



**Pacific Northwest
Canned Pears**

Always ripe. Always ready.

**Pacific Northwest Canned Pear Service
Foodservice Consultant RFP
May 9, 2019**

BACKGROUND

The Pacific Northwest Canned Pear Service (PNCPS) is seeking a Creative Marketing Agency to support the PNCPS marketing program and work closely with the Promotion Director.

The Creative Marketing Agency will:

- Provide strategic counsel which furthers PNCPS marketing objectives
- Work as needed with PNCPS social media agency and foodservice consultant
- Provide updates to eatcannedpears.com website
- Create content for quarterly newsletter and social media needs
- Create strategic design for PNCPS projects as needed such as advertising, video, merchandising materials, contests
- Provide support for tradeshow as needed
- Research and execute special projects

TARGET AUDIENCE AND OBJECTIVE

The target audience for PNCPS marketing and promotion activities is K-12 schools, healthcare, college/university, military, and contract management companies, and registered dietitians working in these segments.

Our marketing program objective is to raise awareness and create demand for Pacific Northwest Canned Pears in targeted foodservice segments.

REQUEST FOR PROPOSAL

Please provide the following information:

- What sets you apart
- Experience creating programs for agriculture marketing organizations
- Strategic approach to creative results and digital marketing success
- Work history, including samples
- Current clients with scope of work
- Financial: hourly rate, travel rate, expense policy
- Any conflict of interest
- Two references



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EVALUATION CRITERIA

Proposals will be evaluated using the following criteria:

- Experience creating digital communication programs for agriculture marketing organizations
- Proven success working with small budgets

CONTRACT LENGTH

The contract will be assigned from July 1, 2019, through June 30, 2020, to coincide with the PNCPS fiscal year.

BUDGET

Approximately \$40,000 to \$45,000 in fees, plus expenses.

TIMING & HOW TO SUBMIT PROPOSAL

Please direct any questions and email your proposal by June 7, 2019, to:

susan@eatcannedpears.com

Susan Renke

Promotion Director

Pacific Northwest Canned Pear Service

707-346-5056

Proposals will be evaluated beginning June 7, 2019, and the winner announced no later than June 14, 2019.

About Pacific Northwest Canned Pears Service

In 1954, Bartlett pear growers and processors in Oregon, Washington, and California created the Pacific Coast Canned Pear Service for the purpose of promoting market development for the consumption of canned Bartlett pears in the U.S. The commitment to fund marketing programs continued and, in 1996, the Pacific Northwest Canned Pear Service (PNCPS) was formed to promote Bartlett pears grown and processed in Oregon and Washington.

After generations of nurturing their orchards, today more than 1,400 family farms across Washington and Oregon provide pears to local processors and fund the PNCPS marketing programs.

The administrative operations of PNCPS are managed by the Washington State Fruit Commission. <https://www.wastatefruit.com/>

PNCPS is one of many USDA Agricultural Marketing Service (AMS) research and promotion oversight programs funded through assessments per ton on fruit delivered to local processors. AMS programs establish a framework for farmers to pool resources to develop new markets, strengthen existing markets, and conduct research and promotion activities.

For more information visit eatcannedpears.com.