



DEFENSE LOGISTICS AGENCY
TROOP SUPPORT
700 ROBBINS AVENUE
PHILADELPHIA, PENNSYLVANIA 19111-5092

IN REPLY
REFER TO FT

FEB 16 2011

NOTICE TO FOOD MANUFACTURERS

SUBJECT: Subsistence Manufacturer Pricing Agreement (MPA)

Two years ago DLA Troop Support established the MPA program to provide visibility of manufacturer's actual product price to Department of Defense (DoD) customers; provide transparency of product price to DLA contracting officers; reduce administrative workload for all supply chain parties by negotiating a fair and reasonable price up front--thereby avoiding the submission and evaluation of invoices at a later date; and avoid delays adding products to Prime Vendor catalogs. Since that time we have offered the opportunity for food manufacturers to enter into a Manufacturer Pricing Agreement (MPA) for DLA Troop Support's Subsistence OCONUS Prime Vendor contracts, providing significant benefits to all parties in the OCONUS Prime Vendor supply chain.

This letter serves as notice to all food manufacturers that effective March 21, 2011 DLA Troop Support will be initiating action to coordinate with the military foodservice headquarters to select alternative products to replace non-MPA priced products cataloged for Korea, Iraq, and Japan with MPA priced products. Additionally, all future OCONUS Prime Vendor awards will require the use of MPA priced products.

DLA Troop Support has communicated with industry soliciting participation over the two past years. This opportunity remains open to any food manufacturer. I strongly encourage all food manufacturers to submit an MPA proposal, responsive to the requirements outlined in Manufacturer Pricing Agreement, January 2011 version 1.5, available on DLA Troop Support's Subsistence web page at www.dscp.dla.mil. Complete substantive MPA proposals addressing all the essential elements of the agreement, especially addressing the requirements of paragraphs 1. (e) & (f) and completing all required attachments and certifications will be considered as responsive. DLA Troop Support's point of contact on this matter is Mr. John Steenberge (215) 737-7445, e-mail: John.Steenberge@dla.mil.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael S. Hansen", is written over a horizontal line.

M.S. HANSEN
CAPT, SC, USN
Director
Subsistence