



Embassy of the United States of America

Tokyo, Japan

March 9, 2021

To: All Prospective Quoters
From: Darin A. Phaovisaid, Contracting Officer
Subject: Question and Answer (Q&A) Correspondence No. 1
Reference: Request for Quotations (RFQ) No. 19JA80-21-Q-0325
Agricultural Market Study in Japan

In response to questions received in regard to the referenced Request for Quotations, the Contracting Officer is disseminating the following information.

Question 1:

Can you share examples of hemp reports similar to the one solicited?

Answer 1:

We cannot share examples of a comprehensive report on hemp and hemp products to use as a reference, but we encourage potential vendors to review the publication style of Foreign Agricultural Service reports at <https://gain.fas.usda.gov/>.

Question 2:

What is the acceptable format to submit proposals?

Answer 2:

PDF files are preferable, but proposals can also be submitted in Word and PowerPoint. Please bear in mind that email size cannot exceed 15 mb per email.

Question 3:

Is the expected scope of the report limited to hemp products with food/fiber end use?

Answer 3:

The scope of analysis should include the full range of hemp products commercially available in the United States, including hemp fiber, hemp seeds, foods containing hemp, and CBD oil. In the proposal, the vendor should also identify hemp-derived products, which are or are expected to be in demand in Japan.