

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. CONTRACT ID CODE	PAGE OF PAGES 1 11
2. AMENDMENT/MODIFICATION NO. 0008		3. EFFECTIVE DATE Mar 30, 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 10 April 2009, 2:00 PM, Hawaii Standard Time (HST) is extended to 24 April 2009, 2:00 PM, HST.

Amendment no. 0008 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	
15C. DATE SIGNED		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

1. STATEMENT OF WORK

a. REQUIREMENTS, Paragraph 2, PRICING REQUIREMENTS, pages 34-39

Delete pages 34-39 of Amendment no. 0002, and replace with the attached pages 34-39 of Amendment no. 0008. The requirement for “Two Tracking Customers or Category of Customers” is revised to “Tracking Customer or Category of Customers”. Additionally, “Tracking Customers or Category of Customers” is revised to “Tracking Customer or Category of Customers”.

2. SUBMISSION REQUIREMENTS

a. FACTOR 1 – QUALITY ASSURANCE/PRODUCE QUALITY, Paragraph 1.1, page 67

Delete page 67 of Amendment no. 0002, and replace with the attached page 67 of Amendment no. 0008. The sentence, “Submit complete copies of your firm’s three (3) most recent independent (ASI, AIB, etc.) warehouse audits plus any state or USDA warehouse inspection reports performed within the last 18 months.” is revised to “Submit complete copies of your firm’s one (1) most recent independent (ASI, AIB, etc.) warehouse audits plus any state or USDA warehouse inspection reports performed within the last 18 months.”

b. FACTOR 4 – SURGE AND SUSTAINMENT, page 68

Delete page 68 of Amendment no. 0002, and replace with the attached page 68 of Amendment no. 0008. The sentence “(For Lots 1, 2, 5, 7, and 8)” is added.

c. BUSINESS PROPOSAL, Paragraph A, pages 70-72

Delete pages 70-72 of Amendment no. 0002, and insert the attached pages 70, 71, 71-1, and 72 of Amendment no. 0008. The requirement for “Two Tracking Customers or Category of Customers” is revised to “Tracking Customer or Category of Customers”. Additionally, “Tracking Customers or Category of Customers” is revised to “Tracking Customer or Category of Customers”. Instructions for sales invoices and quotes are added on new page 71-1.

3. EVALUATION CRITERIA

a. FACTOR 4 – SURGE AND SUSTAINMENT, page 76

Delete page 76 of Amendment no. 0004, and replace with the attached page 76 of Amendment no. 0008. The sentence “(For Lots 1, 2, 5, 7, and 8)” is added.

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4. ATTACHMENTS

a. ATTACHMENTS 1 – 8, MARKET BASKETS FOR LOTS 1 – 8

1) The Excel Spreadsheets for Attachments 1 – 8 (Amendment no. 0007) are replaced in their entirety by the Spreadsheets provided under this amendment. The appropriate columns have been unlocked to allow for data entry. Additionally, the following changes have been incorporated in the revised Spreadsheets:

A) Lot 3 – Oahu – Honolulu/Windward/USDA Schools

Change	Item no.	Stock Number	Description
Replace:	15	8915-01-E31-0634	CHOPSUEY MIX, 16/9 OZ, 9# READY TO USE
With:	15	8915-01-E31-0635	CHOPSUEY MIX, 5# CHILLED, READY TO USE
Replace:	19	8915-01-E31-0728	LETTUCE, WRAPPED, 30# Table Ready, Whole
With:	19	8915-01-E31-0726	LETTUCE UNWRAP, 35#
Replace:	29	8915-01-E31-0515	APPLES RED 163 CT, 40#
With:	29	8915-01-E31-0515	APPLES RED 138 CT, 40 LBS CASE

B) Lot 4 – Oahu – Leeward/Central/USDA Schools

Change	Item no.	Stock Number	Description
Replace:	13	8915-01-E31-0634	CHOPSUEY MIX, 16/9 OZ, 9# READY TO USE
With:	13	8915-01-E31-0635	CHOPSUEY MIX, 5# CHILLED, READY TO USE
Replace:	16	8915-01-E31-0515	APPLES RED 163S, 40#
With:	16	8915-01-E31-0515	APPLES RED 138 CT, 40 LBS CASE

C) Lot 5 – Big Island Hawaii, DOD/USDA Schools

Change	Item no.	Stock Number	Description
Add:	37	8915-01-E31-0726	LETTUCE UNWRAP, 35#

D) Lot 6 – Maui/Lanai/Molokai/USDA Schools

Change	Item no.	Stock Number	Description
Replace:	25	8915-01-E31-0515	APPLES RED 163 CT, 40#

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With:	25	8915-01-E31-0515	APPLES RED 138 CT, 40 LBS CASE
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E) Lot 7 – Kauai/DOD/USDA Schools

Change	Item no.	Stock Number	Description
Add:	50	8915-01-E31-0515	APPLES RED 138 CT, 40 LBS CASE

F) Lots 1- 8 – The footer for Lots 1 - 8 have been changed from “Amendment 0007” to “Amendment 0008”.

QUESTIONS AND ANSWERS

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

36. Question: Please clarify further in Amendment No. 002, page 69 (5) what exactly are you referring to, “with regard to asset visibility”?

Answer: Describe what type of technology (i.e., logistical software applications) you employ which would allow you to track your products’ (assets) location at any given time.

37. Question: Could you explain under Amendment No. 002, Attachment 10, the Contingency +5 number calendar days and how it correlates to 61lb for Apple Green 72-88CT?

Answer: 61 lb is the Government’s estimate of the quantity of Apple Green 72-88CT required for a contingency lasting five days beyond the date of contingency.

38. Question: Under Amendment No. 002, page 50, section 21, exactly who or what determines an order that is classified as an emergency delivery?

