUEST FOR QUALIFICATIONS**

**FOR FURNISHING AND DELIVERY OF FARM CHEMICALS, FERTILIZERS AND SEED FOR**

**THE CURATORS OF THE UNIVERSITY OF MISSOURI**

**ON BEHALF OF**

**THE UNIVERSITY OF MISSOURI – CAFNR AND EXTENSION**

**RFQ #23075**

**DUE DATE: January 5, 2023**

**TIME: 2:00 PM Central Time**

The undersigned proposes to furnish the following items and/or services in accordance with all requirements and specifications contained within this Request for Qualification issued by the University of Missouri.

**Percentage Mark-Up:** Please provide your Percentage Mark-Up over Daily Cost to the University for the following Product Groups:

- 1) Chemicals -
- 2) Fertilizers -
- 3) Seeds –

OR

**Percentage Discount:** Please provide your specific percentage discount from a catalog or list-price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products being proposed. Individualized percentage discounts can be applied to any number of defined product groupings. A percentage discount from MSRP may be applied to elements identified in the MSRP, including all manufacturer options applicable to the product or services. When electing to use "percentage discount from catalog or category", you will be responsible for providing and maintaining current published MSRP with the University, and this pricing must be provided annually throughout the term of any Contract resulting from this RFQ.

Please provide your Percentage Discount from Catalog or List Price to the University for the following Product Groups:

- 4) Chemicals -
- 5) Fertilizers -
- 6) Seeds –
- 7) Please provide the Cost per Acre to apply Chemicals and Fertilizers.....\$ Per Acre: \_\_\_\_\_

8) **Other Promotional Discount Pricing:** If your company offers dedication promotional discounts on specific goods/service, please provide that information in a separate file. Include the dates these promotions are active, how users will access them, and what products are applicable. NOTE: This method of discount structure is to be provided alone in proposal as requested discount offering or in combination with any other form of discount offering.

NOTE: If your Percentage Mark-Up will differ according to geographic location, please provide separate Request for Qualification Forms for each Farm or Farm Group quoted.

State any applicable maximum Mark-Up or Discount Increase or Decrease for the optional renewal years:

Year 1 Renewal: \_\_\_\_\_ %

Year 2 Renewal: \_\_\_\_\_ %

Year 3 Renewal: \_\_\_\_\_ %

**AUTHORIZED RESPONDENT REPRESENTATION**

Authorized Signature		Date	
Printed Name		Title	
Company Name			
Mailing Address			
City, State, Zip			
Phone No.		Federal Employer ID No.	
Fax No.		E-Mail Address	
Number of calendar days delivery after receipt of order: _____		Payment Terms: _____ Note: Net 30 is default. Early pay discounts encouraged.	
Select Payment Method:                      SUA                      ACH                      Check			
Circle one:    Individual       Partnership       Corporation			
If a corporation, incorporated under the laws of the State of _____			
Licensed to do business in the State of Missouri?    ___yes    ___no			
Maintain a regular place of business in the State of Missouri?    ___yes    ___no			

**This signature sheet must be returned with your response.**

**ATTACHMENT A  
SUPPLIER DIVERSITY PARTICIPATION FORM**

The University of Missouri System is committed to and supports supplier diversity as an essential part of the University’s mission and core values. The University’s Supplier Diversity efforts reflect this mission.

Tier 2 Supplier Diversity Information - The University strongly encourages Supplier Diversity participation in all of its contracts for goods and services. Tier 2 Spend is spend reported by primary (non-diverse) suppliers of the University of Missouri who subcontract work to, or make purchases from a diverse supplier. Depending upon the contract, primary suppliers will be asked to submit Tier 2 information with Women and Diverse Owned companies. Suppliers have two options in reporting Tier 2 dollars depending on the terms of the contract: Direct and Indirect.

- Direct dollars - those dollars directly spent with Women/Diverse Owned suppliers in the fulfillment of the contract.
- Indirect dollars - based on a percentage of revenue the University represents to the supplier. Example as follows:
  1. Supplier's Total Revenues: \$10,000,000
  2. Revenues from University \$: \$ 4,000,000
  3. University % of Total Revenues: 40% (#2 divided by #1)
  4. Total MBE Dollars \$: \$ 150,000
  5. Total WBE Dollars \$: \$ 150,000
  6. Total University Attributable MBE \$: \$ 60,000 (#3 multiplied by #4)
  7. Total University Attributable WBE \$: \$ 60,000 (#3 multiplied by #5)
  8. Total University Attributable MWBE \$: \$ 120,000 (Sum of #6 and #7)
  9. University % Attributable Revenue: 3% (#8 divided by #2)

