

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

CONTRACT ID CODE PAGE OF PAGES
1 4

2. AMENDMENT/MODIFICATION NO. 0001
3. EFFECTIVE DATE JUNE 23, 2000
4. REQUISITION/PURCHASE REQ. NO. VARIOUS
5. PROJECT NO. (If applicable)

6. ISSUED BY CODE SPO303
DEFENSE PERSONNEL SUPPORT CENTER
EUROPEAN REGION
LUDWIG WOLKER STRASSE
GEB. 4043 (SECOND FLOOR)
55252 MAINZ-KASTEL GERMANY
7. ADMINISTERED BY (If other than Item 6) CODE

8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code)
9A. AMENDMENT OF SOLICITATION NO. SPO303-00-R-0008
9B. DATED (SEE ITEM 11) MAY 25, 2000
10A. MODIFICATION OF CONTRACT/ORDER NO.
10B. DATED (SEE ITEM 13)
CODE FACILITY CODE

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers is extended, is not extended.

Offer must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:

(a) By completing Items 8 and 15, and returning _____ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. Accounting and Appropriation Data (If required)

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

- (X) A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
- B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
- C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:
- D. OTHER (Specify type of modification and authority)

E. IMPORTANT: Contractor is not, is required to sign this document and return 1 copies to the issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)

THE ABOVE REFERENCED SOLICITATION IS HEREBY AMENDED AS LISTED ON PAGES 2 THROUGH 4 OF THIS AMENDMENT.

NOTE; THE DATE AND TIME FOR RECEIPT OF OFFERS IS EXTENDED UNTIL AUGUST 7, 2000.

Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. NAME AND TITLE OF SIGNER (Type or print)
16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print) KENNETH O'DONNELL
15B. CONTRACTOR/OFFEROR
15C. DATE SIGNED
16B. UNITED STATES OF AMERICA
16C. DATE SIGNED
(Signature of person authorized to sign) BY (Signature of Contracting Officer)

1. On page 6, under **DOCUMENTS, EXHIBITS AND ATTACHMENTS**, Attachment 8, delete "Corporate Experience/Past Performance Forms (Technical Proposal submission) and substitute "Past Performance/Corporate Experience Forms (Technical Proposal submission."

2. On page 7, under **1. General Information**, paragraph 2, after the second sentence, add "The Bahrain Zone is characterized more closely with shore-based customer requirements while the UAE Zone is primarily ship support. Offerors may submit proposals for either Zone 1 (Bahrain) or Zone 2 (UAE), or both. The individual proposals for each zone will be evaluated and rated independently against the criteria cited beginning on page 79 of this solicitation. The Government will award one contract to separate contractors for each zone thus providing backup sources of supply in this location. The ability to provide back-up support is a contractual requirement and will be evaluated under Technical Factor II, Distribution System/Quality Assurance, Subfactors "A": Distribution and Resources and "D": Location. Delete the third paragraph in its entirety beginning with *All meat items..... and substitute the following:

"All items marked with an asterisk (*) on the Schedule of Items, pages 98-104, must be procured from manufacturers or processors located in the United States of America. Country of origin for all beef products **must be** the United States of America. In addition, for all beef items listed on any attachment to this solicitation, the country of origin **must be** United States of America, even though they are not marked with an asterisk. Country of origin must be designated for all items listed in the Schedule of Items and all attachments to this solicitation.

After contract award, all beef items placed on the catalog must be processed from manufacturers or processors located in the United States of America.

All Tactical Auxiliary Fleet Supply Ships (T-AFS) cargo item requirements listed in Attachment 5 must conform to the exact portion and/or can size, case size and case weights. No deviations or substitutions for these requirements are acceptable.

The following items are considered military unique due to packing and packaging requirements. Post award, if the Services require these items during the cataloging process, then a United States based mandatory source of supply must be utilized. Clause 52.202-9, Contractor Use of Mandatory Sources of Supply, applies.

National Stock Number	Item Description
8910-00-082-5734	Cottage Cheese, Dehydrated
8910-00-965-1553	Egg Mix, Dehydrated, #3 Cylinder Can
8910-01-091-7209	Nonfat Dry Milk

8915-01-004-6676	Potato Mix, Dehydrated, #10 Can
8920-00-165-6868	Flour, Bread, 35 Lb.
8925-00-223-5504	Sugar, Granulated, 35 lb
8925-00-682-6705	Syrup, Imitation Maple
8940-00-131-8693	Dessert Pudding, Chocolate
8940-00-131-8761	Dessert Pudding, Vanilla
8945-00-080-9396	Shortening, 5 Gal. Can
8945-01-364-7357	Salad Oil, Canola, 6/Gl.
8955-00-286-5372	Coffee, Roasted, Grnd, 20 Lb.

DSCP has contracted with Advocacy and Resources Corporation to maintain supply of these items to be provided to the Prime Vendors supplying the Naval Ships afloat. The Military Unique Subsistence Item Coordination (MUSIC) contract provides for shipment of products ordered by the Prime Vendor no sooner than five but not later than seven working days after receipt of order. It is mandatory that you obtain the MUSIC items listed above from:

Advocacy and Resources Corporation
435 Gould Drive
Cookeville, TN 38506

The Point of Contact is: Terri Lewis McRae
Executive Director
Phone: 615-432-5981
Fax: 615-432-5987

3. On page 29, under 2. **ITEM AVAILABILITY**, paragraph B, third sentence, delete "one month" and substitute "45 days".
4. On the top of page 44, delete "**Corporate Experience/Past Performance**" and add "**Past Performance/Corporate Experience**". Delete the sentence "Evaluation Factors are of equal importance" and add, "Evaluation Factors are listed in descending order of importance".
5. On page 16, under 1. **NEW ITEMS**, A, second line, delete "30 days" and substitute "45 days".
6. On page 17, under 1. **ORDERING SYSTEM**, paragraph B, subparagraph 3, under the list for EDI transaction sets, 810 Electronic Invoicing, delete "(in process)". The Prime Vendor will be required to utilize Electronic Invoicing for this acquisition. Under subparagraph 7, delete the sentence "as well as the invoice to the customer,"

7. On page 37 under **SPECIAL CONTRACT REQUIREMENTS, 2. MANAGEMENT REPORTS**, first sentence, delete (H) and substitute (F), delete (L) and substitute (J), delete (M) and substitute (K). Second sentence, delete (J) and substitute (H), delete (K) and substitute (I).

8. Remove pages 79 through 120 and replace with the attached pages 79 through 119. All pricing must be submitted on this new Schedule of Items form(s) and returned with a completed, signed copy of this solicitation and signed copies of any amendments hereto. Please note that some items previously denoted with an asterisk* requiring them to be procured from manufacturers or processors located in the United States of America have been changed.

9. Remove Attachment 8 and substitute the revised Attachment 8 that is enclosed with this Amendment 0001. Failure to submit the revised version of the Past Performance/Corporate Experience charts could have a negative impact on the offeror's Technical Proposal rating for this factor.

10. On page 27, under 1C. **INSPECTION AND ACCEPTANCE**, delete "For delivery of product to aircraft carriers or any other vessel that cannot, for any reason, pull into a designated pier and must be supported anchorage, the Prime Vendor will be responsible for delivery." Add, "For delivery of product to aircraft carriers or any other vessel that cannot, for any reason, pull into a designated pier and must be supported at anchorage, delivery will be arranged by the Prime Vendor and end user (customer) and will be separately priced."

11. On page 31, paragraph D, delete "The Prime Vendor will be responsible for delivery of product to aircraft carriers or any other vessel that cannot, for any reason, pull into a designated pier and must be supported at anchorage" and substitute "For delivery of product to aircraft carriers or any other vessel that cannot, for any reason, pull into a designated pier and must be supported at anchorage, delivery will be arranged by the Prime Vendor and end user (customer) and will be separately priced."

INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFEROR

I. GENERAL INFORMATION

A. The Government is committed to applying Source Selection contracting as a means of selecting the most qualified vendor to support the needs of the customers listed in this solicitation while assessing acquisition procedures, quality assurance practices, and reasonable pricing, as well as other factors.

(i) Two (2) different techniques shall be utilized when submitting your proposal, Formal Oral Presentation/Structured Plant Site Visit and a written proposal. Except where otherwise noted, the Technical Proposal shall be orally presented in accordance with the instructions outlined in these "Instructions, Conditions, and Notices to Offerors." The Business Proposal must be submitted in writing. The Technical Proposal information required to be submitted in writing must be prepared separately in the quantities shown below and shall not be combined with the Business Proposal.

<u>WRITTEN VOLUME</u>	<u>TITLE</u>	<u>NO. OF COPIES</u>
I	TECHNICAL (Written) FORMAL ORAL PRESENTATION Briefing Charts (if used)**	6 6
II	BUSINESS	2

****To include any presentation materials to be used (i.e. slides, videos, handouts, etc.). The names and titles of the presenters and copies of handouts must be included in the written proposals, either on your briefing charts (if used) or as an attachment to your written proposal.**

If the offeror fails to indicate in its written offer the names of those people who will be presenting at the "Formal" Oral Presentation, then the presenter will be restricted to the individual who signed the proposal.

(ii) Evaluations for each volume of the proposal will be performed exclusive of one another. Therefore, the Technical Proposal shall contain no reference to cost or pricing data. Conversely, the Business Proposal should not address information requested under an element listed as a technical factor. Cost and Price information shall only be contained in Volume II, Business Proposal. Each volume shall be bound separately and labeled appropriately.

B. Proposals will be evaluated for both technical excellence and price reasonableness in accordance with the evaluation criteria outlined in the "Evaluation Factors for Award" section of this solicitation. Technical factors listed in this solicitation are considered to be more important than price (business) factors. However, as proposals become more equal in their technical merit, the evaluated price becomes significantly more important. The offeror must clearly demonstrate its capability to support the customers' requirements in the most efficient, cost-effective manner. Proposals will be evaluated in accordance with the factors listed in the solicitation. The rating methodology will be adjectival, i.e., Excellent, Good, Fair and Poor.

