



DEFENSE LOGISTICS AGENCY
DEFENSE SUPPLY CENTER PHILADELPHIA
700 ROBBINS AVENUE
PHILADELPHIA, PENNSYLVANIA 19111-5092

IN REPLY
REFER TO

DSCP-HFVW (Donna Taylor-Johnson, 215-737-7907)

24 April 2003

ATTN: Prospective Vendors

SUBJECT: Request for Offers for Milk and Ice Cream Products

REFERENCE: SP0300-02-R-D012

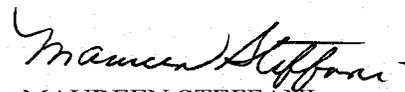
You are formally invited to submit your offer on Solicitation number SP0300-03-R-D022 to provide subsistence support to Davis-Monathan AFB, Luke AFB, MCAS YUMA, FT Huachuca, Air National Guard, Phoenix Job Corp Center, and Fred Acosta Job Corp Center.

The total estimated dollar value is \$109,081.86. The period of performance is June 1, 2003 – August 30, 2003. Please note any changes from your previous offer. If there are no changes to the representation/certifications portion of your previous offer, please note so.

Attached, please find the requirements to support the above mentioned customers for the next 3 months. If you have any questions, please contact me at (215) 737-7907. You may fax your offer to the business office at (215) 737-9300, 9301, 9302, or 9303. Closing for your offer will be at 2:00 p.m. Philadelphia time on Tuesday, 29 April 2003.

****NOTE:** Also attached are pages to be considered as an addition to Clause 52.212-2 (Evaluation-Commercial items (Jan 1999) of solicitation number SP0300-02-R-D012.

All offerors are required to submit a wholesale price with their offer.


MAUREEN STEFFANI
Contracting Officer
Prime Vendor
West Region

GROUP 1 - MILK AND MILK PRODUCTS

DAVIS-MONATHAN AFB, LUKE AFB, MCAS YUMA, FT HUACHUCA, ANG TUCSON, ANG PHOENIX, PHOENIX JOB CORP CENTER AND FRED G. ACOSTA JOB CORP CENTER, AZ

ITEM #	ITEM DESCRIPTION	U/I	QTY	UNIT PRICE	TOTAL \$ AMOUNT
1	MILK, WHOLE 1/2 PT CO	1/2 PT	144	_____	\$ _____
2	MILK, WHOLE GALLON	GL	1,046	_____	\$ _____
3	MILK, BULK 6 GALLON CO	GL	1,000	_____	\$ _____
4	MILK, 1% 1/2 PT CO	1/2 PT	16,702	_____	\$ _____
5	MILK, 1% BULK 6 GALLON CO	GL	1,882	_____	\$ _____
6	MILK, 2% 1/2 PT CO	1/2 PT	20,052	_____	\$ _____
7	MILK, 2% GALLON	GL	786	_____	\$ _____
8	MILK, 2% BULK 6 GALLON CO	GL	420	_____	\$ _____
9	MILK, SKIM 1/2 PT CO	1/2 PT	61,210	_____	\$ _____
10	MILK, SKIM PINT CO	PT	10,000	_____	\$ _____
11	MILK, SKIM BULK 6 GALLON CO	GL	564	_____	\$ _____
12	MILK, CHOCOLATE, WHOLE 1/2 PT	1/2 PT	1,710	_____	\$ _____
13	MILK, CHOCOLATE, WHOLE PINT	PT	5,000	_____	\$ _____
14	MILK, CHOC, WHOLE, BULK 6 GALLON	GL	1,146	_____	\$ _____
15	MILK, CHOC, 2% 1/2 PT CO	1/2 PT	100,000	_____	\$ _____
16	MILK, CHOC 1% 1/2 PT CO	1/2 PT	35,820	_____	\$ _____
17	MILK, STRAWBERRY, WHOLE PINT	PT	5,000	_____	\$ _____
18	MILK, COOKIES N CREAM, WHOLE	PT	5,000	_____	\$ _____
19	EGGNOG QUART CO	QT	348	_____	\$ _____
20	HALF N HALF QUART CO	QT	24	_____	\$ _____
21	CREAM, HEAVY WHIPPING QUART	QT	1,188	_____	\$ _____
22	BUTTERMILK QT	QT	116	_____	\$ _____
23	SOUR CREAM QT	QT	200	_____	\$ _____
24	SOUR CREAM 5 LB CO	LB	584	_____	\$ _____
25	CHEESE, COTTAGE LOWFAT 5 LB CO	LB	996	_____	\$ _____
26	CHEESE, COTTAGE REG 5 LB CO	LB	500	_____	\$ _____
27	YOGURT, LOWFAT PLAIN 8 OZ CUP	1/2 PT	720	_____	\$ _____

GROUP 1 - MILK AND MILK PRODUCTS

DAVIS-MONATHAN AFB, LUKE AFB, MCAS YUMA, FT HUACHUCA, ANG TUCSON, ANG PHOENIX, PHOENIX JOB CORP CENTER AND FRED G. ACOSTA JOB CORP CENTER, AZ