Answer: The emergent nature of an order is at the customer’s discretion.

39. Question: In the event a particular customer has more than one emergency order within a one month period, who or what would determine fair compensation for the additional costs associated with receiving, assembling and delivering an emergency order to?

Answer: A similar question was addressed in Question no. 10 in Amendment no. 0003 to the RFP. Charges for emergency orders beyond the one per month minimum for Hawaii, and two per month minimum for ships and one per month minimum for schools at Guam, that an offeror proposes to charge, if any, should be included in their business proposal.

40. Question: What kinds of safeguards are in place to assure that the Confidential & Proprietary information required in this solicitation will be held in the strictest confidence?

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Answer: This procurement will be conducted strictly in accordance with Federal Acquisition Regulation (FAR) Subpart 3.104, Procurement Integrity, which addresses the prohibition of disclosing procurement information. Government officials, other than as provided by law, must not knowingly disclose contractor bid or proposal information or source selection information before the award of a Federal agency procurement contract.

41. Question: Is the potential Contractor required to maintain three independent, third party audits for Food Safety specifically or will inspections performed by three of the Contractor's other customers suffice?

Answer: Please see Amendment no. 0008, which revises the requirement to one independent warehouse audit plus any state or USDA warehouse inspection reports performed within the last 18 months. Inspections performed by the Contractor's other customers will not be accepted.

42. Question: In the distribution business, pricing information is proprietary between a distributor and their customers. Therefore, it is unreasonable to ask us to provide invoices or other pricing documentation from our customers. How do you expect us to comply with this requirement by providing you proprietary information?

Answer: See answer to Question no. 40. Copies of invoices are required for product price evaluation purposes.

43. Question: Pg. 20 (amend 2)

The aggregate of the increases in any contract unit price under this clause shall not exceed 98% of the original contract unit price for Hawaii, and 185% of the original contract unit price for Guam.

This to me seems unreasonable. I think a viable question would be how are you going to limit an increase of price to 98% for a commodity item which can double or triple in less than a month given the time of year, availability, freshness, etc.

Answer: In accordance with the RFP, Requirements, Paragraph 2, Pricing Requirements, subparagraph B.7.d, pages 35-36 (Amendment no. 0008), if at any time the contractor has reason to believe that within the near future a price adjustment will be required that will exceed the current contract ceiling price for any item, then the contractor shall immediately notify the Contracting Officer in writing of the facts and circumstances. The Contracting Officer may issue a contract modification to establish a separate price increase limit for the item for the remainder of the current performance period.

44. Question: Pg. 35 (amend2)

If the contracting officer determines a price increase is not Fair and Reasonable how will the PV Proceed? Remove item from the catalog?

How can DSCP expect the PV to take a loss for Market driven changes?

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Answer: The RFP, Paragraph 2, Pricing Requirements, subparagraph B.9, page 36 (Amendment no. 0008), states if the Contracting Officer cannot determine or negotiate a fair and reasonable price, the Contracting Officer may remove the item in question from the ordering catalog, without liability to the contractor or the Government. Subparagraph B.7, page 35, states the requirements for proposed price increases to be included in the next week ordering catalog.

45. Question: How can you ask the PV to provide you with the same price as “all their commercial customers” when pricing strategies change based on numerous factors (volume/bracket pricing, rebates, etc.)

Answer: The RFP includes commercial terms and conditions as set forth in the clause FAR 52.212-4, which is incorporated in the solicitation. Therefore, the contractor should provide unit prices equal or lower than its most favored customers, including any applicable discounts and allowances.

46. Question: In the past fair and reasonable has taken anywhere from a week to a month for a price to be Accepted as fair and reasonable. How will this process be expedited for produce?

Answer: The highly perishable nature of produce requires a quicker response time for fair and reasonable determination in comparison to non-produce items. Additional staffing was hired to ensure that the fair and reasonable determinations will be made prior to the following ordering week.

47. Question: Pg. 38 (amend2)

The contracting officer may also independently conclude that the tracking customers or category of customers is no longer appropriate tracking customers or category of customers to ensure fair and reasonable prices to the government.

How can DSCP determine and thus request the PV change its tracking customers if they feel that the price is not fair and reasonable. Does this mean the PV is to show another tracking customer? It would be in the PV's best interest to provide DSCP with their BEST tracking customer to show the BEST pricing available?

Answer: If the Contracting Officer determines that the Government's price or discount relationship to the Tracking Customer is not being maintained for the contract period, the contractor shall propose a new Tracking Customer to ensure fair and reasonable prices to the Government.

48. Question: For the market basket, if the pack size of our commercial item does not match the pack size the government is requesting, please advise how this should be handled?

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Answer: In accordance with the RFP, Submission Requirements, Paragraph 2, Business Proposal, page 70 (Amendment no. 0008), prices for all items are to be submitted according to the Government's Unit of Issue (THERE ARE NO EXCEPTIONS).

49. Question: In the event we do not stock an item, are quotes acceptable?

Answer: See Amendment no. 0008 for the inclusion of quotes for items not previously sold by the offeror.

50. Question: Is transportation from our CONUS supplier to be provided by DTS?

Answer: There are no provisions in the RFP for the government to provide transportation by the Defense Transportation System (DTS). The contractor shall be responsible for all transportation costs to the specified delivery locations.

51. Question: Grading for the Oranges & Apples as well as the other produce (Tomato, Strawberry, Lett., Romaine, etc.) are shown in the product description as follows:

US No. Grade Standard

Could you clarify what exactly that is? Currently, we are providing US. No.1 Grade to the USDA schools which is a "Fancy" grade on the Apples & Oranges and No.1 grade on all the other items. The "standard" grade as indicated may mean a "Choice" grade which is a lower and cheaper grade. This factor could have a significant impact on the pricing. As if my competitors are basing their pricing on the lower grade (cheaper) and I am pricing it on the higher grade.

