

2. AMENDMENT/MODIFICATION NO. 0001		3. EFFECTIVE DATE	4. REQUISITION/PURCHASE REQ.	5. PROJECT NO. (if applicable) 129
6. ISSUED BY DEFENSE SUPPLY CENTER PHILADELPHIA DIRECTORATE OF SUBSISTENCE BLDG. 6 700 ROBBINS AVE. PHILADELPHIA, PA. 19111-5092		CODE SP0102	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. X SP0300-00-R-4025 9B. DATED (SEE ITEM 11) 11/20/00
CODE		10A. MODIFICATION OF CONTRACT/ORDER NO.
FACILITY CODE		10B. DATED (SEE ITEM 13)

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 ACKNOWLEDGEMENT 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.

90	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 data, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.1030A.
	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 _____ copies to the issuing office.

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

THE FOLLOWING PAGES ARE ADDITIONS AND CORRECTIONS TO THE ABOVE REFERENCED SOLICITATION. ALSO ADDED TO THE ABOVE REFERENCED SOLICITATION IS ATTACHMENT 6: CORPORATE EXPERIENCE FORM. THE CLOSING DATE OF SOLICITATION SP0300-R-4025 IS HEREBY CHANGED TO JANUARY 17, 2001 AT 3:00 PM PHILADELPHIA, PA. LOCAL TIME.

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) JANINE SAMONI	
15B. CONTRACTOR/OFFEROR	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA BY _____	16C. DATE SIGNED
(Signature of person authorized to sign)		(Signature of Contracting Officer)	

CONTINUATION SHEET

Several questions were asked at the pre-proposal conference. The following are the questions that were asked and the answers:

Does the government check the 832's?

The government does check the 832's for irregularities when they are received and we will call the vendor to question or point out any information that appears to be incorrect. However, the government does not take any responsibility if mistakes are not caught or corrected. The vendor is solely responsible for the 832 catalog and ensuring that all the information is correct.

Does the NSN need to be listed on the Business Proposal Spreadsheet?

Yes, please include the NSN on the spreadsheet. All NSN's can be found in the Prime Vendor Schedule of Items.

What is the goal after the closing on January 9, 2001?

Oral presentations will be scheduled beginning the week of January 29, 2001.

Ten days after the closing we will notify all offerors in writing of the date for the oral presentation. If there are specific dates that your company will not be available for oral presentations that information needs to be submitted with your business proposal. Once the schedule for oral presentations is made it cannot be changed.

In preparing the Business Proposal it would be helpful to know the number of delivery points.

The list of delivery points can be found in the solicitation on pages 35 to 41.

How many times does one base want product delivered?

It varies from base to base; the average is 3 times a week. However, this does not account for emergencies, surges or mobilizations.

Please Note: The estimated requirement quantity written in the solicitation is case quantities. However, the prices that are to be offered are to be in accordance with the government's unit of issue. So if the unit of issue is a pound the price offered should be the price for one pound.

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A. CORPORATE EXPERIENCE

<p>Number of year's experience as a Prime vendor/regular dealer</p>	
<p>Number of accounts serviced as a prime Vendor/regular dealer</p>	
<p>The total number of customers currently serviced under a prime vendor/regular dealer arrangement</p>	
<p>Prime vendor/regular dealer sales dollar volume for the latest yearly reported period</p>	
<p>Total number of items and type of items available for ordering contained in contractor's current catalog</p>	

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SIGN-IN SHEET

PREPROPOSAL CONFERENCE FOR

SP0300-00-R-4025

DECEMBER 20, 2000

NAME/ EMAIL ADDRESS	COMPANY	PHONE #/ FAX #
------------------------	---------	-------------------

JANINE SAMONI
jsamoni@dscp.dla.mil

DSCP

215-737-7741
215-737-8060

DIANNE JACQUETTE
Paa5286@dscp.dla.mil

DSCP

215-737-2871
215-737-7194

James Rice

P.C.A.

505-880-1758
505-880-1754

Joe Natcher

Southern Foods Inc

270-843-1121
270-842-6458

John Hannah

IJ

865 970-5463
865 970-5663

Ralph Justice

SW Holding
group

219-926-2500-ext 222
219 926-4953-FAX

Dan Smith
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I D.I.