ITEM #	ITEM DESCRIPTION	UI	QTY	UNIT PRICE	TOTAL \$ AMOUNT
28	YOGURT, LF CHERRY 8 OZ CUP	½ PT	9,672	_____	\$ _____
29	YOGURT, LF BOYSENBERRY 8 OZ CUP	½ PT	1,440	_____	\$ _____
30	YOGURT, LF RASPBERRY 8 OZ CUP	½ PT	3,720	_____	\$ _____
31	YOGURT, LF STRAWBERRY 8 OZ CUP	½ PT	5,376	_____	\$ _____
32	YOGURT, LF BLUEBERRY 8 OZ CUP	½ PT	6,240	_____	\$ _____
33	YOGURT, STRAWBERRY-BANANA 8 OZ	½ PT	9,168	_____	\$ _____
34	JUICE, ORANGE 8 OZ CO	½ PT	29,008	_____	\$ _____
35	DRINK, ORANGE 1/2 PT CO	½ PT	49,220	_____	\$ _____

ESTIMATED TOTAL \$ VALUE GROUP 1 \$ 93,768.88

NOTE: ALL THE CUSTOMERS ARE CURRENTLY PROCESSING ORDERS AND RECEIPTS THROUGH STORES. FOR ORDERING, INVOICING AND PAYMENT PURPOSES, PROVIDE THE FOLLOWING INFORMATION:

PHONE NUMBER TO PLACE ORDER: _____

POINT(S) OF CONTACT FOR INVOICING AND PAYMENT: _____
PHONE NUMBER: _____

BULK MILK CONTAINERS

THE BULK MILK/JUICE DISPENSER CONTAINER SHALL BE A SINGLE SERVICE DISPENSER CONTAINER (MULTI-GALLON POLYETHYLENE BAG) AND SHALL BE DELIVERED IN A SINGLE SERVICE SHIPPING CONTAINER (CORRUGATED CARDBOARD BOX) OR A MULTI-SERVICE SHIPPING CONTAINER (PLASTIC/METAL HOLDER/KEEPER CASE) WHICH DOES NOT REQUIRE A TRANSFERRING OF THE SINGLE SERVICE DISPENSER CONTAINER (POLYETHYLENE BAG) TO A HOLDER/KEEPER CASE OR DISPENSER CASE AT POINT OF USE.

GROUP 2 - ICE CREAM PRODUCTS

DAVIS-MONATHAN AFB, LUKE AFB, MCAS YUMA, FT HUACHUCA, ANG TUCSON, ANG PHOENIX, PHOENIX JOB CORP CENTER AND FRED G. ACOSTA JOB CORP CENTER, AZ

ITEM #	ITEM DESCRIPTION	U/I	QTY	UNIT PRICE	TOTAL \$ AMOUNT
36	SHERBET, ORANGE 3 OZ CUP	DZ	350	_____	\$ _____
37	ICE MILK MIX, VANILLA LIQ 1/2 GL	1/2 GL	1,642	_____	\$ _____
38	ICE MILK MIX, CHOC LIQ 1/2 GL	1/2 GL	1,428	_____	\$ _____
39	ICE CREAM, VANILLA BULK 3 GL	GL	78	_____	\$ _____
40	ICE CREAM, REG, CHOC BULK 3 GL	GL	60	_____	\$ _____
41	ICE CREAM, STRAWBERRY BULK 3 GL	GL	66	_____	\$ _____
42	ICE CREAM, BUTTER PECAN BULK 3 GL	GL	40	_____	\$ _____
43	ICE CREAM, COOKIES&CREAM BULK 3 GL	GL	72	_____	\$ _____
44	ICE CREAM, MINT CHOC CHIP BULK 3 GL	GL	48	_____	\$ _____
45	ICE CREAM, VANILLA 3 OZ CUP CO	DZ	350	_____	\$ _____
46	ICE CREAM & SHERBET BAR ON STICK	DZ	350	_____	\$ _____
47	ICE CREAM SANDWICH	DZ	500	_____	\$ _____
48	ICE BAR CONFECTION ON STICK	DZ	100	_____	\$ _____
49	ICE CREAM SUNDAE, CHOC TOPPING	DZ	50	_____	\$ _____
50	FUDGE BAR ON STICK	DZ	120	_____	\$ _____
51	ICE CREAM CONE 1 DZ CS	DZ	425	_____	\$ _____
52	ICE CREAM BAR VAN CTD W/CHOC	DZ	200	_____	_____
53	ICE CRM SNDAE, STRW TOP 5 OZ CUP	DZ	50	_____	\$ _____

ESTIMATED TOTAL \$ VALUE GROUP 2 \$15,312.98

NOTE: ALL THE CUSTOMERS ARE CURRENTLY PROCESSING ORDERS AND RECEIPTS THROUGH STORES. FOR ORDERING, INVOICING AND PAYMENT PURPOSES, PROVIDE THE FOLLOWING INFORMATION:

PHONE NUMBER TO PLACE ORDERS: _____

POINT(S) OF CONTACT FOR INVOICING AND PAYMENT: _____

PHONE NUMBER: _____

Solicitation Number: SP0300-03-R-D022

52.212-2 EVALUATION--COMMERCIAL ITEMS (JAN 1999)

- (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 shall be used to evaluate offers:

**1. CORPORATE EXPERIENCE/PAST PERFORMANCE (SEE ATTACHED)
CORPORATE EXPERIENCE AND PAST PERFORMANCE ARE EQUALLY
WEIGHTED.**

**2. WE WILL EVALUATE THE PROPOSED PRICE OF EACH ACCEPTABLE
OFFER FOR REASONABLENESS IN ACCORDANCE WITH FAR SUBPART 15.4**

- (b) Corporate Experience/past performance are significantly more important than price.