1. Does your company have a Supplier Diversity Program? \_\_\_\_\_ If so, describe efforts your company has made to increase business with Women and Diverse Owned businesses (i.e. does your company have a policy statement, participate in outreach activities, promote diverse firm subcontracting, publicize contract opportunities, provide certification assistance, etc.?) Please provide examples (use additional pages if needed):  
\_\_\_\_\_
2. If you are a non-diverse owned company, what percentage of your company's total contracting and procurement spend for the prior year was with Women and Diverse Owned businesses? \_\_\_\_\_ Are you able to provide this information specific to University of Missouri business? \_\_\_\_\_
3. If you are a non-diverse owned company, complete the following table indicating the percentage your company will subcontract with certified Women and Diverse Owned businesses should your company be the successful bidder. Note: If your company does not plan to use Women and Diverse Owned businesses to fulfill your contract obligations, please explain.

Supplier Name	% of Contract	Specify Direct or Indirect

If there are questions regarding supplier diversity at the University, contact Teresa Vest, [vestt@umsystem.edu](mailto:vestt@umsystem.edu).

-----THIS FORM MUST BE SUBMITTED WITH THE RESPONSE-----

**ATTACHMENT B  
SUPPLIER REGISTRATION INFORMATION**

Completion of this section is strongly encouraged. Please review and check ALL applicable boxes.

**SMALL BUSINESS CONCERN:**  Yes  No

The term "small business concern" shall mean a business as defined pursuant to Section 3 of the Small Business Act and relevant regulations issued pursuant thereto. Generally, this means a small business concern organized for profit, which is independently owned and operated, is not dominant in the field of operations in which it is bidding. We would consider any firm with 500 employees or less a "small business concern".

**WOMAN OWNED BUSINESS (WBE):**  Yes  No

A woman owned business is defined as an organization that is 51% owned, controlled and/or managed, by a woman. The determination of WBE status depends solely on ownership and operation and is not related to employment. The firm should be certified by a recognized agency (e.g., state, local, federal, etc.). Please see Public Law 106-554 for more detail.

**MINORITY BUSINESS ENTERPRISE (MBE):**  Yes  No

A minority business is defined as an organization that is 51% owned, controlled and/or managed by minority group members. The determination of minority status depends solely on ownership and operation and is not related to employment. The firm should be certified by a recognized agency (e.g., state, local, federal, etc.). Please see Public Law 95-507 for more detail. Place an X by the appropriate space below.

1.  Asian-Indian - A U.S. citizen whose origins are from India, Pakistan and Bangladesh
2.  Asian-Pacific - A U.S. citizen whose origins are from Japan, China, Indonesia, Malaysia, Taiwan, Korea, Vietnam, Laos, Cambodia, the Philippines, Thailand, Samoa, Guam, the U.S. Trust Territories of the Pacific or the Northern Marianas.
3.  Black - A U.S. citizen having origins in any of the Black racial groups of Africa.
4.  Hispanic - A U.S. citizen of true-born Hispanic heritage, from any of the Spanish-speaking areas Mexico, Central America, South America and the Caribbean Basin only.
5.  Native American - A person who is an American Indian, Eskimo, Aleut or Native Hawaiian, and regarded as such by the community of which the person claims to be a part.

**VETERAN BUSINESS ENTERPRISE**  Yes  No

**SERVICE-DISABLED VETERAN BUSINESS ENTERPRISE**  Yes  No

A Veteran or Service-Disabled Veteran business is defined as an organization that is 51% owned, controlled and/or managed by Veterans. The firm should be certified by a recognized agency (e.g., state, local, federal, etc.). Please see Public Law 109-461 for more detail.

**MISSOURI FIRM:**  Yes  No

A Missouri Firm is defined as an organization which has and maintains within the State of Missouri a regular place of business for the transaction of their business.

**SUPPLIER'S CERTIFICATION:**

The undersigned hereby certifies that the foregoing information is a true and correct statement of the facts and agrees to abide by the laws of the State of Missouri and the rules and regulations of the University of Missouri System now in effect including any subsequent revisions thereof. Supplier acknowledges that it is his/her responsibility to keep the information current by notifying the University of Missouri of any changes.

\_\_\_\_\_  
Signature and Title of Person Authorized to  
Sign this Supplier Registration Information Form

\_\_\_\_\_  
Date