C. For each factor the agency will make a risk assessment based on information contained in the proposal and other information, which has or may be derived from sources other than the proposal. This risk assessment will be evaluated in the rating for any factors that place the Government at risk.

D. In order to receive full consideration, firms are encouraged to ensure that the information provided in the Technical Proposal is factual and complete. To ensure that an accurate evaluation of the proposal is made, please address each sub-factor within each factor (written or formal oral presentation) in the order in which they appear in the solicitation. Failure to do so may result in the Technical Evaluation Panel overlooking important information. **REMINDER: Your site visit presentation is part of your technical proposal. Please address those sub-factors during your site visit presentation.**

E. The Technical Proposal shall be used for evaluation purposes only and is not considered to be part of the contract. **The Government does, however, reserve the right to incorporate into the resultant contracts, those elements of an offeror's technical proposal that exceed solicitation requirements.** The Business Proposal "Market Basket of Items" delivered prices are essentially for evaluation purposes. However, these prices should not dramatically change for orders placed early in the contract unless documented market conditions compel a change.

F. Offeror's may provide additional technical information that will enhance the proposal; however, overly elaborate proposals that contain information not pertinent to this acquisition are not desired.

G. The Government reserves the right to verify any information presented in the technical and business proposals.

II. VOLUME I, TECHNICAL PROPOSAL

The following applies to both the written portion of the Technical Proposal as well as the Formal Oral presentation/Formal Structured Plant Site Visit.

A. The written technical proposal and Formal Oral Presentation and Formal Structured Plant Site Visit must demonstrate the offeror's ability to meet the Government's requirements as set forth in the solicitation. Failure to provide information as requested in any of the technical factors identified may be considered a "no response" and may not be ratable or may warrant a "Poor" rating for the applicable factor, sub-factor, element or sub-element.

B. Firms should prepare proposals and address elements (both oral and written) in the same order as presented in the solicitation to facilitate the Government's review and evaluation of your proposal. Continuation sheets shall clearly identify the solicitation number and the offeror's name on each page.

C. **The complete technical proposal will be comprised of the following components:**

- 1. Written Technical Proposal**
- 2. Formal Oral Presentation**
- 3. Structured Plant Site Visit**

III. FORMAL ORAL PRESENTATION/STRUCTURED PLANT SITE VISIT

A. What is a "Formal Oral Presentation/Structured Plant Site Visit"?

1. A Formal Oral Presentation/Structured Plant Site Visit is a technique, which provides offeror's with an opportunity to present information through verbal means as a substitute for information traditionally provided in written form under the cover of the offeror's proposal. The Formal Oral Presentation /Structured Plant Site Visit is NOT a mere restatement or replication of the written proposal information but IS IN LIEU OF IT. The purpose of using the Formal Oral Presentation/Structured Plant Site Visit technique is to eliminate, or greatly reduce, the need for written material, where information can be conveyed in a more meaningful and efficient way through verbal means.

2. One of the benefits of the Formal Oral Presentation/Structured Plant Site Visit is that it permits the evaluators to receive information as to the capability of the offeror, generally demonstrating its understanding of the work. It also allows the evaluators to view the offeror's facility(ies) and business operations, allowing the offeror and key members of the offeror's team to describe how the work will be performed while the evaluators observe the offeror's team that will actually perform the work.

3. The site visit portion also allows the evaluators to verify what is presented in the more formal oral and written presentations.

IV. INSTRUCTIONS FOR FORMAL ORAL PRESENTATION/STRUCTURED PLANT SITE VISIT

A. A portion of the Technical Proposal will be submitted to the Technical Evaluation Panel (TEP) via a Formal Oral Presentation/Structured Plant Site Visit. The order in which Formal Oral Presentation/Structured Plant Site Visit occur amongst the offerors will be randomly selected, with adjustments to facilitate Government travel plans, if appropriate. The Formal Oral Presentation/Structured Plant Site Visit will be conducted at the offeror's location of business. The date of the Formal Oral Presentation/Structured Plant Site Visit will be confirmed within five (5) working days after the solicitation closing. **Offerors are requested to indicate in the written technical proposal what days would not be convenient for an oral presentation. All attempts will be made to accommodate such scheduling conflicts.** Once the date for the Formal Oral Presentation/Structured Plant Site Visit is set requests for changes of the date **will not** be entertained. It is anticipated that the Formal Oral Presentation/Structured Plant Site Visit will begin approximately 10 working days after solicitation closing.

B. The Formal Oral Presentation/Structured Plant Site Visit will be conducted in two (2) parts. The first part will be a "formal" oral presentation made only by key members of the offeror's company, including any partner(s) who will be directly involved in successful performance of the resultant contract. The second part will be a "structured" tour of your facility where you will be asked various questions regarding your facility and its day to day operation. At least one key member of your company should be in attendance throughout the entire tour. The topics to be discussed have been highlighted in the "Submission Requirements" section of this solicitation. **A checklist has also been included as an Attachment to aid in facilitating your site visit**

presentation. You should assure those personnel capable of answering questions and/or demonstrating methods, systems etc. used in your day to day operations are available.

C. Offerors will be required to record the "Formal" portions of the Oral Presentation, as it is presented to the Technical Evaluation Panel, on VHS-format videotape. Offerors will be required to submit a copy of the recording to the Contracting Officer within 72 hours of the Oral Presentation. The VHS Tape is to be sent to:

Defense Supply Center Philadelphia-European Region
Ludwig Wolker Strasse
Geb 4043 (Second Floor)
55252 Mainz-Kastel
Attn.: Mr. Ken O'Donnell
Solicitation SP0303-00-R-0008

It should be noted that the awardee's Formal Oral Presentation/Structured Plant Site Visit may be used for future training sessions.

D. Note that the DSCP Technical Evaluation Panel may audio tape both parts of the Formal Oral Presentation/Structured Plant Site Visit for their immediate references.

E. Offerors will be allotted no more than 2 hours for the formal oral presentation (Note: there will only be one (1) Formal Oral Presentation per submission; i.e. if there is any type of joint venture or partnership only one (1) "Formal" Oral Presentation at the 2 hour limit will be permitted. Information to be presented at the Formal Oral Presentation will be on the following technical factors.

Factor II – Distribution System/Quality Assurance
Factor III – Customer Support

The Structured Plant Site Visit will be conducted at each facility to be used in the performance of any resulting contracts. A list of all facilities from which product will be shipped must be included in the written proposal.

F. The Technical Evaluation Panel will not ask any questions during the "Formal" portion of the presentation, nor will any questions from the presenters be allowed other than to elicit a better understanding of the presented material. There will be a break of approximately 20 minutes at the end of the first hour, then a 30-60 minute break at the end of the Formal Oral Presentation. At that time the technical evaluation panel and a key member of the facility will reconvene and begin the "Structured" Plant Site Visit portion of the presentation. There will be an approximate 1 hour break upon completion of the Structured Plant Site Visit. A Question and Answer period will follow the break. This portion will also require video taping. During the Question and Answer period, the Technical Evaluation Panel will ask for any clarifications to any part of the offeror's presentation. The offeror **will not** be permitted to ask questions of the panel other than to elicit a better understanding of the Technical Panel's question. Neither the Formal Oral Presentation/Structured Plant Site Visit, nor the Question and Answer session will constitute discussions as defined in FAR 15.306 (d).

NOTE: The Technical Evaluation Panel may take pictures during the site visit. The offeror will refrain from the use of picture taking while the site visit is being conducted.

G. Any briefing charts to be used during the presentations will become part of the official record and **must be submitted** by the date and time specified for the receipt of proposals. Briefing charts received after this date and time are subject to the provisions of FAR 52.212-1(f) "Late Submissions, Modifications, Revisions, and Withdrawals of Offerors". If briefing charts are not submitted by the date and time specified, then the firm waives its right to use any charts during its Presentation. **NO HANDOUTS WILL BE ACCEPTED BEFORE, DURING, OR AFTER THE FORMAL ORAL PRESENTATION UNLESS A COPY OF THE HANDOUT IS PROVIDED WITH YOUR WRITTEN PROPOSAL.** The briefing charts may not be altered between the time of the closing and the presentation. Any changes to any briefing chart may result in a score of "Poor" for the factor to which the chart applied. **CHARTS SHOULD BE NUMBERED TO ALLOW FOR EASY REFERENCE DURING QUESTION AND ANSWER SESSION.**

H. No pricing information shall be included in the Presentation.

I. Formal Oral Presentations will begin at approximately 9:00 am. If the offeror has not completed its presentation after 1 hour and 45 minutes, a 15-minute warning will be given. At the end of the 2 hours, the offeror will be instructed to end its presentation and the recording equipment will be turned off. Any briefing charts which have not been presented within the 2 hour presentation **will not be considered** as part of the proposal and will not be evaluated.

J. The Structured Plant Site Visit will be conducted following the Formal Oral Presentation.

K. The offeror is required to submit **detailed directions/maps** to their facility from the closest major airport at time of closing of offers. If offeror will be utilizing warehouses/facilities that are in addition, or separate from their primary place of business, then separate directions must be submitted for that location. It is also requested that offerors send recommendations and directions to lodging, convenient to your warehouse/facilities to accommodate Technical Evaluation Panel members.

L. DSCP-E reserves the right to request all, or parts of the Technical Proposal which was not initially requested, to be submitted in writing. Offerors will be given five (5) working days to document their proposal in writing.

V. THE FOLLOWING INFORMATION MUST BE SUBMITTED IN WRITING:

1. SF 1449 [Page 1 of solicitation] and any subsequent amendments to the solicitation with original signatures
2. Certifications and Representations (All clauses that require a response must be returned);
3. All pages of form entitled "FACTOR I - PAST PERFORMANCE/CORPORATE EXPERIENCE" and any attachments, filled out in its entirety.

4. Written Technical Proposal
5. BRIEFING CHARTS (with a list of name(s) and title of presenter(s))
6. Distribution Fee by Category (Pages 9 and 10)
7. Temporary Storage Fees (per case) for Dry, Chill and Frozen product (Page 29)
8. Completed Attachments 4, 5, and 9, with country of origin designation. Attachment 8 (Revised) with Past Performance/Corporate Experience information.