606 843-2100 ext. 703
606 843.2107

Timothy P. Butler
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606-843-0105 Fax

BOB Gillespie
Danny Burns

MUCDS/PREMIER
IDI

412-4187-0676
412-4187-2369
800-442-7845-285-

PREPROPOSAL CONFERENCE

SP0300-00-R-4025

KENTUCKY/TENNESSEE

AGENDA

- **INTRODUCTIONS**
- **OVERVIEW**
- **WHAT'S NEW?**
- **CONCLUSION**
- **QUESTIONS**

OVERVIEW

- **ONE IQC FOR KY/TN CUSTOMERS**
 - **FT. KNOX/FT. CAMPBELL/CAMP ATTERBURY**
 - **11 JOB CORPS CENTERS IN KY/TN/VA/NC**
- **ESTIMATED \$18.9 MILLION PER YEAR**
- **BASE TERM AND 4 ONE-YEAR OPTIONS**
- **TOTAL ESTIMATED VALUE - \$94.5 MILLION**
- **10% GUARANTEED MINIMUM**

OVERVIEW (CONT'D)

- **ESTIMATED AWARD DATE - APRIL 30, 2001**
- **ESTIMATED START DATE - JULY 30, 2001**

ITEMS

- **ITEMS NOT INCLUDED**
 - **FRESH FRUITS/VEGETABLES**
 - **FRESH DAIRY AND BAKERY PRODUCTS**
 - **BAG-IN-BOX SODA**
- **NON-FOOD ITEMS/FOODSERVICE EQUIPMENT**
 - **CURRENTLY JOB CORPS ONLY**
 - **ADDITIONAL CUSTOMERS IN FUTURE**

MUSIC AND MANDATORY ITEMS

- **MUSIC ITEMS**

- PAGE 15

- **MANDATORY ITEMS**

- PAGE 16

- **PROVIDED BY ADVOCACY & RESOURCES CORP.**

BERRY AMENDMENT

- **ALL ITEMS MUST BE GROWN AND PROCESSED DOMESTICALLY**
- **EXCEPTIONS TO DEFENSE APPROPRIATIONS ACT**

- PAGE 22

STORES ORDERING SYSTEM

- **SUBSISTENCE TOTAL ORDER AND RECEIPT ELECTRONIC SYSTEM**
- **REQUIREMENT - MUST BE ABLE TO INTERFACE WITH STORES**
- **MUST USE GOVERNMENT'S ITEM DESCRIPTIONS**
- **ALL PRICES TO 2 PLACES BEYOND DECIMAL**

TRANSACTION SETS

- **810 - ELECTRONIC INVOICE**
- **820 - PAYMENT VOUCHER INFORMATION**
- **832 - CATALOG (VENDOR TO DSCP)**
- **850 - PURCHASE ORDER**
- **861 - RECEIPT**
- **997 - FUNCTIONAL ACKNOWLEDGMENT**

TECHNICAL PROPOSAL

- **ORAL PRESENTATIONS/SITE VISITS**
 - MAJORITY OF PROPOSAL PRESENTED ORALLY
 - LIMITED TO 3 HOURS FOR PRESENTATION
 - EACH WAREHOUSE WILL BE VISITED
- **WRITTEN SUBMISSION**
 - MARKED WITH ASTERISK
 - SUMMARY - PAGE 98

SITE VISITS

- **FOLLOWS ORAL PRESENTATION**
- **NOT TAPED**
- **SITE VISIT Q & A SESSION OPTIONAL**

TECHNICAL EVALUATION FACTORS

- **CORPORATE EXPERIENCE/PAST PERFORMANCE**
- **DISTRIBUTION SYSTEM/CAPABILITY**
- **QUALITY ASSURANCE**
- **SOCIOECONOMIC CONSIDERATIONS**
- **DLA MENTORING BUSINESS AGREEMENT**

BUSINESS PROPOSAL

- **SUBMITTED IN WRITING**
- **DEFINITIONS - PAGE 114**
- **USE SPREADSHEET FORMAT - PAGE 116**
- **OPTIONS MANDATORY**

PRICING

- **DELIVERED PRICE - SUBMIT RECENT INVOICE**
- **DISTRIBUTION PRICE - LIMITED TO 50 CATEGORIES**
- **SHOW 2 ELEMENTS SEPARATELY**
- **DO NOT DEDUCT ALLOWANCES**
- **PRICES MUST REFLECT GOVT. UNIT OF ISSUE IN MARKET BASKET**

BUSINESS EVALUATION FACTORS

- **PRICING**
- **DISTRIBUTION PRICES**
- **PRODUCT LISTING (INFORMATIONAL ONLY)**

WHAT'S NEW

- **BRAND NAME ITEMS**
- **NON-FOOD ITEMS**
- **PROCUREMENT GATEWAY**

BRAND NAME ITEMS

- **15 ITEMS IN MARKET BASKET**
- **OFFEROR MUST SUBMIT INVOICE AND TECHNICAL DESCRIPTION FOR BRAND NAME ITEM**
- **BASED ON CUSTOMER USAGE**

NON-FOOD ITEMS

- **2 ITEMS IN MARKET BASKET**
- **MANY MORE ORDERED BY JOB CORPS**
- **POSSIBLE FUTURE USE BY OTHER CUSTOMERS**

PROCUREMENT GATEWAY

- **OBTAIN SOLICITATIONS FROM GATEWAY**
- **<http://progate.daps.mil/home>**

CONCLUSION

- **PROPOSAL CLOSES JANUARY 9, 2001**
- **DUE 3 P.M., PHILADELPHIA TIME**
- **NO EXTENSIONS**

QUESTION AND ANSWER SESSION