Technical and past performance, when combined are:

- Significantly more important than cost or price
 Approximately equal to cost or price
 Significantly less important than cost or price

(b) 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.

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I. INSTRUCTIONS FOR THE SUBMISSION OF OFFERS AND OTHER INFORMATION

OFFERS MUST SUBMIT THE FOLLOWING:

A. Other Written Information

- 1. Experience/Past Performance Information. You are required to submit this portion with your pricing in accordance with the date and time and place specified within the solicitation. Failure to submit this information may deem your offer as unacceptable. Prepare and submit one Offeror Qualifications Statement (attached) and include the following information:**
 - a. Total number of Milk and Dairy Products accounts serviced**
 - b. Sales dollar volume for the latest yearly reporting period**
 - c. Totaled number of customers currently serviced**
 - d. The current average number of orders processed in a week**

Also prepare and submit one Reference Information Sheet (attached) for your five (5) highest dollar value accounts/contracts over the last three (3) years. You may submit more than five (5), but we may not contact all of them. Provide the following information for each account:

- a. Annual dollar value**
- b. Fill rate**
- c. Delivery Frequency (Number of Delivery Days Per Week)**
- d. Number of delivery (drop) points**
- e. Length of time the account has been serviced**
- f. Point of contact and telephone number**
- (The following apply only if government contracts are referenced)**
- g. Contracting Agency**
- h. Contract number**
- i. Contracting Officer's name and phone number**

Solicitation Number: SP0300-03-R-D022

Make sure that your reference information is up to date. Do not give us the P.O.C. unless you have made sure that we can reach that reference at the telephone number you have provided.

Please contact the Contract Specialist or Contracting Officer by telephone, email or in writing if you have any questions.

II. EVALUATION CRITERIA-CORPORATE EXPERIENCE/PAST PERFORMANCE

THE RATING METHOD WILL BE ADJECTIVAL. I.E., EXCELLENT, GOOD, FAIR AND POOR.

A. CORPORATE EXPERIENCE

- 1. An offeror will be evaluated as to its experience with similar commercial and/or Government contracts, in terms of dollar value, delivery frequency, number of delivery points and length of contract.**

B. PAST PERFORMANCE

Past performance is a measure of the degree to which you have satisfied your customers in the past, and complied with Federal, state and local laws and regulations.

- 1. An offeror will be evaluated based on responses to a questionnaire developed for the top five (5) customers cited in the Reference Information Sheet. An overall assessment will be given taking into account each reference's responses to all the specific questions on the questionnaire including their general impressions and recommendations (if any) about doing business with the offeror.**
- 2. The offeror will also be evaluated on the basis of in-house records of previous DSCP contract(s), if any. When assessing past performance, we may contact other sources of information including, but not limited to, the following: Federal, State and local government agencies, better business bureaus, published media and electronic data bases. This will include looking at quality problems, meeting delivery time frames, billing, service issues, etc.**

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OFFEROR QUALIFICATIONS STATEMENT

(PROVIDE INFORMATION BELOW)

- 1. TOTAL NUMBER OF MILK AND DAIRY DAIRY ACCOUNTS SERVICES: _____**
- 2. TOTAL SALES (\$) VOLUME FOR LATEST FISCAL YEAR: _____**
- 3. TOTAL NUMBER OF CUSTOMERS CURRENTLY SERVICED: _____**
- 4. CURRENT AVERAGE NUMBER OF ORDERS PROCESSED (WEEKLY): _____**

Solicitation Number: SP0300-03-R-D022

**REFERENCE INFORMATION SHEET ACCOUNT 1 ACCOUNT 2 ACCOUNT 3
ACCOUNT 4 ACCOUNT 5**

ACCOUNT NAME (CUSTOMER) _____

A. ANNUAL DOLLAR VALUE: _____

B. FILL RATE: _____

C. DELIVERY FREQUENCY: _____

D. NUMBER OF DELIVERY POINTS: _____

E. LENGTH OF TIME ACCOUNT SERVICED: _____

F. CUSTOMER POINT OF CONTACT: _____

TELEPHONE NUMBER: _____

*G. CONTRACTING AGENCY: _____

*H. CONTRACT NUMBER: _____

*I. CONTRACTING OFFICER'S NAME: _____

TELEPHONE NUMBER

***APPLICABLE TO GOVERNMENT CONTRACTS ONLY**