VI. VOLUME II, BUSINESS PROPOSAL

A. The offeror is required to furnish limited pricing information as outlined in the solicitation section entitled **Submission Requirements**.

B. To be acceptable, the firm's business proposal must be complete, realistic, and reasonable. Proposals that are unrealistic in terms of technical or schedule commitments, or unrealistically low in price, will be considered indicative of a lack of understanding of the solicitation requirements.

(i) Unless otherwise stated, the technical proposal and business proposal must both be submitted by the date and time specified for the receipt of proposals on page 3 of the solicitation, or as amended, if applicable.

(ii) A **SIGNED** and **COMPLETED SOLICITATION** must accompany the technical and business proposals in its entirety, as well as any amendments, if applicable. Make sure all clauses that require a response are completed. Offerors may retain all attachments except those listed under number 8 above.

FAILURE TO PROVIDE THE THREE (3) COMPONENTS OF THE TECHNICAL PROPOSAL AND YOUR BUSINESS PROPOSAL MAY RENDER THE PROPOSAL UNACCEPTABLE AND MAY LEAD TO A REJECTION OF THE OFFER.

SUBMISSION REQUIREMENTS
TECHNICAL PROPOSAL – PART I

The information which must be submitted in writing as part of the written technical proposal will state “written” above the paragraph. Likewise, information that must be submitted orally and information to be supplied during the site visit will be identified.

FACTORS I, II AND III ARE LISTED IN DESCENDING ORDER OF IMPORTANCE.

The information for Factor I, Past Performance/Corporate Experience, is to be annotated on the form entitled “Past Performance/Corporate Experience” unless otherwise noted. **DO NOT CHANGE THIS FORM. IF ADDITIONAL SPACE IS NEEDED, YOU MAY ATTACH A CONTINUATION SHEET TO THE FORM.**

FACTOR I PAST PERFORMANCE/CORPORATE EXPERIENCE
(Sub-factors are in descending order of importance)

A. Past Performance

Written

Provide your Past Performance information, as requested, on the attached form. In the Past Performance section, provide, as a minimum, your **five (5)** highest dollar value contracts over the last three (3) years. If you have government contracts that are not included with the five highest dollar value contracts, then use blocks entitled “Account 4” and “Account 5” for your government contracts regardless of their dollar value.

B. Corporate Experience

Written

1. Provide your Corporate Experience information on the attached form.
2. Identify the key personnel, or caliber of personnel to be assigned to the **day to day** management of the Prime Vendor Program. This may be done by submitting a short summary identifying each person to be assigned to this endeavor and listing their years of experience in food distribution or identifying the caliber of personnel you expect to assign to this endeavor. This information will not be rated within the Technical Proposal, however, the information provided will be used to substantiate your company’s experience as a full-line foodservice supplier.

Notes:

Offerors that are proposing a joint venture, partnership, or a teaming approach should provide experience and past performance information for the offering joint venture, partnership, or team. You should also provide information on each team member or party to the joint venture or partnership (i.e. when each of these entities acted alone or as members of other teams/joint ventures). However, the most relevant past performance and experience data, and that which will receive the most credit, is the information directly related to the offering entity that will perform essential functions of the contract. You may also provide information directly related to key subcontractors, parent corporations, or other affiliates that will perform essential functions of the contract.

The term Prime Vendor/Regular Dealer on this form refers to those accounts for which your company was the exclusive distributor, or had an agreement in place to provide exclusive support for certain commodities.

FACTOR II **DISTRIBUTION SYSTEM/QUALITY ASSURANCE**
(Sub-factors are in descending order of importance)

A. Distribution and Resources



SITE VISIT

1. Provide your firm's total warehouse capacity (dry, chill and freeze) and your firm's *OPEN* warehouse capacity (include pick slot and reserve slot) as it relates to the volume of this contract. Provide your facility's design maximum capacity expressed in annual dollar value. Discuss your capability to ship and receive simultaneously. Discuss and/or demonstrate related temperature and/or humidity controls.
2. As it relates to this contract, be prepared to discuss and/or demonstrate distribution equipment resources (i.e. number and type of trucks, owned/leased, etc.). Include in the discussion if additional equipment/resources would be required to handle the proposed contract. Include lead-time to acquire additional equipment as applicable.

Written

Also discuss any additional requirements should the need arise for your firm to act as a back-up Prime Vendor for another zone/area (See page 10 of this solicitation).

3. It is expected that you will coordinate and develop a delivery route and stop-off sequence with all customers upon receipt of award. Discuss performance methodologies used to ensure on time deliveries. Discuss procedures to be employed to ensure that orders will be filled accurately and completely in order to meet the finalized delivery schedule.

Written

- a. In conjunction with the above, the following performance data for the last year to date is requested in writing:
1. % On-time delivery
 2. Damage
 3. % Mispicks
 4. % Short on truck
 5. % Returned
 6. % Other (explain)

The above data is to be substantiated with actual reports for, as a minimum, the current month.

B. Quality Control and Assurance Procedures



SITE VISIT

1. Discuss the quality control procedures to be used under proposed contract. Include in your discussion procedures used during receipt, storage and out bound movement of product. Include a discussion on your inventory control systems and level of automation. Include in the discussion your reserve inventory and/or let down control procedures and that level of automation. Discuss the inventory rotation methods used by your firm, your monitoring procedures, the methodology followed in identification and correction of discrepancies in inventory management and order preparation. Identify the caliber of personnel responsible for ensuring quality procedures are monitored.
2. Provide inventory turnover rate information for overall warehouse by category, including fresh fruit and vegetables, as a minimum, for the last year. Include in the discussion the procedures used to control shelf life and proper shelf life dating for normally inventoried items.

C. Inspection and Sanitation Procedures



SITE VISIT

1. The offeror must thoroughly discuss the inspection procedures employed to guarantee the movement of quality products. Include the frequency, type, and amount of inspection; product characteristics to be inspected (include standards used to inspect, e.g. temperatures); criteria for approving and rejecting products; criteria for removal of product from inventory;

record for documenting inspection results; and the method for identifying the inspection status of approved and rejected product.

2. During the plant site visit you will be asked to describe the Sanitary Control Procedures and Stored Products Pest Management Program used by your firm. Include in the discussion (for both Sanitation and Pest Management) a description of your in-house program, scheduling of duties and inspection certification. For Contract Services/third party audits include the frequency of service, service provided and monitoring procedures. Be prepared to furnish copies of your most recent inspection reports for your firm. If your offer is a partnership or a teaming effort, you will be asked to furnish recent sanitary inspection reports for all parties involved, at each individual site.

D. Location

Oral

1. Discuss how the location of your firm's warehouse(s) will enable you to support the customers during normal deliveries as well as emergencies. Your locations should allow for deliveries to the customer's location in the time frames specified by the customer.
2. Discuss how the location of your firm's warehouse(s) will enable you to support customers from another zone, should the need arise for you to act as a back-up prime vendor (See page 10 of this solicitation).

E. Supplier Selection Program

Oral

Discuss your firm's policies, procedures, and criteria used for selecting quality suppliers and the processes used by your firm to purchase products of consistent high quality with minimum variation on product appearance, grade, yield, taste, texture. Include how potential suppliers are evaluated, what criteria are used, how the results of the evaluation are documented, and if suppliers are evaluated differently. Is the evaluation process formal or informal. Discuss the methods used by your firm to ensure that standardized product quality will be maintained when products are acquired from various suppliers.

Note: You are still required to supply this information even if the function is performed at the corporate level

FACTOR III CUSTOMER SUPPORT (Sub-factors are in descending order of importance)

A. Customer Service Approach

Oral

1. Explain your customer service strategy for this acquisition. Explain your company's customer service function and focus. Does your firm chart your companies' customer satisfaction? If so, how?
2. Explain how your customer service representative will ensure that all the customers needs are accommodated. Also, indicate the number of sales visits planned, and what value added services the sales representative will perform. Discuss the procedures (and authority if applicable) followed by the customer service representative regarding the identification and correction of discrepancies and the resolution of customer complaints at the customers level (i.e. not in-house quality control).
3. The solicitation requires the Prime Vendor to advise customers no later than 12 noon on the skip day of the non-availability of any item and any recommendation for substitution. Discuss your process on how the orders will be pulled from the mailbox and received into your automated system. Include frequency and time line for both processes. Also, discuss your process and methods of advising customers of manufacturer's backorders (i.e. long term product non-availability).

Written

4. Electronic ordering is an integral part of our program. Discuss how deviations from the electronic order, such as add-ons, and cancellations will be handled and any charges associated, if applicable. Include the time lines in which deviation to orders and cancellations will be accepted.
5. Discuss your plans to handle emergency orders over and above those required by this solicitation. Include not only how you will handle the orders, but also what you will actually consider an emergency, and fees, if any, that you will place on these "emergency orders". Indicate your response time to deliver the emergency order.
6. If awarded this contract you are required to break cases of spices. In addition to spices, discuss your firm's policy on breaking cases of other products, including the number or type of items for which this can be done. Also, indicate any fees for breaking cases.
7. It is the Governments goal to strive for continuous improvement in the quality of DSCP's process, products and service to our customers. DSCP works towards achieving continuous improvement to keep our customer satisfied. Your firm's range of services may span many areas outside the minimum requirements of the Government and in particular this solicitation. You may describe how your firm might assist the DSCP in the above area. Your response will be reviewed and may be considered an enhancement to this overall factor.

B. Rebate Policy/Discounts/Allowances

Written

The offeror shall address how rebates, discounts and allowances as a result of manufacturer or broker's specials, other than the NAPA Program or Food Shows, are to be returned to the Government. Describe the process for tracking and reporting of rebates, discounts and allowances, method of return (i.e. lump-sum reimbursement, deviated pricing) and overall management of the program. The offeror will provide a description of those rebates and discounts meeting the requirements herein.

