

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. CONTRACT ID CODE	PAGE OF PAGES 1 3
2. AMENDMENT/MODIFICATION NO. 0004		3. EFFECTIVE DATE Mar 6, 2009	4. REQUISITION/PURCHASE REQ. NO.	5. PROJECT NO. (If applicable)	
6. ISSUED BY CODE		7. ADMINISTERED BY (If other than Item 6)		CODE	
DEFENSE SUPPLY CENTER PHILA. PACIFIC REGION REGIONAL PROCUREMENT OFFICE 440 FULLER WAY, BLDG 280 PEARL HARBOR, HI 96860-4967 BEVERLY.QUEVEDO@DLA.MIL					
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code)				(X)	9A. AMENDMENT OF SOLICITATION NO.
				<input checked="" type="checkbox"/>	SPM302-08-R-0002
					9B. DATED (SEE ITEM 11) Jun 11, 2008
					10A. MODIFICATION OF CONTRACT/ORDER NO.
				<input type="checkbox"/>	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.

Offers 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 1 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 your 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 ONLY APPLIES TO MODIFICATION OF CONTRACTS/ORDERS.
IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.**

CHECK ONE	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.
<input type="checkbox"/>	
<input type="checkbox"/>	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).
<input type="checkbox"/>	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:
<input type="checkbox"/>	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.)

RFP NO. SPM302-08-R-0002, FULL LINE FRESH FRUIT VEGETABLE SUPPORT FOR DOD AND NON-DOD ACTIVITIES IN HAWAII AND GUAM

The RFP closing date of 3 April 2009, 2:00 PM, Hawaii Standard Time, remains unchanged.

Amendment no. 0004 is continued on page 2.

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

RFP NO. SPM302-08-R-0002, FULL LINE FRESH FRUIT VEGETABLE SUPPORT FOR DOD AND NON-DOD ACTIVITIES IN HAWAII AND GUAM

REVISIONS TO THE RFP NO. SPM302-08-R-0002 (Amendment no. 0002)

1. STATEMENT OF WORK

a. REQUIREMENTS, Paragraph 10, ORDER PLACEMENT, page 34.

Revise “Add-ons and/or cancellations shall be submitted by 12:00 PM HST the day before delivery” to “Add-ons and/or cancellations shall be submitted by 12:00 PM HST for Hawaii orders (12:00 PM Guam local time for Guam orders) the day before delivery”.

b. REQUIREMENTS, Paragraph 21, EMERGENCY ORDERS, page 50.

Add as the last sentence: “For Guam DoD customers only, the contractor will provide a minimum of two emergency orders (excluding mobilization actions).”

2. EVALUATION CRITERIA

a. FACTOR 1 – QUALITY ASSURANCE/PRODUCT QUALITY, Paragraph 1.3, page 76

Delete page 76 of Amendment no. 0002 and replace with attached page 76 of Amendment no. 0004. The sentence “The Government will evaluate the offeror’s experience on contracts similar in size and scope to the corresponding lot requirements.” is deleted, and replaced with “Assessment will include the number of different zones and monitoring procedures.”

3. ATTACHMENTS

a. Attachment 9-1, LOT 1, TROOP ISSUE/HALE KOA HOTEL, DELIVERY SCHEDULE FOR DOD ACTIVITIES

Revise Activity no. 39 (Hale Koa Hotel) delivery time from “06:00 – 9:00 AM” to “07:30 – 9:00 AM”.

b. Attachment 9-8, LOT 8, GUAM DELIVERY SCHEDULE FOR DOD AND NON-DOD ACTIVITIES.

1) Revise “NOTE: All deliveries are made to X-Ray Bldg 780, Pier Warehouse 7, except for cucumber orders required by schools which are delivered directly to the school” to “NOTE: All deliveries are made to X-Ray Bldg 780, Pier Warehouse 7, except for cucumber and banana orders required by schools which are delivered directly to the school.”

RFP NO. SPM302-08-R-0002, FULL LINE FRESH FRUIT VEGETABLE SUPPORT FOR
DOD AND NON-DOD ACTIVITIES IN HAWAII AND GUAM

2) For Activities no.256 and 258 (Liguan Terrace Elementary and Okkodo High, respectively) add "08F301" for DODAAC, "5 times a wk" for Days, and "6:30 AM" for Time. For Activity no. 257 (Astumbo Middle School) add "08F305" for DODAAC, "5 times a wk" for Days, and "6:30 AM" for Time.