Answer: The RFP (Amendment no. 0002), Scope, Paragraph 1.A, page 30, states the requirement for USDA No. 1 or better FF&V products. The contractor is only required to provide FF&V that meets the minimum requirement of USDA No. 1.

52. Question: Also many of the items like Orange 72's, Green Bell Pepper, Japanese Cucumber, Lemons, Red Bell Pepper, Avocados, Apples, Crookneck, etc. does not specify Choice, Fancy, Extra Fancy, #1's, #2's, Off-grade? Pricing will vary substantially amongst the different grades.

Answer: See the answer to Question no. 51.

53. Question: Statement 4 C in the business proposal states that we should provide copy of "current sales invoice reflecting that sale price". Do they want us to provide invoice of proof for all items quoted ???

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Answer: The RFP, Paragraph 2, Business Proposal, subparagraph A.4, page 71 (Amendment no. 0008), states that the offeror shall furnish a copy of the current sales invoice for each item for each zone for the Tracking Customer.

54. Question: The Guam portion (Lot 8) of RFP SPM 302-08-R-0002 was to replace the existing 5 BPAs in Guam? If so, do you have the dollar value of all BPA purchases in Guam for the year 2008?

Answer: The 18-month dollar amounts for Lot 8 for DoD and nine (9) USDA school customers were provided in Amendment no. 0007. The 18-month dollar amounts for twenty-nine (29) additional schools will be provided in an amendment this week. Additionally, the dollar value of orders placed in 2008 under Blanket Purchase Agreements (BPAs) that were issued by DSCP Pacific Region is being verified and will be provided in an amendment this week.

55. Question: Is the government to continue paying for airlift support of produce (when ocean shipment is not possible due to short notice) to visiting ships in Guam? Guam's proximity along with a small population (only 170,000) and lack of "home grown" products will require Government air lift support when orders are dropped with "too little lead time."? Currently large portion of visiting ships orders such as aircraft carriers and battleships are done by airlifting produce from West Coast to Guam with airlift expenses paid by the government.

Answer: See the answer to Question no. 50. Currently, the Government has BPAs with four contractors in California for FF&V. The Government will continue to place FF&V orders under these BPAs for visiting aircraft carriers and battleships to Guam as the primary source.

56. Question: Could you provide an estimate what percentage of \$2,260,228.88 (Lot 8, from Amendment 0005) for troops are expected to be done by airlifting produce to Guam?

Answer: See the answer to Question no. 50.

57. Question: Currently, the government pays for the ocean freight from the West Coast to Guam for the troops and schools via military transportation. Would that continue for this solicitation? Will the contractor be allowed to use the same military transportation to ship produce containers from West Coast to Guam paid by the government?

Answer: See the answer to Question no. 50.

58. Question: All amendments, 4, 5, and 6 came in so quickly and we are pressing hard for time to complete our bidding package, especially the estimated Lot 8 values has reduced significantly. Guam has some rather unique concerns dealing with lead times, shipment issues, airlift costs, etc.....We respectfully request a 30 days extension of the submission deadline in order to complete a more realistic and the lowest practicable price of produce to the government.

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Answer: The RFP closing date and time has been extended from 10 April 2009, 2:00 PM Hawaii Standard Time to 24 April 2009, 2:00 PM Hawaii Standard Time in Amendment no. 0008.

59. Question: In the event a visiting ship submits a requirement for our entire inventory, will DSCP approve air freight to replenish our stocks?

Answer: See the answer to Question no. 50. In the unlikely event the contractor's entire inventory is depleted by a visiting ship, price changes shall be submitted in accordance with the RFP, Requirements, Paragraph 2, Pricing Requirements, pages 34-39 (Amendment no. 0008).

60. Question: Currently on Guam, over 50% of the produce is shipped via air. If this is still the case, will DSCP pay the air freight?

Answer: See the answer to Question no. 50.

61. Question: With such low volumes in Guam, how can the Prime Vendor be expected to maintain such high fill rates?

Answer: The RFP (Amendment no. 0002), Requirements, Paragraph 19, Fill Rate, page 49, shows that the fill rate is calculated as $\text{Cases accepted/cases ordered} \times 100 = \text{fill rate \%}$. The fill rate is not affected by volume, and is an indicator of the contractor's ability to meet their customer's demand.

62. Question: What type of fill rates is DSCP currently realizing in Guam?

Answer: The fill rate for Guam was 99% for the period October 2008 through February 2009.

63. Question: Per the Pre-Proposal conference, DSCP's intent in Guam is to replace the 5 existing Purchase Order's. How much business does this equate to?

Answer: See the answer to Question no. 54.

64. Question: My question is regarding submitting business plan for the pricing. Pricing attachments, there is a page where option 1, option 2 option 3 as indicated. Does this mean that option 1 pertains to the first 18 months and then the next 18 months for option 2 and another 18 months from option 3?

Answer: Yes. The Base Period pertains to the first 18 months; Option 1 pertains to the second 18 month period; and Option 2 pertains to the third 18 month period. The business proposal submission requires completion of the Market Basket spreadsheets for each contract period (base and options) for each Lot proposed by the offeror.

65. Question: Regarding turnover ratio, do we have to explain in dollar amount, cases?

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Answer: The turnover ratio is expressed as a number, e.g., 7.53.

66. Question: On our market basket pricing, what type of sales information we need to provide? Is it from our customers based from our highest dollar value? Do we need to submit the whole 12 month period of our current invoice from our customers? Do we need to pick only 1 customer?