C. Ordering System

Written

1. It is a requirement of the solicitation that the Prime Vendor be required to interface with the Government's established translation package, STORES, and support the Electronic Data Interchange transaction sets listed in the solicitation. You are required to submit a maximum of five (5) company names, P.O.C. and telephone numbers that your firm is currently supporting/servicing through electronic data interchange.
2. It is a requirement that your firm be able to produce the management reports as indicated in the solicitation. You may state whether your firm can supply any additional reports that are not listed in the solicitation that may benefit the Government. This information will be reviewed and may be considered as an enhancement to your overall proposal.

D. Recall Procedures

Oral

In addition to the required recall procedures outlined in the Addendum to Clause 52.212-4 "Contract Terms and Conditions – Commercial Items", thoroughly discuss your procedures for notifying the customers and DSCP, of any recalls. Discuss the time frames involved and how recalled products will be identified, both at the customer's facility and in your warehouse. Discuss recalls of differing types and how they are handled.

E. Product Availability/Technical Descriptions

Oral

1. The most current item catalog(s) in use for the customers under this solicitation can be

found as an attachments 4 and 5 of this solicitation. You are expected to provide all of the items, or their equivalent. If you are able or unable to supply any of these items so state. Your inability to furnish all items may affect your overall rating. Be prepared to discuss and/or demonstrate what procedure your firm will put in place to ensure adherence to the requirement for all manufacturers to be listed in the Sanitarily Approved Sources Listing catalogued items and possible substitute items).

NOTE: If you state you will be able to supply all items, it is expected that any item not currently in your inventory at the time of the award, that is requested by one of our customers during the Post Award cataloging process, will be readily available for issue upon the "first order".

Written

2. For all items in the "Market Basket" that are an identical match, you must so state. If a product you priced in the "Market Basket" of items in your business proposal is not an "identical match" (*excluding pack size changes*) to the item we requested, you must provide the product technical description (specification) of the item you are offering. The technical description must contain sufficient detail to determine the product's salient characteristics for comparison to that solicited in the schedule of items. Offeror shall label the technical description with the market basket item number and its corresponding NSN/LSN, for identification purposes. "Pack size changes" must be identified for customer acceptance and price evaluation purposes only but do not require the submission of the technical description.

Note:

Meat items that are considered an "identical match" shall meet all the general and detailed requirements of the NAMPS Meat Buyers Guide (i.e. Purchaser Specified Options [PSO]). Fat limitations – unless otherwise specified the maximum average fat thickness shall be 0.25 inch and trim, weight and thickness tolerances, and the specified Quality Grade. Reference NAMPS/IMPS and grade standards for commercial use.

Subsequent to contract award, DSCP may request copies of any of the contractor's descriptions in order to conduct product quality evaluations. These evaluations will be conducted at customer locations for the purpose of verifying whether the product quality and characteristics meet or exceed the specified criteria and that the products are suitable for the Food Service operation.

Oral

3. Discuss your product availability, number of food line items, your product mix (i.e. national brand vs. private label) and dietary, nutritional supplements and individual portion items.

Written

4. You are required, as stated in the Solicitation, under "New Items", to bring in new items within 45 days, excluding Government processing time, if movement of the new item is 10 cases or more per month. If your firm can exceed this requirement you should so state. This enhancement will be considered in your overall evaluation. Discuss the time line to bring in new items for both a current supplier and a new supplier.

F. Surge/Mobilization/Readiness

Oral

1. SURGE – Discuss in detail your ability to react to surge demands that may occur, or experience in supporting surge demands that may have occurred, as a result of the increase in troop strength. Thoroughly describe the ability of your firm to increase capacity output, including the magnitude and duration of the output, as well as the time frames for the increased capacity to be achieved. If surge demands should exceed the offeror's current capability to meet these demands, discuss capability to obtain additional resources, i.e. warehouse space, distribution equipment, personnel, etc. Discuss plans to replenish inventory under emergency situations; discuss sources and time frames.

Oral

2. MOBILIZATION – Describe your ability to respond to full-scale military mobilization wherein consumption may double or triple for a protracted period of time during a period of national emergency or mobilization. The offeror must demonstrate its ability to handle a longer-term requirement with significant increase in quantity. The offeror must state the level of increase (percentage) that can be reached, the time required to attain the increase, and the length of time the enhanced requirements can be sustained.

Written

3. READINESS PLAN - The offeror must submit a readiness plan indicating how increased requirements will be supported with additional suppliers, subcontractors, warehousing, etc., which may become involved in supporting this effort.

THE GOVERNMENT RESERVES THE RIGHT TO VERIFY ALL ASPECTS OF AN OFFEROR'S TECHNICAL AND BUSINESS PROPOSALS.

NOTE: SITE VISIT PRESENTATION

Because your Site Visit Presentation will be rated separately from the formal oral presentation and written presentation, you are reminded to make sure that personnel capable of addressing various aspects of the site visit be available to the Technical Panel. Please be prepared to discuss and/or demonstrate, in the detail required in "Submission Requirements", those factors identified by "SITE VISIT".

Remember that each part of your Technical Proposal (Written, Oral, Site Visit) will be rated separately. Information should be presented separately as requested. Repeating the same information in multiple formats will make your proposal difficult to evaluate and will not enhance your rating.

NOTE: The Government reserves the right to make an award without discussions. Your best efforts should, therefore, be placed on your offer as originally submitted.

SUBMISSION REQUIREMENTS
BUSINESS PROPOSAL - PART II

THIS PORTION MUST BE SUBMITTED IN WRITING

A. PRICING

1. An evaluation will be made against items selected from the highest usage items and general food supplies provided by the customers supported under this solicitation, as well as items listed under the Basic Daily Food Allowance (BDFA) listing. Estimated annual quantities for the items selected are indicated next to each item and are for information and evaluation purposes only. The items will be weighted against the estimated yearly requirements of the ordering activities and evaluated for the lowest overall aggregate cost to the Government. A separate evaluation will be made of the offeror's distribution pricing, using the same market basket of items.
2. Offerors are to submit the most current unit prices and country of origin for each of these items. This unit price must be in a format that shows the delivered price and the distribution price as separate entries, then totaled. For example, if the delivered price is \$2.00 and the distribution price is \$.50, pricing should be formulated as follows:

$$\text{\$ } 2.00 + \text{\$ } .50 = \text{\$ } 2.50$$

Do Not Submit only the Unit Price; the two- (2) elements must be shown separately as two separate evaluations are being performed.

Do not deduct any NAPA allowances from the delivered price on your business proposal.

3. **Prices must not extend more than two [2] places to the right of the decimal point.** Standard rounding methods should be observed. For example, a delivered price of

\$4.578 plus a distribution price of \$.232 should be rounded to \$4.58 plus \$.23.

4. If an offeror carries a variety of brands for the same item, the price submitted shall be for the lowest price, technically acceptable, item that meets the Government's requirements.
5. **ALL Offered Delivered Prices Must Be Substantiated With A Copy Of The Manufacturer's Invoice for each item in the Market Basket (Schedule of Items).** Written quotes from the manufacturer WILL NOT be accepted. The invoices should reflect the prices effective within two (2) weeks prior to closing. If invoices are not available for that week the most recent invoices shall be submitted. For evaluation purposes only, the offeror is required to submit invoice pricing for Market Basket items, from their inventory, that will meet the government's minimum requirement.
6. Offerors are required to complete and submit the Prime Vendor market basket of scheduled items, distribution categories and option year pricing.
7. For evaluation purposes of the market basket of items, distribution prices shall correspond to the unit of issue for each product, e.g. if the offered product is issued on a "per pound" basis, the distribution price shall be "per pound".
8. Option year prices must be submitted as a percentage (increase or decrease, e.g. +/- 0.25%) from the base year.

B. DISTRIBUTION PRICES

1. Firms shall offer a distribution price for each category of items. ***The distribution price must be offered as a dollar/cents amount.*** Distribution prices offered as a percentage of the delivered price are **not acceptable**. The distribution price shall represent the amount to be added to the actual invoice price paid by the prime vendor for each food and beverage product to the manufacturer or supplier.
2. Offerors are strongly urged to use the Government's Category List as outlined in paragraph E of the section entitled "Supplies/Services and Prices" when submitting their Distribution Prices. However, offerors may submit their own food and beverage category listing on which distribution prices are based, subject to the restrictions as outlined in the above listed section. As stated previously, there is a fifty- [50] category limit.
3. For Distribution Price Category Listing, prices are to be offered in the same manner in which you sell the product. For example, if you sell a product by the case, then the distribution price will be by the case. Whereas, if you sell the product by the pound or by the each, the distribution price would be listed accordingly. The distribution prices must be stated in a dollar amount, with not more than two places to the right of the decimal point.
4. The distribution prices shall remain constant for the complete term of the contract.

C. PRODUCT LISTING

The offeror shall submit one (1) copy of its complete product listing for all food, beverage, and related non-food items as part of the Business Proposal.

D. PROCUREMENT PRICING PLAN

1. Procurement Pricing Procedures

The information requested below will not be rated but will be used in conjunction with your business proposal to substantiate how pricing was developed.

- a. The offeror should **BRIEFLY** describe how unit prices are formulated and discuss the variable that may affect the price. **BRIEFLY** include the methodology used to "cost" products for items acquired from any divisions, subsidiary, or affiliates. Explain how the cost to your firm is converted to the delivered price (e.g. average monthly costs, LIFO or FIFO, last invoice methods, etc.).
- b. **BRIEFLY** describe the purchasing methods utilized and how they take advantage of price discounts given for quantity purchases, sales and other types of special arrangements made for preferred customers. Describe how market pricing, commercial catalog pricing and competitive purchasing are utilized in your purchasing procedures. State whether quantities of volume price discounts offered are based on anticipated sales volume under this contract or the total sales volume for the company. Pricing of inventory adjustments, including breakage or spoilage shall be provided.

E. PRIME VENDOR MARKET BASKET (SCHEDULE OF ITEMS)

1. Delivered prices for the following items should be based on the last delivered price ("landed cost") during the full week (Monday through Friday) two weeks prior to the closing date of this solicitation. If no price is available for that particular week, the delivered cost used shall be based on the last available price prior to the time specified above. If the price used is not based on pricing for the period two weeks before the closing of this solicitation, your price should include the date of acquisition.