QUESTIONS AND ANSWERS

The answers below are provided for clarification purposes only and do not change the requirements of the RFP.

19. Question: Who will absorbed the cost or lost in the following scenario: A single order of normally around 52,000 lbs of produce by Aircraft Carrier visiting Guam is cancelled in its entirety due to change of ships schedule or delay in arriving to port (by the time they get to port in Guam most produce are already spoiled/rotten). This include orders from small ships which average 10,000 to 15,000 lbs of produce. In this scenario produce is normally enroute to Guam or in the warehouse when cancellation is received.

Answer: In accordance with the RFP, Requirements, Paragraph 10, Order Placement, page 44 (Amendment no. 0002), the Government can submit cancellations by 12:00 PM the day before delivery with no additional fee. If this deadline is not met, and the contractor cannot reasonably salvage the produce after cancellation, the Government is liable for the loss.

20. Question: PRICE CHANGES - If price adjustments, particularly increases are held off due to approval delays such as NOT F&R, Holiday's, and EPA adjustment Issues, Typhoons or Weather conditions and later approved, will Contractor be eligible for price difference reimbursement for produce invoiced at lower unit price?

Answer: Provided that the contractor's price increases are approved by the Contracting Officer, the contractor will be eligible for reimbursement of the price difference.

21. Question: Page 76: 1.3 needs the last sentence moved to Factor 2.1.

Answer: Concur. See Amendment no. 0004 for corrected replacement page 76.

22. Question: Page 74: Who is the SSA on this bid?

Answer: The identity of the SSA is source selection information, and cannot be disclosed in accordance with the Federal Acquisition Regulation.

PRE-PROPOSAL CONFERENCE PRESENTATION

This amendment includes a copy of the presentation for the Pre-Proposal Conference held on 3 March 2009, and a listing of attendees at the conference.

EVALUATION CRITERIA

1. TECHNICAL PROPOSAL EVALUATION

Factors 1-4 are in descending order of importance. Factor 1 is slightly more important than Factor 2. Factor 2 is significantly more important than Factor 3. Factor 3 is significantly more important than Factor 4. In Factors 1 and 2 the sub-factors are listed in descending order of importance.

FACTOR 1 – QUALITY ASSURANCE/PRODUCT QUALITY

1.1 The Government will assess the offeror's overall audit ratings. The Government will review the reports to assess the effectiveness of a firm's food safety and pest controls measures, to uncover any critical findings and ascertain the offeror's ability to correct deficiencies. The Government will also confirm firm holds a current PACA license.

1.2 The offer's inventory turnover ratio will be analyzed as a metric indicating the level of freshness of the products delivered. Inventory turnover trends will be analyzed.

1.3 The Government will assess the offeror's temperature and humidity controls as a metric in maintaining quality fresh produce. Assessment will include the number of different zones and monitoring procedures.

1.4 The Government will evaluate the offeror's security plans relating to plant security, and security of product in light of the heightened threat of terrorism and secure product from adulteration.

FACTOR 2 – PAST PERFORMANCE/CORPORATE EXPERIENCE

2.1 The Government will evaluate the offeror's record of recent contractual performance on high dollar value accounts. The Government will evaluate the offeror's experience on contracts similar experience on contracts similar in size and scope to the corresponding lot requirements.

2.2 The offeror's Corporate Experience will be evaluated to determine that the offeror possesses an appropriate level of experience to handle the demands of the corresponding lot.

FACTOR 3 – DISTRIBUTION PLAN

The Government will evaluate the offeror's ability to adequately support the number and frequency of deliveries required under the corresponding lot.

FACTOR 4 – SURGE AND SUSTAINMENT

The Government will evaluate the offeror's ability to support the surge requirements listed in the Wartime Catalog Solicitation Submission Worksheet, Attachment (10). The Contractor's Capability Assessment Plan will be assessed for completeness and capability. The Government



ALOHA & WELCOME!