Answer: In accordance with the RFP, Submission Requirements, Business Proposal, paragraph A.2, pages 70-71 (Amendment no. 0008), the offeror shall provide the total dollar value of FF&V to all customers in the location of each zone offered for the most recent 12 month period available. Additionally, the offeror shall identify the largest commercial and Government customers in the geographic location of each zone offered, and the total dollar value of FF&V sales to each type of customer. Also, identify the total dollar value of FF&V sales to the proposed Tracking Customer in the geographic location of each Zone offered. The RFP does not require a 12-month period of current invoices for these customers.

67. Question: Do we also need to provide invoices or price list from our suppliers? If so, is it ok to submit the price list even though it's not on the specs that you have on the price sheet. But the market basket pricing that I am submitting will be according to the specs?

Answer: In accordance with the RFP, Submission Requirements, Business Proposal, paragraph A.4, page 71 (Amendment no. 0008), the offeror shall furnish a copy of the current sales invoice for the current lowest sale price among commercial customers, Government customers, and the Tracking Customer for that item. Therefore, a total of three sales invoices are required for each item for each zone. A price list is not acceptable.

68. Question: Different lots within a zone may require different pricing based on order size, frequency of deliveries, etc. It seems inconsistent to use the same tracking customers for the entire zone if lots within that zone require a different pricing structure. Could this be reviewed or perhaps an explanation could be provided for the logic behind that requirement.

Answer: It is not anticipated that the Island Zone of Oahu with four (4) lots would have a large price variance due to their close proximity.

69. Question: I'm looking over the market basket for Oahu Schools and would like to make a few comments. Although changes were made recently on ammendment 6. There are a few more items that may need your attention.

Wrapped lettuce, believe this should be changed to naked lettuce. More effeicient for both supplier and end user.

Answer: Concur. See Amendment no. 0008 for revised Market Basket spreadsheets for Lots 3 and 5.

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70. Question: Strawberries, 10lb. I feel that going with a 8/1 lb clamshell pack would also be more beneficial for both vendor and end user. The 12 pint/10 lb pack is a relic the way I see it. This is a thing of the past. The local market is more into the 8/1lb pack and would be easier to provide. Although it may seem that the 10 lb pack may be a better buy because of the volume, I believe we get a better bang for the buck going with the clamshell. Customers would be happier.

Answer: The specifications for Strawberry Bulk, 10 lb remain unchanged. See answer to Question no. 48.

71. Question: Is this solicitation a net 30 payment?

Answer: Payment will be by the 10th day after product delivery in accordance with FAR 32.904 (f)(3).

72. Question: Factor 4 - Surge and Sustainment. I just can't see how this would affect anyone bidding for the school lunch program. There would not be a surge as far as I can see. Need???

Answer: Concur. See Amendment no. 0008 for revised Factor 4 – Surge and Sustainment. A revised Attachment 10, Wartime Catalog Solicitation Submission Worksheet, will be provided in amendment this week in Excel.

73. Question: We are working in the market basket in Lot 8 and our entry lines are locked from line 63 down. I have done a spot check on the other lots and have found many areas that we need to input data in that are locked. I am using the most recent market basket that was included in Amendment 7.

Answer: The Excel Spreadsheets for the Market Baskets have been revised in Amendment no. 0008 to allow for data entry in the appropriate fields.

ELECTRONIC FILES POSTED TO FBO AND DSCP PRODUCE WEBSITES

1. Attachments 1 – 8, Market Baskets for Lots 1 – 8 in EXCEL (Amendment no. 0008)

REQUIREMENTS

1. START-UP PERIOD

The Contractor's start up period will take place prior to the first order. The contractor shall submit a proposed implementation schedule to the Contracting Officer within fifteen (15) days after award highlighting the steps that will be taken to implement a fully functional distribution account, including all EDI transactions, for all customers covered by this solicitation. An additional thirty (30) days will be granted for actual implementation. No more than forty-five (45) days after award will be permitted for each contractor to have fully functional distribution accounts in place for all customers.

2. PRICING REQUIREMENTS

A. The final negotiated contract fixed unit price for each item for each Zone delivered to all customers located in that Zone shall be in effect for a minimum of all orders issued during the first ordering week (from Sunday at 12:01 AM Hawaii Standard Time (HST) through the following Saturday until midnight HST). The prices shall remain in effect for all subsequent ordering weeks except as otherwise adjusted in accordance with FAR Clause 52.216-2 Economic Price Adjustment – Standard Supplies (Jan 1997).

B. FAR Clause 52.216-2 Economic Price Adjustment – Standard Supplies (Jan 1997) shall operate as follows:

1. For the purpose of this contract, "Established Market Price" means a price that is established in the course of ordinary and usual trade between buyers and sellers free to bargain and is defined as the price paid under the most comparable terms and conditions by the "Tracking Customer or Category of Customers" proposed by the contractor, approved by the Government, and identified in the contract.

2. "Ordering catalog" means the listing of items and their corresponding contract unit prices available for ordering under this contract. Initially it will include only items for which fixed pricing has been established at contract award. Additional items may be priced and added to the ordering catalog following contract award, under procedures specified elsewhere in the contract.

3. "Ordering week" means from Sunday at 12:01 AM HST through the following Saturday until midnight HST.

4. All Ordering Catalog prices shall be fixed and remain unchanged until changed pursuant to the Economic Price Adjustment (EPA) clause or provision of the contract. Accepted price changes shall be effective at the beginning of the next Ordering Week. All Ordering Catalog Contract Unit Prices in effect when an order is placed shall remain in effect for that order through delivery. DSCPP will be charged the Contract Unit Price at time of each order regardless of any changes in the Contract Unit Price occurring in any subsequent Ordering Week. In the event the Contractor finds a price recorded in the ordering catalog was not computed in accordance with the EPA clause, the Contractor shall immediately notify the Contracting Officer

in writing and promptly thereafter submit a refund proposal. The Contractor submission and Government posting of updated prices in the ordering catalog, calculated in accordance with this clause, constitutes a modification to this contract. No further contract modification is required to effect the change.