THE PRIME VENDOR MARKET BASKET (SCHEDULE OF ITEMS) IS ATTACHED ON THE FOLLOWING PAGES. YOUR MOST CURRENT SUPPLIER INVOICE FOR THESE ITEMS MUST BE SUBMITTED WITH YOUR OFFER. PROVIDE COUNTRY OF ORIGIN FOR EACH OF THE ITEMS LISTED. PLEASE ADVISE IF YOU CAN SUPPLY ALL ITEMS LISTED IN ATTACHMENTS 9 AND 10 ALONG WITH A COUNTRY OF ORIGIN DESIGNATION.

NOTE: OFFEROR MUST INCLUDE A BOTTOM LINE \$ FIGURE FOR THE BASE YEAR AND EACH OPTION YEAR.

The distribution prices for the option years are calculated as a percentage increase or decrease from the base year distribution price as applied to the previous years distribution prices. Therefore, if your percentage change is the same for each option year, the dollar value of the change will remain a constant change over the option year periods. For example: Base year distribution price of \$1.00, with a 5% increase per option year would yield a \$0.05 increase each option year. Base is \$1.00, Option Year 1 is \$1.05, Option Year 2 is \$1.10, Option Year 3 is \$1.15, Option Year 4 is \$1.20. Likewise, if you offer a different percentage each year, each year will be calculated as a percentage of the base year. Your offer will be evaluated using this method in determining your overall aggregate total price for the base year and all option years.

F. OPTION PRICING

FAILURE TO INDICATE ACCEPTANCE OF THE OPTION BY ANNOTATING THE OFFEROR'S YEARLY OPTION PERCENTAGE CHANGE MAY BE DEEMED AS NON-ACCEPTANCE OF THE OPTION AND MAY RESULT IN REJECTION OF THE OFFEROR'S ENTIRE PROPOSAL.

Offerors are required to stipulate their distribution price rate of change for all items for the four option years, in the event the option years are invoked.

OPTION YEAR ONE: _____
OPTION YEAR TWO: _____
OPTION YEAR THREE: _____
OPTION YEAR FOUR: _____

G. PLACE OF PERFORMANCE

(a) The offeror must stipulate information pertinent to the place of performance. **Failure to furnish this information with the offer may result in rejection of the offer.**

(b) No change in the places(s) of performance shall be permitted between the opening/closing date of the offer and the award except where time permits and then only upon receipt of the Contracting Officer's written approval.

(c) Any change in the place(s) of performance cited in this offer and in any resulting contract is prohibited unless it is specifically approved in advance by the Contracting Officer.

(d) The offeror in the performance of any contract resulting from this solicitation, () intends, () does not intend (check applicable block) to use one or more plants or facilities located at a different address from the address of the offeror as indicated in this proposal or quotation.

(e) If the offeror checks "intends" in paragraph (a) above, it shall insert in the spaces provided below the required information:

Place of Performance
(Street, Address, City,
County, State, Zip Code)

Name and Address of Owner
and Operator of the Plant
or Facility if other than
Offeror or Quoter

H. AUTHORIZED NEGOTIATORS

The offeror or quoter represents that the following persons are authorized to negotiate on its behalf with the Government in connection with this request for proposals or quotations. (list names, titles, telephone and fax numbers of the authorized negotiators)

Phone: _____

Fax: _____

***THE GOVERNMENT RESERVES THE RIGHT TO VERIFY ALL ASPECTS OF AN OFFEROR'S
TECHNICAL AND BUSINESS PROPOSALS.***



SCHEDULE OF ITEMS

ZONE 1 - BAHRAIN

PRIME VENDOR SCHEDULE OF ITEMS

Solicitation Requirements for SP030300R0008 Top Core Items

8905-00-133-5888

Unit of Issue: LB country of origin

VENDOR QUESTIONS:

Estimated Requirement quantity: 360,000 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

★ BEEF ROUND (OVEN ROAST), TOP INSIDE, FZN, 2 ROUND NET, CHOICE 28 LB UP, NAMP 169

8905-00-177-5017

Unit of Issue: LB country of origin

VENDOR QUESTIONS:

Estimated Requirement quantity: 268,800 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

★ BEEF FOR STEWING, FZN, DICED, UNCOOKED, US SELECT OR HIGHER, 10 lb. avg., NAMP 135A

8905-00-582-1323

Unit of Issue: LB country of origin

VENDOR QUESTIONS:

Estimated Requirement quantity: 150,000 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

★ BEEF LOIN, TENDERLOIN, FULL, FZN, 4 LB MIN WT, NAMP 189 Q40

8905-00-582-4039

Unit of Issue: LB country of origin

VENDOR QUESTIONS:

Estimated Requirement quantity: 4,320 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

FISH, SHRIMP, RAW, P & D, FZN, IQF, US GR A EQUIV, 26 - 30 CT

8905-01-062-9763

Unit of Issue: LB country of origin

VENDOR QUESTIONS:

Estimated Requirement quantity: 4,800 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

FISH, POLLOCK, FILLETS, RAW, FZN, US GRADE A EQUIV, 4 - 6 OZ EA

8905-01-211-4056

Unit of Issue: LB country of origin

VENDOR QUESTIONS:

Estimated Requirement quantity: 12,000 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

CHICKEN FILLET NUGGET, CHUNKED & FORMED, BRD, PRECKD, IQF, 0.5 OZ Q64

8905-01-388-1064

Unit of Issue: LB country of origin

VENDOR QUESTIONS:

Estimated Requirement quantity: 15,000 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

CHICKEN FAJITA STRIPS, BREAST MEAT, RAW, FZN, SEASONED OR MARINATED Q58

8905-01-388-1164

Unit of Issue: LB country of origin

BEEF FAJITA STRIPS, RAW, FZN, SEASONED OR MARIN, 1/2 IN BY 1/2 IN BY 2 IN Q15

VENDOR QUESTIONS:

Estimated Requirement quantity: 21,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-458-4204

Unit of Issue: LB country of origin

SAUSAGE, PORK, PATTIES, PRECKD, FZN, 1.5 - 2.5 OZ, 10 LB BX, 4/CS R67

VENDOR QUESTIONS:

Estimated Requirement quantity: 36,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E09-2291

Unit of Issue: LB country of origin

PORK SHOULDER, BOSTON BUTT, BNLS, FZN, 5 lb avg

VENDOR QUESTIONS:

Estimated Requirement quantity: 4,800 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E09-3018

Unit of Issue: LB country of origin

PORK LOIN, BNLS, TIED, FZN, 8-10 lb ea

VENDOR QUESTIONS:

Estimated Requirement quantity: 9,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E09-5329

Unit of Issue: LB country of origin

CHICKEN WINGS, UNBRD, PRECKD, FZN, disjointed (joints 1 & 2), hot pepper glaze, 10 lb case

VENDOR QUESTIONS:

Estimated Requirement quantity: 12,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E09-6900

Unit of Issue: LB country of origin

BEEF RIB, RIBEYE ROLL STEAK, BNLS, FZN, portion-cut, min US Choice Gr, 8 oz ea, NAMP 1112

VENDOR QUESTIONS:

Estimated Requirement quantity: 12,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E09-7045

Unit of Issue: PG country of origin

BEEF, GRD, BULK, FZN, 75% lean, 10 lb pg

VENDOR QUESTIONS:

Estimated Requirement quantity: 24,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E09-8171

Unit of Issue: LB country of origin

HAM, BNLS, CKD, FZN, water added, buffet style, cured and smoked, 9-13 lb avg, 2/case

VENDOR QUESTIONS:

Estimated Requirement quantity: 4,200 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E09-8674

Unit of Issue: LB country of origin

TURKEY BREAST, BNLS, CKD, DELI, CHL,
8-9 lb avg

VENDOR QUESTIONS:

Estimated Requirement quantity: 37,800 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E19-1170

Unit of Issue: LB country of origin

FISH, SQUID (CALAMARI), BRD, RAW, FZN,
2 lb box

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,800 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E19-1289

Unit of Issue: LB country of origin

PORK LOIN CHOPS, CENTER-CUT, FZN,
portion-cut, 4 oz ea, NAMP 1412

VENDOR QUESTIONS:

Estimated Requirement quantity: 30,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E19-1311

Unit of Issue: LB country of origin

CHICKEN BREAST FILLET, BRD, PRECKD, FZN,
natural shape, 4 oz ea, 10 lb case

VENDOR QUESTIONS:

Estimated Requirement quantity: 90,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8905-01-E19-4589

Unit of Issue: LB country of origin

★ PASTRAMI, CKD, CHL,
eye of round, 5 lb avg, NAMP 611

VENDOR QUESTIONS:

Estimated Requirement quantity: 3,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8910-00-656-0993

Unit of Issue: LB country of origin

CHEESE, AMERICAN, PROCESSED, SLICED, CHL, 3 TO 5 LB PG

VENDOR QUESTIONS:

Estimated Requirement quantity: 24,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8910-01-384-1356

Unit of Issue: LB country of origin

CHEESE, MOZZARELLA, PART SKIM, SHREDDED, FZN,
NATURAL, 4 TO 6 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 36,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8910-01-E09-5199

Unit of Issue: LB country of origin

BUTTER,
unsalted, US Grade AA, 1 lb print

VENDOR QUESTIONS:

Estimated Requirement quantity: 9,000 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8910-01-E19-1510

Unit of Issue: LB

country of origin

CHEESE, PROVOLONE, NATURAL, SLICED, CHL,
3/4 oz slices, 10 lb pg

VENDOR QUESTIONS:

Estimated Requirement quantity: 3,000 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-00-127-8018

Unit of Issue: LB

country of origin

VEG, CORN, FZN, GOLDEN WHOLE GRAIN, US GR A EQUIV, 2
TO 5 LB S86

VENDOR QUESTIONS:

Estimated Requirement quantity: 9,000 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-00-129-0825