**Defense Supply Center Philadelphia Pacific Region
(DSCPP)**

Pre-Proposal Conference

**Produce Long Term Contract, Hawaii & Guam
RFP No. SPM302-08-R-0002**

March 3, 2009

Warfighter Support – Stewardship to the Nation – Growth and Development of our People – Leadership 1



Introduction

- Defense Supply Center Philadelphia Pacific Region (DSCPP)
 - Commander Matthew Ott, SC, USN
 - Angel Colon, Deputy Commander
 - Beverly Quevedo – Contracting Officer, beverly.quevedo@dla.mil, (808) 474-2982
 - Patti Murakami – Contract Specialist, patricia.murakami@dla.mil, (808) 474-2967
 - Betty Geronimo – Procurement Technician, betty.geronimo@dla.mil, (808) 474-2983
 - Paul Cunanan – Contract Specialist, paul.cunanan@dla.mil, (808) 474-2986
 - CWO2 Richard Belcher – Quality Assurance Officer
 - Emily Vallente, Marketing & Logistics Specialist

****Turn off cell phones or place on silent mode**Save questions for after presentation****

****No cameras, video taping or recording devices****

Warfighter Support – Stewardship to the Nation – Growth and Development of our People – Leadership 2



Purpose

- Overview of DSCPP’s Produce Long Term Contract (PLTC) solicitation
- Address solicitation requirements
- Address questions received prior to today’s conference



Produce Website

The screenshot shows the website for the Defense Logistics Agency, Directorate of Subsistence, SMS. The main heading is 'PRODUCE'. Below the heading, there are several navigation tabs: SUBSISTENCE HOME PAGE, FOOD SERVICES, OPERATIONAL RATIONS, PRODUCE, FOOD SAFETY OFFICE, SUPPLIER SUPPORT, CFMS, and EXECUTIVE AGENT. The 'PRODUCE' tab is selected. The main content area is titled 'Produce Long Term Contracts' and contains a list of contract numbers and solicitations, including SPM300-07-R-0030, SPM300-07-R-0044, SPM300-07-R-0045, SPM300-07-R-0046, Mid-South (VA, NC & SC) Solicitation, SPM300-06-R-0008, EDI Implementation Guidelines for Subsistence Produce, Market Research Questionnaire, Produce Industry Round Table, and Regions/Zones (View Map).

<http://www.dscpp.dla.mil/subs/produce/pv/index.asp>

Click on the solicitation to view Amendments & other Notices.



Federal Business Opportunities (FBO)

The screenshot shows the FBO website interface. At the top, there is a navigation bar with links for Home, General Info, News, Opportunities, Agencies, and Privacy. The main content area displays a solicitation titled "Full Line Fresh Fruit and Vegetable Support for DoD and Non-DoD Activities in Hawaii and Guam". Below the title, there is a "Notice Details" section with a "Synopsis" and a list of "ALL FILES" including "Amendment 1" and "Amendment 2". A red arrow points to the "Amendment 1" file.

<https://www.fbo.gov/>

"Quick Search" for solicitation to view Amendments & other Notices.

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The Acquisition Process

- Pre-Solicitation Conference May 9, 2007
- Solicitation issued June 11, 2008
- Amendment nos. 0001 & 0002 issued
- Pre-Proposal Conference March 3, 2009
- Closing April 3, 2009, 2 pm HST

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The Acquisition Process - Continued

- Evaluation of Proposals
 - Technical Panel
 - Price Analysis
- Negotiations/Revised Proposals/Final Proposal Revisions (if necessary)
- Award
- Post Award Conference



Produce Long-Term Contract

- To replace current Blanket Purchase Agreements (BPAs)
 - Hawaii – 20 BPAs
 - Guam – 5 BPAs
- Full-line US#1 Fresh Fruits and Vegetable Support for Hawaii & Guam's Troop Issue, USDA Schools, Dining halls, Minimarts, Hale Koa Hotel & Kwajalein.



Produce Long Term Contract

Primary customers

HAWAII Region:

- TISA, Army PX, Navy Afloat, Kwajalein, TAMC, Kaneohe Troop, Hale Koa Hotel, USDA Schools

GUAM Region:

- Navy Afloat, Camp Covington Galley, Magellan Inn Dining Facility, USDA Schools



Regions/Lots and Est. 18 mo. Dollar Value:

- | | |
|---|---------------|
| – Oahu, Lot 1 | \$4.6M |
| • Troop Issue, Hale Koa | |
| – Oahu, Lot 2 | \$2.2M |
| • Navy & Coast Guard Afloat | |
| – Oahu, Lot 3 | \$520K |
| • Honolulu & Windward USDA Schools | |
| – Oahu, Lot 4 | \$506K |
| • Leeward & Central USDA Schools | |
| – Hawaii (Big Island), Lot 5 | \$229K |
| • DOD & USDA Schools | |
| – Maui, Molokai & Lanai, Lot 6 | \$263K |
| • USDA Schools | |
| – Kauai, Lot 7 | \$145K |
| • DOD & USDA Schools | |
| – Guam, Lot 8 | \$5.7M |
| • DoD, Afloat & USDA Schools | |



Produce Long-Term Contract

- Indefinite Quantity Contract (IQC)
 - Guaranteed 20% minimum of the estimated dollar value during contract period
 - 150% maximum of est. dollar value (200% for emergencies/mobilization)
 - Firm Fixed Price with Economic Price Adjustment (EPA)
 - 48 hour delivery lead time for individual orders
 - Maximum dollar ceilings
- Contract Period
 - 18-month base period and two 18-month option periods.
- Contract based on commercial practices
- 98% Fill rate



Produce Long Term Contract

- 100% Small Business Set-Aside
- One Award per Lot
- EPA ceilings for unit price increases: Hawaii, 98% & Guam, 185% of original contract unit price
- Weekly product pricing via EDI 832 (electronic catalog)
- Web-based ordering systems
- Invoices processed through EDI
- Price Verification and Contractor Quality Audits
- Management Reports
- Perishables Agricultural Commodities Act (PACA) License



Foreign Produce

- Berry Amendment, DFARS Part 225
 - Requires DoD to procure domestic Items
 - Domestic Non-Availability Determination (DNAD) approved May 16, 2008 allows non-domestic FF&V purchase under certain conditions
- SBA waiver to Non-manufacturer rule
- Buy American Act, FAR Part 25
 - Where not already prohibited by Berry, Buy American Act provides for a preference in the purchase of supplies that are domestic end products over most non-domestic end products.
 - Current Exemptions – Bananas, etc.



Trade-Off Source Selection Process

- Technical > Price
- Technical Factors (in descending order of importance)
 - Factor 1: Quality Assurance/Product Quality
 - Factor 2: Past Performance/Corporate Experience
 - Factor 3: Distribution Plan
 - Factor 4: Surge and Sustainment



Market Basket Pricing

- Represents 100% of estimated dollar value
- Weighted average unit price for Lots 5, 7, & 8 (DoD & USDA Schools)
- Aggregate cost to determine lowest price (base + options)
- 2 Tracking Customers or Category of Customers
- Sales information for most recent 12 mo. period
- Current sales invoices



Proposal Submission Requirements

- Completed Solicitation
- Technical Proposal
- Business Proposal (Price)
- Legally binding agreement of the parties, if applicable
 - two or more companies combining capabilities to perform any resulting contract, i.e., subcontracting agreements, joint ventures



Requests for Information

- Today's Question & Answer session addresses only those questions received prior to today's conference
- The following will be posted to DSCP Produce website & FBO:
 - Q&As addressed today
 - Sign-in sheet
 - Minutes



Conclusion

- Additional RFP questions **must** be received in writing via email:
 - patricia.murakami@dla.mil and beverly.quevedo@dla.mil
 - Deadline for questions: 2:00 pm HST, March 27, 2009
- Changes to the RFP are by amendment only
- Proposals are due 2:00 pm HST, April 3, 2009
- Mahalo for your interest!



DEFENSE LOGISTICS AGENCY/DEFENSE SUPPLY CENTER PHILADELPHIA, PACIFIC REGION

**SPM302-08-R-0002, FULL LINE FRESH FRUIT & VEGETABLE SUPPORT FOR DOD & NON-DOD ACTIVITIES IN HAWAII & GUAM
 PRE-PROPOSAL CONFERENCE, MARCH 3, 2009, 0900 HRS, HICKAM ALOHA CONFERENCE CENTER
 SIGN-IN SHEET**

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Quality Distributors	Peter Lai	PETER LAIGUAM@AOL.COM	415-430-5702



DEFENSE LOGISTICS AGENCY/DEFENSE SUPPLY CENTER PHILADELPHIA, PACIFIC REGION

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Han Produce	Dana Ishikawa	DanaIshikawa@hotmail.com	4781362
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HPC foods	Vince Tanaka	Vince@hpcfoods.com	808-842-8882



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