5. The Contractor shall submit a request weekly for approval of price changes and retention of current prices (based on their prices to the Tracking Customer or Category of Customers that are or that will be in effect for the same time period) no later than Wednesday, 12:30 PM HST to be effective in the following ordering week's ordering catalog prices. The Contractor shall notify the Contracting Officer of its request in the form of an EDI 832 transaction set.

6. The contractor shall notify the Contracting Officer of the reduced product price for any and all contract unit prices in accordance with paragraph 4 above. The Contracting Officer will accept such price reductions, i.e. such EDI 832 transaction sets will post and each contract unit price shall be decreased to the reduced price in the next week ordering catalog. There is no downward limitation on the aggregated percentage of decreases that may be made under the EPA clause. The notice shall include each of the contractor's proposed reduced contract unit prices and a representation that the contractor has proposed all price reductions to which the Government should be entitled based upon the prices that are or will be available to the "Tracking Customer or Category of Customers" for the week of and/or the week after the submission of the price change request.

7. If the contractor's Tracking Customer's price increases after the first order week, for any and all contract unit prices, the contract unit price shall be increased to the contractor's proposed increased price upon the contractor's request in accordance FAR 52.216-2(c) and paragraph 4 above, in the next week ordering catalog, subject to the following requirements:

a. For each item with a proposed price increase, the contractor shall furnish three invoices for sales of that item that occurred within the 7 calendar days preceding the submission of the request for approval of a price increase for that item – one reflecting the lowest sale price among all commercial customers, one reflecting the lowest sale price among all Government customers, and one reflecting the lowest sale price to the "Tracking Customer or Category of Customers".

b. The Contracting Officer is responsible for determining that the increased contract unit price is fair and reasonable. The Contracting Officer may reject any price change or request to maintain a current price for any item, if such request cannot be determined fair and reasonable. In no event will the contract unit price be increased until approved by the Contracting Officer.

c. The aggregate of the increases in any contract unit price under this clause during any contract performance period (base or option period) shall not exceed 98.00% of the original contract unit price for Hawaii and 185.00% of the original contract unit price for Guam.

d. If at any time the contractor has reason to believe that within the near future a price adjustment will be required that will exceed the current contract ceiling price for any item, then

the contractor shall immediately notify the Contracting Officer in writing of the facts and circumstances. The notification shall include a revised ceiling the contractor believes is sufficient to permit completion of the remaining contract performance period, along with appropriate explanation and documentation as required by the Contracting Officer.

e. If an increase in the contract unit price for an item would exceed the current ceiling, the Contracting Officer may issue a contract modification to establish a separate price increase limit for the item for the remainder of the current performance period. If the contract ceiling will not be raised, or raised sufficiently, to enable continued ordering of the item, the Contracting Officer shall so promptly notify the Contractor in writing.

f. For each item for which the contract unit price is increased and a sale to the Government has occurred at that price, the contractor shall furnish by NLT 12:30 PM HST the Wednesday after the week the sale occurred three invoices for sales of that item that occurred in the interim since the submission of the request for approval of a price increase for that item – one reflecting the lowest sale price among all commercial customers, one reflecting the lowest sale price among all Government customers, and one reflecting the lowest sale price to the “Tracking Customer or Category of Customers”. If these invoices supports that the Government should have been charged a price lower than that charged for any sale to the Government, the contract unit price shall be reduced to that lower price and the amount overcharged to the Government shall be promptly refunded or credited to the Government by the contractor as directed by the Contracting Officer.

8. The Contracting Officer may at any time require the submission of supporting data to substantiate any requested price change or the requested continuation of the pre-existing price for any item, including prices applicable to prior ordering weeks. Upon notice from the Contracting Officer that supporting data is required, the Contractor shall immediately furnish to the Government all supporting data, including but not limited to, invoices, quotes, price lists and any other substantiating information requested by the Contracting Officer. The Government may use other resources to assess the reasonableness of contract prices in effect or proposed, including but not limited to prices reported by the U.S. and/or Hawaii Departments of Agriculture, DECA produce contract prices, and prices available in the local wholesale and/or retail market.

9. Should the Contracting Officer determine or question that a price change request contained an erroneous unit price or price change, or cannot otherwise be determined fair and reasonable, such as when the Tracking Customer’s price to Government price ratio or discount relationship, as applicable, is less favorable to the Government than that established in the contract at time of award, or other lower prices for items of comparable quality which are reasonably available to the Government from other sources, the Contracting Officer will so advise the contractor, prior to Friday 12:30 PM HST. If the Contracting Officer cannot determine or negotiate a fair and reasonable price, the Contracting Officer may remove the item in question from the ordering catalog, without liability to the contractor or the Government. The Government reserves the right to procure such removed items from any alternate source of supply.

10. For all proposed prices that were not correctly entered in time into the ordering catalog for the following week, or were identified following the commencement of the applicable ordering week, and any excessive prices found in prior ordering catalogs, the Contractor shall promptly refund or credit, as directed by the Contracting Officer, the difference between the correct amount and the incorrect amount to the Government, whether identified by the Contractor or by the Contracting Officer

11. The Contracting Officer may also identify and forward to the Contractor for appropriate action, any prices the Contracting Officer deems excessive, such as when they are higher than lower delivered prices for items of comparable quality which are reasonably available to the Contractor from other sources. The Contracting Officer may subsequently remove any such item from the ordering catalog if the Contractor does not take appropriate corrective action in such instances.