Unit of Issue: LB

country of origin

VEG, BROCCOLI, FZN, SPEARS, 6 IN, US GRADE A EQUIV, 2 TO
5 LB S66

VENDOR QUESTIONS:

Estimated Requirement quantity: 7,200 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-00-162-5087

Unit of Issue: LB

country of origin

VEG, CARROTS, FZN, SLICES, US GRADE A EQUIV, 2 TO 5 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 7,200 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-00-191-3461

Unit of Issue: LB

country of origin

VEG, ONION RINGS, BRD, FZN, RAW, US GRADE A EQUIV, 2 TO
5 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 9,000 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-00-782-3508

Unit of Issue: LB

country of origin

VEG, POTATOES, FR FRIES, FZN, US GRADE A EQUIV, 2 TO 6
LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 45,000 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-00-926-5936

Unit of Issue: LB

country of origin

VEG, GREENS, MUSTARD, FZN, CHOPPED, US GRADE A
EQUIV, 2 TO 5 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,160 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-01-E09-0191

Unit of Issue: CN

country of origin

VEG, MUSHROOMS, CANNED,
whole, or sliced, or stems and pieces, US Grade A or B, no. 10 size
can

VENDOR QUESTIONS:

Estimated Requirement quantity: 900 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-01-E09-2399

Unit of Issue: GN country of origin

FRUIT COCKTAIL, CANNED,
natural juice pack, US Grade A, no. 10 size can

VENDOR QUESTIONS:

Estimated Requirement quantity: 900 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-01-E09-2761

Unit of Issue: CN country of origin

VEG, TOMATO PUREE, CANNED,
no. 10 size can

VENDOR QUESTIONS:

Estimated Requirement quantity: 720 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8915-01-E09-4581

Unit of Issue: LB country of origin

VEG, POTATOES, FR FRIES, CRINKLE-CUT, FZN,
5 lb co

VENDOR QUESTIONS:

Estimated Requirement quantity: 45,000 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8920-00-067-6146

Unit of Issue: LB country of origin

PASTA, MACARONI, ELBOW, REG COOK, ENRICHED, 10 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 12,000 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8920-01-412-5091

Unit of Issue: CO country of origin

PASTA, MACARONI, ROTINI, TRI-COLOR, 10 LB CO

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,400 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8920-01-E09-4293

Unit of Issue: BG country of origin

FLOUR, WHEAT,
general purpose, bleached, 25 lb bag

VENDOR QUESTIONS:

Estimated Requirement quantity: 600 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8925-01-E09-0264

Unit of Issue: CO country of origin

SYRUP, MAPLE, IMIT,
thick, 1 gal co

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,200 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8925-01-E09-0266

Unit of Issue: BG country of origin

SUGAR, REFINED,
white, granulated, 50 lb bg

VENDOR QUESTIONS:

Estimated Requirement quantity: 450 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8935-00-480-4556

Unit of Issue: CN
country of originSOUP, CANNED, CONDENSED, CREAM OF MUSHROOM, NO. 3
CYLINDER SIZE CAN H98**VENDOR QUESTIONS:**

Estimated Requirement quantity: 1,080 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8940-00-348-6976

Unit of Issue: CN
country of origin

BEANS, REFRIED, NO. 10 SIZE CAN

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,260 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8940-01-067-7961

Unit of Issue: CN
country of origin

SAUCE, PIZZA, READY TO USE, NO.10 SIZE CAN J63

VENDOR QUESTIONS:

Estimated Requirement quantity: 7,200 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8940-01-091-7208

Unit of Issue: LB
country of origin

CORN DOG, FZN, RAW, MAX 65 % BATTER

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,350 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8940-01-E09-1385

Unit of Issue: CN
country of originPUDDING, CHOC, CANNED,
no. 10 size can**VENDOR QUESTIONS:**

Estimated Requirement quantity: 900 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8950-00-127-9789

Unit of Issue: CN
country of originCATSUP, TOMATO, US GRADE A EQUIV, NO. 10 SIZE CAN
M23**VENDOR QUESTIONS:**

Estimated Requirement quantity: 10,800 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8950-01-023-6163

Unit of Issue: BT
country of origin

SAUCE, SOY, 1 GAL

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,200 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8950-01-E09-3784

Unit of Issue: CN
country of originSAUCE, TOMATO, CANNED,
no. 10 size can**VENDOR QUESTIONS:**

Estimated Requirement quantity: 3,600 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8950-01-E09-4545

Unit of Issue: CO country of origin

MAYONNAISE, EXTRA HEAVY,
1 gal container

VENDOR QUESTIONS:

Estimated Requirement quantity: 6,000 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8950-01-E09-9213

Unit of Issue: CO country of origin

SAUCE, BARBECUE,
1 gal co

VENDOR QUESTIONS:

Estimated Requirement quantity: 600 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8950-01-E19-1458

Unit of Issue: JR country of origin

SAUCE, PICANTE, MILD,
16 oz jar

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,080 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

SCHEDULE OF ITEMS
ZONE 2 - UNITED ARAB EMIRATES

PRIME VENDOR SCHEDULE OF ITEMS

Solicitation Requirements for SP030300R0008 Top Core Items

8905-00-080-5325

Unit of Issue: LB country of origin

SAUSAGE, KNOCKWURST, LINKS, FZN, ALL BEEF, 5 IN MAX, NAMP 816

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,811 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8905-00-128-7914

Unit of Issue: CN country of origin

FISH, CLAMS, CANNED, SURF OR SKIMMER, MINCED/JIUCES, 49 - 51 OZ CAN

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,986 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8905-00-267-1933

Unit of Issue: LB country of origin

FISH, LOBSTER TAIL, RAW, FZN, 4 TO 10 LB EA

VENDOR QUESTIONS:

Estimated Requirement quantity: 7,573 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8905-00-577-5993

Unit of Issue: LB country of origin

SAUSAGE, BREAKFAST, LINKS, COOKED, FZN, PORK OR BEEF, 19 - 21 PER LB, NAMP 817

VENDOR QUESTIONS:

Estimated Requirement quantity: 12,028 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8905-00-582-4039

Unit of Issue: LB country of origin

FISH, SHRIMP, RAW, P & D, FZN, IQF, US GR A EQUIV, 26 - 30 CT

VENDOR QUESTIONS:

Estimated Requirement quantity: 7,951 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8905-00-960-2303

Unit of Issue: LB country of origin

FISH, SHRIMP, BRD, RAW, FZN, BUTTERFLY, US GRADE A EQUIV, 21 - 25 COUNT

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,252 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8905-01-063-3121

Unit of Issue: LB country of origin

VEAL AND/OR CALF, ROAST, BNLS, FZN, NETTED, 5 - 10 LB, NAMP 336 OR NAMP 309D

VENDOR QUESTIONS:

Estimated Requirement quantity: 3,901 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8905-01-125-2288

Unit of Issue: LB country of origin

FISH, CATFISH, FILLETS, RAW, FZN, SKINLS, TRIM, US GR A EQUIV, 5 - 7 OZ EA

VENDOR QUESTIONS:

Estimated Requirement quantity: 3,772 PRICE QUOTE (Y/N)?:
 Delivered price per unit:
 + Distribution price per unit:
 Total unit price:
 Qty X total unit price:

8905-01-413-9606

Unit of Issue: LB country of origin

TURKEY BREAST STEAK, BNLS, RAW, FZN, SKINLESS, SOLID MUSCLE, 4 OZ EA

VENDOR QUESTIONS:

Estimated Requirement quantity: 22,189 PRICE QUOTE (Y/N)?:
 Delivered price per unit:
 + Distribution price per unit:
 Total unit price:
 Qty X total unit price:

8905-01-419-3218

Unit of Issue: LB country of origin

CHICKEN, CUT-UP, 8 PIECE, FZN, RTC, BROIL/FRY, GR A EQUIV, 3-3 1/2 LB, 10 LB BAG

VENDOR QUESTIONS:

Estimated Requirement quantity: 55,850 PRICE QUOTE (Y/N)?:
 Delivered price per unit:
 + Distribution price per unit:
 Total unit price:
 Qty X total unit price:

8905-01-E09-0810

Unit of Issue: LB country of origin

BEEF LOIN, T-BONE STEAK, FZN, portion-cut, min US Choice Gr, 12 oz ea, NAMP 1174

VENDOR QUESTIONS:

Estimated Requirement quantity: 14,708 PRICE QUOTE (Y/N)?:
 Delivered price per unit:
 + Distribution price per unit:
 Total unit price:
 Qty X total unit price:

8905-01-E59-0922

Unit of Issue: LB country of origin

SAUSAGE, ITALIAN, LINKS, RAW, FZN, edible casing, 4/lb, 10 lb case

VENDOR QUESTIONS:

Estimated Requirement quantity: 4,730 PRICE QUOTE (Y/N)?:
 Delivered price per unit:
 + Distribution price per unit:
 Total unit price:
 Qty X total unit price:

8910-00-616-0038

Unit of Issue: LB country of origin

BUTTER, SALTED, US GRADE A EQUIV, 1 LB PRINT OR 4 PRINTS OF 1/4 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 7,831 PRICE QUOTE (Y/N)?:
 Delivered price per unit:
 + Distribution price per unit:
 Total unit price:
 Qty X total unit price:

8910-00-616-0051

Unit of Issue: LB country of origin

EGGS, WHOLE, FZN, TABLE GRADE, PASTEURIZED, 5 LB CO

VENDOR QUESTIONS:

Estimated Requirement quantity: 26,876 PRICE QUOTE (Y/N)?:
 Delivered price per unit:
 + Distribution price per unit:
 Total unit price:
 Qty X total unit price:

8910-00-782-3765

Unit of Issue: CO country of origin

CHEESE, PARMESAN AND/OR ROMANO, GRATED, 1 LB SHAKER- TOP CO U56

VENDOR QUESTIONS:

Estimated Requirement quantity: 404 PRICE QUOTE (Y/N)?:
 Delivered price per unit:
 + Distribution price per unit:
 Total unit price:
 Qty X total unit price:

8910-00-965-1553

Unit of Issue: CN country of origin

EGG MIX, DEHY, NO. 3 CYLINDER SIZE CAN A60

VENDOR QUESTIONS:

Estimated Requirement quantity: 900 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-00-044-1918

Unit of Issue: LB country of origin

VEG, POTATOES, SHREDDED, HASH BROWN, FZN, 3 OZ EA, 18 LB CO

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,625 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-00-127-8021

Unit of Issue: LB country of origin

VEG, PEAS, FZN, US GRADE A EQUIV, 2 TO 5 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 5,997 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-00-127-8835

Unit of Issue: CN country of origin

VEG, BEETS, CANNED, WHOLE/SLICED, US GR A EQUIV, NO. 10 SIZE CAN B66

VENDOR QUESTIONS:

Estimated Requirement quantity: 668 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-00-143-0997

Unit of Issue: LB country of origin

VEG, PEAS AND CARROTS, FZN, US GRADE A EQUIV, 2 TO 5 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,261 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-00-191-3461

Unit of Issue: LB country of origin

VEG, ONION RINGS, BRD, FZN, RAW, US GRADE A EQUIV, 2 TO 5 LB

VENDOR QUESTIONS:

Estimated Requirement quantity: 7,654 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-00-616-4818

Unit of Issue: CN country of origin

VEG, BEANS, WAX, CANNED, US GRADE A EQUIV, NO. 10 SIZE CAN

VENDOR QUESTIONS:

Estimated Requirement quantity: 276 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-00-935-6620

Unit of Issue: LB country of origin

VEG, MIXED, FZN, US GRADE A EQUIV, 2 TO 5 LB T52

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,723 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-01-135-5787

Unit of Issue: BX country of origin

VEG, CORN, FZN, ON COB, GOLD/WHITE, US GR A EQUIV, 5 1/2 IN EARS, 48/BX S82

VENDOR QUESTIONS:

Estimated Requirement quantity: 24,755 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-01-E09-5095

Unit of Issue: CN country of origin

VEG, TOMATO PASTE, CANNED, 30 oz can

VENDOR QUESTIONS:

Estimated Requirement quantity: 756 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8915-01-E09-6916

Unit of Issue: CN country of origin

JUICE, CRANBERRY COCKTAIL, CANNED, single strength, 32 oz can

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,624 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8920-00-125-9441

Unit of Issue: LB country of origin

PASTA, SPAGHETTI, LONG FORM, REG COOK, ENRICHED, 10 LB G20

VENDOR QUESTIONS:

Estimated Requirement quantity: 4,460 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8920-00-126-3388

Unit of Issue: LB country of origin

PASTA, NOODLES, EGG, RIBBON/BOW, REG COOKING, ENRICHED, 5 LB BOX

VENDOR QUESTIONS:

Estimated Requirement quantity: 3,386 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8920-00-464-2227

Unit of Issue: LB country of origin

WAFFLES, BROWN & SERVE, FZN, INSTITUTIONAL PG

VENDOR QUESTIONS:

Estimated Requirement quantity: 11,133 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8920-00-782-2129

Unit of Issue: BX country of origin

PASTA, LASAGNA, REG COOKING, ENRICHED, 1 LB BOX F87

VENDOR QUESTIONS:

Estimated Requirement quantity: 5,764 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8920-01-079-1585

Unit of Issue: CO country of origin

HOMINY GRITS, WHITE, QUICK COOKING, ENRICHED, 24 OZ CO

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,920 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8920-01-250-6557

Unit of Issue: BG country of origin

RICE, PARBOILED, LONG GRAIN, 6/10 LB BGS PER CASE, TPK2
G10

VENDOR QUESTIONS:

Estimated Requirement quantity: 8,973 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8920-01-413-1043

Unit of Issue: BG country of origin

RICE, MILLED, JASMINE, 25 LB (11.34 KG) BAG
G11

VENDOR QUESTIONS:

Estimated Requirement quantity: 14,967 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8920-01-449-9598

Unit of Issue: BG country of origin

FLOUR, WHEAT, GEN. PURPOSE, BLEACHED, ENRICH, 10 LB
BG, 4/CO, TPK-2 F69

VENDOR QUESTIONS:

Estimated Requirement quantity: 23,911 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8925-00-682-6705

Unit of Issue: CN country of origin

SYRUP, MAPLE, IMIT, THICK, NO. 10 SIZE CAN H11

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,154 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8925-00-782-3318

Unit of Issue: PG country of origin

CHOC, COOKING, SEMISWEET, CHIPS, 12 OZ PG

VENDOR QUESTIONS:

Estimated Requirement quantity: 800 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8925-01-E09-4583

Unit of Issue: CO country of origin

NUTS, PECANS, SHL,
pieces, medium, 3 lb co

VENDOR QUESTIONS:

Estimated Requirement quantity: 743 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8930-01-E09-2307

Unit of Issue: JR country of origin

PEANUT BUTTER,
smooth, US Grade A, 18 oz jar

VENDOR QUESTIONS:

Estimated Requirement quantity: 5,204 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8940-00-148-7142

Unit of Issue: CN country of origin

CORNED BEEF HASH, CANNED, NO.10 SIZE CAN K15

VENDOR QUESTIONS:

Estimated Requirement quantity: 588 PRICE QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8940-00-348-6976

Unit of Issue: CN country of origin

BEANS, REFRIED, NO. 10 SIZE CAN

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,024 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8940-00-480-4548

Unit of Issue: CN country of origin

BEEF RAVIOLI IN SAUCE, NLT 10% BEEF, NO. 10 SIZE CAN K51

VENDOR QUESTIONS:

Estimated Requirement quantity: 750 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8940-00-616-0228

Unit of Issue: CN

PIE FILLING, PEACH, NO. 10 SIZE CAN

VENDOR QUESTIONS:

Estimated Requirement quantity: 660 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8940-01-091-7208

Unit of Issue: LB country of origin

CORN DOG, FZN, RAW, MAX 65 % BATTER

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,988 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8950-00-127-9789

Unit of Issue: CN country of origin

CATSUP, TOMATO, US GRADE A EQUIV, NO. 10 SIZE CAN M23

VENDOR QUESTIONS:

Estimated Requirement quantity: 540 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8950-00-127-9790

Unit of Issue: BT country of origin

CATSUP, TOMATO, US GRADE A EQUIV, 14 OZ BOTTLE M21

VENDOR QUESTIONS:

Estimated Requirement quantity: 5,473 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8950-01-389-7653

Unit of Issue: BT country of origin

SAUCE, STEAK, 15 OZ BT, HEINZ 57 N64

VENDOR QUESTIONS:

Estimated Requirement quantity: 2,652 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8950-01-E09-0062

Unit of Issue: BT country of origin

DRESSING, ITALIAN, REDUCED CALORIE, (*) 8 oz bottle

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,978 PRICE QUOTE (Y/N)?:
 Delivered price per unit: _____
 + Distribution price per unit: _____
 Total unit price: _____
 Qty X total unit price: _____

8950-01-E19-1245

Unit of Issue: BT country of origin

DRESSING, BLUE CHEESE,
chunky, 8 oz bottle

VENDOR QUESTIONS:

Estimated Requirement quantity: 3,360 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8950-01-E19-1908

Unit of Issue: BT country of origin

DRESSING, ITALIAN,
8 oz bottle

VENDOR QUESTIONS:

Estimated Requirement quantity: 8,422 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

8950-01-E59-2920

Unit of Issue: JR country of origin

SPICE, GARLIC, GRANULATED,
24 oz jar (1 lb size co)

VENDOR QUESTIONS:

Estimated Requirement quantity: 1,782 PRICE
QUOTE (Y/N)?:
Delivered price per unit: _____
+ Distribution price per unit: _____
Total unit price: _____
Qty X total unit price: _____

EVALUATION FACTORS FOR AWARD

GENERAL

A. The Government will award a contract resulting from this solicitation to the responsible offeror whose offer conforming to the solicitation will be most advantageous to the Government, price and other factors considered. The following factors are in descending order of importance and shall be used to evaluate offers:

- A. Past Performance/Corporate Experience
- B. Distribution System/Quality Assurance
- C. Customer Support

Technical proposal is significantly more important than cost or price. However, when proposals become equal in technical merit, the evaluated cost or price becomes more important.

B. **OPTIONS.** The Government will evaluate offers for award purposes by adding the total price for all options to the total price for the basic requirement. The Government may determine that an offer is unacceptable if the option prices are significantly unbalanced. Evaluation of the options shall not obligate the Government to exercise the option(s).

C. A written notice of award or acceptance of an offer, mailed or otherwise furnished to the successful offeror within the time for acceptance specified in the offer, shall result in a binding contract without further action by either party. Before the offer's specified expiration time, the Government may accept an offer (or part of an offer), whether or not there are negotiations after its receipt, unless a written notice of withdrawal is received before award.

D. **SOURCE SELECTION AND EVALUATION PROCEDURES.**

1. **SUMMARY.** Subsequent to the date specified in the solicitation for receipt of proposals, all timely proposals will undergo a technical and business evaluation as described in paragraph below. The Contracting Officer may make a competitive range determination based on these evaluations, and submit it to the Source Selection Authority (SSA) for approval. The Government reserves the right to make award based on initial proposals. If award is not made based on initial proposals, written and/or oral discussions will be conducted with all offerors in the competitive range. Final revised offers resulting from discussions will undergo further technical and business evaluations. Finally, a proposal will be selected for award by the SSA, as described in paragraph below.

2. **EVALUATION PROCESS.**

(a) **Technical Evaluation Process** – Offerors are required to present a portion of the technical information orally and to submit the remainder of the technical proposal in writing, as prescribed in the section of this solicitation entitled Requirements. Each technical proposal will be evaluated by the Technical Evaluation Panel against the technical factors specified above. Proposals so technically deficient as to make them

technically unacceptable will be rejected as unacceptable, regardless of the cost or price offered. No discussions will be held with rejected offerors, nor will any rejected offeror be given an opportunity to revise its offer to correct deficiencies in order to become acceptable after the date and time specified for the receipt of offers.

