



STATE OF WASHINGTON
Washington Red Raspberry
Commission
SOLE SOURCE POSTING

DATE (MONTH DAY, YEAR)

The Washington Red Raspberry Commission (WRRC) contemplates awarding a sole source contract to Bryant Christie to open the South Korean market for import of Washington State frozen raspberries.

Bryant Christie Inc. is uniquely qualified due to their experience in negotiating market access in South Korean, management of the United States Department of Agriculture's Assisting Specialty Crop Exporters program, participation in the United Nations' Food and Agriculture Organization's Codex Alimentarius Commission on behalf of U.S. specialty crop growers, and their familiarity with the Washington raspberry industry.

Non-tariff, phytosanitary barriers currently prohibit the export of US-grown frozen raspberries to South Korea. Removing those barriers and gaining access to that market requires participation in phytosanitary market access negotiations in coordination with the U.S. Department of Agriculture's (USDA) Animal and Plant Health Inspection Service (APHIS) at the annual U.S.-Korea plant health bilateral meetings and coordination with the South Korea Animal and Plant Health Quarantine Agency (APQA). This contract will procure market access specialists with experience in this work, current access to the plant health bilateral meetings, and familiarity with Korean market access context to lead in negotiations while consulting with raspberry industry stakeholders in Washington State.

WRRC will enter a three-year (3) contract with Bryant Christie. The contract will be issued on or after January 1, 2026 and will continue for a three-year initial term. The cost of this three-year contract is up to \$241,000 over three years.

Offerors contemplating the above requirements are required to submit capability statements detailing their ability to meet the state's requirements within ten (10) working days of this announcement.

Vendor capability statements should address how they are qualified and capable of performing the following requirements:

1. Provide evidence of:
 - a. Detailed industry knowledge of Washington raspberries. Washington raspberries fill nearly 90% of the North American market for frozen raspberries. As such, any contractor must bring specialized industry knowledge to effectively represent and support the industry without delay.

- b. Familiarity with the Korean market access context as it relates to specialty crops.
- 2. Have the ability to:
 - a. Coordinate market access negotiations between U.S. and South Korean officials.
 - b. Establish new international markets with knowledge of navigating barriers such as tariffs and maximum residue limit allowances.
 - c. Establish industry connections with South Korean officials and stakeholders while ensuring continuity without delay to on-going initiatives.

In the absence of other capable sources, it is the state's intent to make a sole source award for the contract. To submit capability statements or for questions, contact:

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