12. The contractor may propose for Government acceptance or the Government may request the addition to the contract/catalog of new and/or substitute items at any time during the contract. In either case, the contractor shall propose a fixed unit price for each new/substitute item for each Zone delivered to all customers of this intended contract located in that Zone. The final negotiated unit price for each new/substitute item for each Zone delivered to all customers located in that Zone shall be in effect for a minimum of all orders issued during the first ordering week (from Sunday at 12:01 AM HST through the following Saturday until midnight HST) after the new/substitute item is added to the contract/catalog. The fixed unit price for each new/substitute item added to the contract/catalog shall remain in effect for all subsequent ordering weeks except as otherwise adjusted in accordance with FAR Clause 52.216-2 Economic Price Adjustment – Standard Supplies (Jan 1997) and this section.

13. In support of their offered fixed unit price for each new/substitute item for each Zone delivered to all customers located in that Zone the contractor shall furnish –

a. Their current lowest sale price among all commercial customers and their current lowest sale price among all Government customers for that item in the geographic location of that zone and a copy of their current sales invoices reflecting each of those sale prices.

b. If the offered fixed unit price exceeds that current lowest sale price among all commercial and/or Government customers, the offeror must justify why they are unable and/or unwilling to offer that lowest sale price.

c. Identify their current lowest sale price to their proposed “Tracking Customer or Category of Customers” for that item in the geographic location of that Zone and a copy of their current sales invoice reflecting that sale price.

d. If the offered fixed unit price exceeds that current lowest sale price to their proposed “Tracking Customer or Category of Customers” for that item in the geographic location of that Zone, the offeror must justify why they are unable and/or unwilling to offer that lowest sale price.

e. The offeror's low, average, and high sales unit price to the "Tracking Customer or Category of Customers" for the most recent 12 month period available. This information shall be used as part of the evaluation of each offeror's business proposal and the award determination to validate the offered unit price, to assess the probable degree of fluctuation in unit price should the offeror be favored with a contract award, and to compare the historic prices charged and the probable degree of price fluctuation among offers received.

f. The Government may use other resources to assess the reasonableness of proposed prices, including but not limited to prices reported by the U.S. and/or Hawaii Departments of Agriculture, DECA produce contract prices, and prices available in the local wholesale and/or retail market. In addition, the Government may examine the records identified in paragraph 16 of this section.

14. The contractor shall promptly notify the Contracting Officer in writing if the Tracking Customer or Category of Customers cease to be customer(s) of the contractor or if the contractor concludes that the Tracking Customer or Category of Customers are no longer the appropriate Tracking Customer or Category of Customers. If the Tracking Customer or Category of Customers is no longer the appropriate Tracking Customer or Category of Customers, the contractor shall furnish justification for that conclusion. The Contracting Officer may also independently conclude that the Tracking Customer or Category of Customers is no longer the appropriate Tracking Customer or Category of Customers to ensure fair and reasonable prices to the Government. Under all three scenarios, the contractor shall promptly propose a new Tracking Customer or Category of Customers, justify why that Tracking Customer or Category of Customers is proposed over other possible (including the current) Tracking Customer or Category of Customers, identify the Government's price or discount relationship to the proposed Tracking Customer or Category of Customers to be maintained for the balance of the contract, and furnish a comparison of the sales prices for the items on the Government contract to both the current and the proposed Tracking Customer or Category of Customers for the most recent 12 month period available. The Contracting Officer may also require the contractor to furnish additional information deemed necessary by the Contracting Officer. The Contracting Officer and the contractor shall agree to modify the contract to specify a new Tracking Customer or Category of Customers. In the event the Contracting Officer and the contractor are unable to agree, the Contracting Officer may unilaterally specify a Tracking Customer or Category of Customers or terminate the contract. Any dispute arising from any unilateral determinations of the Contracting Officer under this provision shall be determined in accordance with the "Disputes" clause of the contract.

15. EXAMINATION OF RECORDS.

The Contracting Officer or designated representative shall have the right to examine the Contractor's books, records, documents and other data the Contracting Officer deems necessary to verify Contractor adherence to the provisions of this clause. Such examination may occur during all reasonable times until the end of 3 years after the date of final payment under this contract or the time periods specified in Subpart 4.7 of the Federal Acquisition Regulation (FAR), whichever is earlier. In addition, the contractor agrees, upon the request of the Contracting Officer or designated representative, to facilitate access to the books, records,

documents and other data the Contracting Officer deems necessary of the contractor's largest commercial and Government customers and/or "Tracking Customer or Category of Customers" to verify the prices paid by those customers to the contractor, purchase volume, and terms/conditions.

16. FINAL INVOICE.

The Contractor shall include a statement on the final invoice that the amounts invoiced hereunder have applied all decreases required by the operation of FAR Clause 52.216-22 Economic Price Adjustment – Standard Supplies (Jan 1997) as described herein.

17. DISPUTES.

Any dispute arising under the operation of FAR Clause 52.216-2 Economic Price Adjustment – Standard Supplies (Jan 1997) as described herein shall be determined in accordance with the "Disputes" clause of the contract.

3. CATALOG MAINTENANCE

Offerors will be required to maintain electronic catalogs that list all items available to the customers covered under this solicitation. Each item in the catalog shall contain the corresponding national or local stock number, Government item description, packaging characteristics, unit of issue and unit price.

A. In accordance with the Economic Price Adjustment – Standard Supplies, FAR 52.216-2, vendors may change prices in their Subsistence Total Order and Receipt Electronic System (STORES) Catalogs weekly. The submissions are to be made by Thursday, to be in effect the following Sunday. All catalog changes to the STORES and USDA catalogs must be submitted to DSCPP via EDI Transaction Set. All catalog changes must be received by Thursday, 12:30pm HST time. DSCPP will review all catalog updates to check for price and other changes; however, the accuracy of the vendor item catalogs is the responsibility of the vendor.