- (b) **Business Evaluation Process** - Each proposal will be evaluated against the requirements of the solicitation. The Government will evaluate the offeror's delivered prices on a market basket of items (Schedule of Items). A separate evaluation will also be made of the distribution prices provided for the market basket items. Distribution prices for items or categories not related to the market basket items will also be evaluated for reasonableness. The Government will evaluate limited pricing information in accordance with FAR 15.4. The Government will evaluate each offeror's proposals to determine cost or price realism. Cost or price realism will demonstrate an offeror's understanding of the requirements of the solicitation. The estimated quantities will be multiplied by the unit prices to determine the lowest total aggregate price to the Government. Aggregate distribution prices will be calculated in the same manner. Option prices will be evaluated using the same method. All five (5) totals (base year and four (4) options) will be combined to determine the lowest overall cost to the Government. The total aggregate price is relatively more important than the aggregate distribution price. However, as the differences in the total aggregate prices of technically equal offers decrease, the importance of aggregate distribution prices will increase.
3. **SELECTION PROCESS.** The final technical and business evaluation reports will be furnished to the Contracting Officer by the Evaluation Panels. The Contracting Officer will prepare a written recommendation for award and forward it to the SSA. It is the ultimate decision of the SSA to determine which offeror receives the award.

EVALUATION FACTORS FOR AWARD

TECHNICAL PROPOSAL EVALUATION – PART I

The following evaluation criteria are listed in descending order of importance at the factor level. Each factor will state the importance of its sub-factor. The Government will make a risk assessment based on information contained in the proposal and other information, which has or may be derived from sources other than the proposal. This risk assessment will be evaluated in the rating for any factors and/or sub-factors that place the Government at risk.

FACTOR I PAST PERFORMANCE/CORPORATE EXPERIENCE

The Sub-factors for Past Performance/Corporate Experience are in descending order of importance

A. Past Performance

1. When evaluating Past Performance, the offeror's written proposal (attached forms), Government In-house records (if applicable), and the information provided by the points of contact or references designated by the offeror will be taken into account. This agency's personal experience with the offeror (if any) in terms of performance will be considered to be more significant than information provided by any other references.
2. The Government will evaluate the offeror's record of performance both as a regular dealer/prime vendor and with Government contracts, if any, to determine whether the firm has a successful history of conforming to contractual requirements or business agreements, a commitment to customer satisfaction, timely delivery of quality products, providing consistently high fill rates, and service.
3. The Government will access the prime vendor's, or partners experience on contracts that in whole or when combined with other contracts, replicate the size and complexity of this solicitation. Firms that demonstrate significant experience in these areas will be rated more favorably than those firms that do not.
4. The above evaluation will also be performed for any joint venture, partnership, etc. involved in the proposed contract.

B. Corporate Experience

1. The Government will evaluate the offeror's experience in fulfilling requirements of similar dollars and volume for other customers in a Prime Vendor/regular dealer capacity and other Government contracts, if any. This assessment will be performed for any partner that will perform in support of the proposed contract. This evaluation will be based on the offeror's proposal, as well as any in-house Government records, if applicable.
2. The offeror's identification of key personnel, or caliber of personnel who will be key to

the day to day management and overall success of the Prime Vendor Program will be used to substantiate the company's experience as a full-line foodservice supplier.

FACTOR II DISTRIBUTION SYSTEM/QUALITY ASSURANCE

The Sub-factors for Distribution System/Quality Assurance are in descending order of importance as follows:

- A. Distribution and Resources
- B. Quality Control and Assurance Procedures
- C. Inspection and Sanitation Procedures
- D. Location
- E. Supplier Selection Program

Offerors should refer to the submission requirements for Factor II when preparing their technical proposal for these factors. All elements of the above factor (sub-factors) will be evaluated in order to determine the following:

- A. The offeror is capable of supporting the requirements of the customers, to include warehouse and distribution resources and can fill orders accurately and completely to meet the delivery schedule. Ability to act as a backup Prime Vendor will be evaluated.
- B. The offeror's overall quality control and quality assurance procedures assure quality products are acquired and supplied
- C. The offeror's overall inspection and sanitation procedures assures proper procedures are maintained.
- D. The offerors location as it relates to the support of the customer and customers from other zones/areas should the need arise to act as a backup Prime Vendor.
- E. The offeror's ability to provide a continual supply of quality products with minimal variation and the methods to assure that standardized product quality will be maintained.

FACTOR III CUSTOMER SUPPORT

The Sub-factors for Customer Support are in descending order of importance as follows:

- A. Customer Service Approach
- B. Rebate Policy/Discounts/Allowances
- C. Ordering System
- D. Recall Procedures
- E. Product Availability/Technical Description
- F. Surge/Mobilization/Readiness

Offerors should refer to the submission requirements for Factor III when preparing their technical proposal for these factors. All elements of the above factor (sub-factors) will be evaluated in order to determine the following:

- A. The offeror's commitment to customer satisfaction, to include customer service strategy and the role of the customer service representative. In addition, the offeror's ability to adapt to deviations to the electronic ordering system and associated charges; the offeror's response times for handling emergency orders and associated charges. Also the offeror's policy on breaking cases.
- B. The offeror's policies for pursuing, managing and collecting rebates, discounts and allowances (preferred method of return is off invoice reduction in price to the Government).
- C. The offeror has EDI capability and in addition can produce all required management reports
- D. The offeror's recall procedures to include types, methods, timeliness and thoroughness.
- E. The offeror's technical descriptions meet our requirements.
- F. The offeror's ability to support surge requirements, including time frames and overall completeness and ingenuity in a readiness situation.

EVALUATION FACTORS FOR AWARD
BUSINESS PROPOSAL EVALUATION

The following evaluation criteria are listed in descending order of importance. Aggregate Pricing (Factor I) is relatively more important than Distribution Pricing (Factor II). However, as the difference in the aggregate prices of technically equal offers decrease, the importance of distribution pricing will increase.

A. Aggregate Pricing

The Government will evaluate the offeror's proposed pricing on the items selected from the list of the highest usage items provided by the customers listed in this solicitation. See Market Basket "Prime Vendor Schedule of Items". The estimated quantities shall be multiplied by the unit prices to determine the lowest overall cost to the Government. These figures will then be totaled to arrive at an estimated aggregate value. Pricing will be evaluated for all option years in the same manner. All five (5) totals will be added together to determine the lowest overall cost to the Government.

B. Distribution Prices

The Government will evaluate each offeror's distribution prices by determining an aggregate dollar value. This will be determined by multiplying the distribution prices by the estimated yearly requirements for the items listed in the solicitation. The aggregate dollar value will then be evaluated for reasonableness and overall low cost to the Government. Distribution prices, for all years, that do not relate to the market basket items will be evaluated for fairness and reasonableness. The percentage of distribution fee to total aggregate cost will also be evaluated.

C. Product Listing

The offeror's current product listing shall be used for informational purposes and will not be evaluated under the Business Proposal.

D. Procurement Pricing Plan

The offeror's procurement pricing plan shall be used for informational purposes and will not be evaluated under the Business Proposal.

E. Prime Vendor Schedule of Items

This schedule will be used in conjunction with Factor I and II above.

F. Option Pricing

Option pricing will be used in conjunction with Factor I and II above.

COMPETITIVE RANGE DETERMINATION

If discussions are required, after initial evaluations are completed, the contracting officer will make a competitive range determination. Price and technical considered, only the highest rated offerors will be included in the competitive range. Offerors in the competitive range will be included in discussions. Offerors out of the competitive range will not participate in discussions and will no longer be considered for award. Offerors excluded from the competitive range will be notified in writing. At that time, pursuant to FAR 15.505 (A) an offeror may request a pre-award or post award debriefing. If a pre-award debriefing is held only limited information will be releasable. Offerors debriefed after the competitive range determination are not entitled to a second debriefing after the award is made.

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Prime Vendor= accounts for which your company was the exclusive distributor, or had an agreement to provide exclusive support for a certain commodity

FACTOR I PAST PERFORMANCE/CORPORATE EXPERIENCE

A. THE FOLLOWING PAST PERFORMANCE INFORMATION APPLIES TO THE OPERATING COMPANY – NOT THE CORPORATION
PLEASE PROVIDE THE APPROPRIATE INFORMATION BELOW FOR YOUR 5 HIGHEST DOLLAR VALUE CONTRACTS, FOR THE PAST 3 YEARS. If you have Government contracts that are not included with the five highest dollar value contracts, then use blocks 4 and 5 for your Government contracts regardless of their dollar value.

	Account 1	Account 2	Account 3	Account 4	Account 5
Customer Name and City & State DELIVERY POINT:					
Customer's point of contact and phone number					
Annual dollar value					
Fill rate/ without substitutions*					
Fill rate/ with substitutions*					
Number of deliveries per week					
Number of delivery locations supported per week					

*The fill rate shall be calculated as follows:
 Cases accepted X 100 = fill rate %
 Cases ordered

PAST PERFORMANCE/CORPORATE EXPERIENCE (continued)

	Account 1	Account 2	Account 3	Account 4	Account 5
Average number of line items per location per week					
Length of time this account has been serviced					
Contracting Agency (if applicable)					
Contract Number					
Contracting Officer's Name and Phone Number					

PAST PERFORMANCE/CORPORATE EXPERIENCE (continued)

B. THE FOLLOWING IS YOUR CORPORATE EXPERIENCE INFORMATION

	CORPORATE INFORMATION	OPERATING COMPANY - LOCAL BRANCH INFORMATION
Number of year's experience as a Prime Vendor/regular dealer		
Number of accounts serviced as a prime Vendor/regular dealer similar in complexity to the proposed contract		
The total number of customers/accounts currently serviced under a prime vendor/regular dealer arrangement.		
The total number of delivery points currently serviced under the prime vendor/regular dealer arrangement cited above.		
Prime Vendor/regular dealer sales dollar volume for the latest yearly reporting period for the above accounts.		
Total orders processed on a weekly basis, on average, for your largest account based on latest yearly reporting period		