B. New Items

- a. Prior to commencement of the first order, DSCPP, its customers and the contractor will collaborate to identify items not found in the market basket which are to be added to the ordering catalog.
- b. After ordering commencement, if a customer desires to order a Fresh Fruit & Vegetable (FF&V) item that is not part of the ordering catalog, the contractor will be allowed a maximum of twenty (20) days to source the item, obtain a stock number from DSCPP (if required) and add the item to the ordering catalog via 832 catalog transaction. These items should then become a permanent part of the contractor's inventory, dependent upon availability, after the Contracting Officer's determination of fair and reasonable price.

SUBMISSION REQUIREMENTS

1. Technical Proposal (submit three copies)

Each offeror is to arrange its proposals in the order shown below. Each individual response should cite the applicable paragraph to which it is responding, e.g. 1.1, 1.2, etc.

FACTOR 1 – QUALITY ASSURANCE/PRODUCT QUALITY

1.1 Submit complete copies of your firm's one (1) most recent independent (ASI, AIB, etc.) warehouse audit plus any state or USDA warehouse inspection reports performed within the last 18 months. Vendor shall also submit proof of its current Perishable/Agricultural Commodities Act (PACA) license (no page limit)

1.2 Provide your firm's overall inventory turnover ratio for each of the years 2006, 2007 and 2008. (1 page limit)

1.3 Discuss the different temperature and humidity settings found in your firm's warehouse and how these settings are monitored. (1 page limit)

1.4 Discuss the steps your firm has taken or will take to prevent product tampering and contamination.

Accordingly, the awardee shall submit a security plan prior to the start of production under any resultant contract to describe what steps their firm has taken and will take to prevent product tampering and contamination. The awardee will also describe what steps have been or will be taken that relate to overall plant security and food safety. The contractor must describe in detail the types of measures in place or scheduled to be put in place for the performance period of this contract. Firms should include specific security measures relating to but not limited to the following areas:

- a. Employee Identification
- b. Background checks where applicable
- c. Control of access to plant facility, gates and doors at the facility
- d. Internal Security
- e. Training and security awareness
- f. Product Integrity
- g. Transportation Security

FACTOR 2 – PAST PERFORMANCE/CORPORATE EXPERIENCE

2.1 Provide a brief record of your (5) highest dollar value contracts over the last three (3) years, plus any DSCP long-term contracts (contracts exceeding one year). Address the following for each of the contracts (3 page limit):

Account Name

Length of time that the account has been serviced

Annual Dollar Value;
Number of delivery locations
Number of deliveries per week
Average number of line items per delivery
On-time delivery percentage
Order fill-rate (cases ordered versus cases accepted) without substitutions annually and monthly for 2009
Point of Contact
Point of Contact Phone Number

2.2 Discuss your firm's overall fresh fruit and vegetable distribution experience. Provide number of years as a full-line FF&V distributor, latest yearly dollar value sales, your firm's current total number of full-line FF&V accounts and the average number of deliveries per week over the last year. (3 page limit)

FACTOR 3 – DISTRIBUTION PLAN

Describe in detail your firm's plan for supporting all the delivery points within the lot and how your plan fits into your distribution radius. List your firm's current open warehouse space in terms of square footage, percent available and relationship to annual dollar sales and how supporting the delivery points will impact open warehouse space. List your firm's current delivery fleet and how supporting the delivery points will impact your delivery fleet. Discuss any plans for acquiring and/or leasing additional warehouse space and delivery vehicles. Include whether your firm will be subcontracting out any deliveries and if so provide documentation* of your relationship with subcontractor(s) and specify which customers will be supported by which subcontractor(s). (10 page limit – does not include subcontractor relationship documentation)

*Legally Binding Agreement of the Parties – Any offerors proposing to provide support through a joint venture or partnership must submit a legally binding agreement demonstrating the relationship and responsibilities of each offeror entering into the joint venture or partnership.

FACTOR 4 – SURGE AND SUSTAINMENT (For Lots 1, 2, 5, 7, and 8)

CONTRACTOR READINESS CAPABILITY PLAN – The offeror must submit a comprehensive readiness plan or contractor capability assessment indicating how the requirements listed in this solicitation will be supported. These requirements are indicative of the requirements that could be submitted during a surge/sustainment event. The contractor must address the amount of increased demands that can be handled for surge (first 15 days) and identify the length of time the contractor would require to ramp up. The contractor must indicate the length of time this increased pace could be sustained (at least six months or longer). The readiness capability plan should describe and/or include all aspects of their supply chain management. For example, if normal resupply is 45-60 days, the offeror should state how this time would be decreased by 50% to meet ongoing surge requirements. The offeror must submit evidence of the following capability: (1) agreements with suppliers and service providers to assist in meeting increased surge requirements (2) evidence of ability to utilize additional suppliers or subcontractors, as needed (3) ability to access additional warehouse and distribution

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

2. Business Proposal (submit 2 copies)

MARKET BASKET PRICING

For each lot, the Government has selected a market basket of items for evaluation that represent approximately 100% of the estimated dollar value (see Attachments 1-8). Offerors must submit pricing information specified in this section for the market basket. The unit prices of all items found in the market basket will be comparatively assessed to identify any unusually high or low priced items.

Estimated quantities for an 18-month period are indicated next to each item and are for information and evaluation purposes only. The items found in the Market Basket will be evaluated for the lowest overall aggregate cost to the Government.

Offerors are to submit the most current unit prices (valid within two weeks prior to submission of closing) for each of these items. Unit prices shall be formatted to no more than two (2) places to the right of the decimal point, for example \$2.50.

DO NOT deduct any Food Show allowances from the unit price in your business proposal.

Prices for all items are to be submitted according to the Government's Unit of Issue (THERE ARE NO EXCEPTIONS). All items listed in the solicitation will ultimately become part of the contractor's catalog. The most recent prices submitted prior to award will be incorporated into the contractor's catalog.

A. Offeror shall submit the following:

1. For the geographic location of each Zone offered, propose and identify a Tracking Customer or Category of Customers" and the Government's price or discount relationship to the identified "Tracking Customer or Category of Customers". The Tracking Customer's price to Government price ratio or discount relationship, as applicable, shall be maintained throughout the contract through operation of FAR 52.216-2(b). Each corresponding contract unit price shall be decreased by the same percentage that the established price is decreased. The corresponding contract unit price shall be increased by the same percentage that the established price is increased, and subject to the limitations in 52.216-2(c)(1). Justify why that "Tracking Customer or Category of Customers" is proposed over other possible "Tracking Customer or Category of Customers" based on factors such as annual sales dollar value, terms and conditions, etc.

2. The offeror shall furnish the following sales information for the most recent 12 month period available:

a. Total dollar value of Fresh Fruit and Vegetable (FF & V) sales to all customers in the geographic location of each Zone offered.

b. Identify the largest commercial customer and the largest Government customer in the geographic location of each Zone offered and the total dollar value of FF & V sales to each.

c. Identify the total dollar value of FF & V sales to the proposed “Tracking Customer or Category of Customers” in the geographic location of each Zone offered.

This information shall be used as part of the evaluation of each offeror’s business proposal and among offers received to assist in the assessment of offeror’s relative probability of successful performance if awarded each of their offered Zones.

3. An offered fixed unit price for each item for each Zone delivered to all customers of this intended contract located in that Zone. If the offeror is awarded a contract, the final negotiated unit price for each item for each Zone delivered to all customers located in that Zone shall be in effect for a minimum of all orders issued during the first ordering week (from Sunday at 12:01 AM HST through the following Saturday until midnight HST). The fixed unit prices shall remain in effect for all subsequent ordering weeks except as otherwise adjusted in accordance with FAR Clause 52.216-2, Economic Price Adjustment – Standard Supplies (Jan 1997).

4. In support of their offered fixed unit price *for each item for each Zone delivered to all customers located in that Zone* the offeror shall furnish –

a. Their current lowest sale price among all commercial customers and their current lowest sale price among all Government customers for that item in the geographic location of that zone and a copy of their current sales invoices reflecting each of those sale prices.

b. If the offered fixed unit price exceeds that current lowest sale price among all commercial and/or Government customers, the offeror must justify why they are unable and/or unwilling to offer that lowest sale price.

c. Identify their current lowest sale price to their proposed “Tracking Customer or Category of Customers” for that item in the geographic location of that Zone and a copy of their current sales invoice reflecting that sale price.

c. If the offered fixed unit price exceeds that current lowest sale price to their proposed “Tracking Customer or Category of Customers” for that item in the geographic location of that Zone, the offeror must justify why they are unable and/or unwilling to offer that lowest sale price.

d. The offeror’s low, average, and high sales unit price to the “Tracking Customer or Category of Customers” for the most recent 12 month period available. This information shall be used as part of the evaluation of each offeror’s business proposal and the award determination to validate the offered unit price, to assess the probable degree of fluctuation in unit price should the offeror be favored with a contract award, and to compare the historic prices charged and the probable degree of price fluctuation among offers received.

e. The Market Basket item number must be marked on each invoice so as to identify the invoice's corresponding item. If the offeror does not have a sales invoice because that item is not currently sold by the offeror, a written quote from the offeror will be furnished. The written quote shall be on the offeror's letterhead and indicate the following information:

Market Basket item number

Price quote

Date of price quote

Time period price quote is effective

Quantity covered by price quote

Sales invoices and quotes should be effective within two (2) weeks prior to closing. If sales invoices and quotes are not available for that time period, the most recent invoices shall be submitted. The Government has a strong preference for invoices over quotes and prices within two (2) weeks from closing over earlier dates. For evaluation purposes, the offeror is required to submit pricing on all items that will meet the government's minimum requirement.

B. The Government may use other resources to assess the reasonableness of offered prices, including but not limited to prices reported by the U.S. and/or Hawaii Departments of Agriculture, DECA produce contract prices, and prices available in the local wholesale and/or retail market.

C. Prior to award, the Contracting Officer or designated representative shall have the right to examine the Contractor’s books, records, documents and other data the Contracting Officer deems necessary to verify the required information furnished by the offeror. In addition, the offeror agrees, upon the request of the Contracting Officer or designated representative, to facilitate access to the books, records, documents and other data the Contracting Officer deems necessary of the offeror’s largest commercial and Government customers and/or proposed “Tracking Customer or Category of Customers” to verify the prices paid by those customers to the offeror, purchase volume, and terms/conditions.

UNIT PRICES FOR GROUPS 1 AND 2

The offeror shall provide separate unit pricing for all categories of items for Groups 1 (DoD) and 2 (non-DoD). Offerors can submit the same unit price for both Groups of customers. Each unit price shall be a case price.

During the evaluation phase, DSCPP will combine the two unit prices to produce a weighted average for evaluation purposes only. The weights will be determined by the estimated percentage of dollar value sales for each group of customers,* The weights per lots are as follows:

REGION	ISLAND ZONE	LOT NO.	DESCRIPTION	DoD	Non-DoD
HAWAII	Oahu	1	Troop Issue	100%	
		2	Navy & Coast Guard Afloat	100%	
		3	Honolulu & Windward USDA Schools		100%
		4	Leeward & Central USDA Schools		100%
	Hawaii (Big Island)	5	DoD & USDA Schools	38%	62%
	Maui, Molokai, & Lanai	6	USDA Schools		100%
	Kauai	7	DoD & USDA Schools	29%	71%
GUAM		8	DoD, Afloat & USDA Schools	50%	50%

*Example:

Zone: Hawaii (Big Island)

DoD Unit Price: \$1.00/case

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 (For Lots 1, 2, 5, 7, and 8)

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