

<b>AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT</b>			1. CONTRACT ID CODE	PAGE OF PAGES 1   6	
2. AMENDMENT/MODIFICATION NO. 0003		3. EFFECTIVE DATE May 2, 2013	4. REQUISITION/PURCHASE REQ. NO.	5. PROJECT NO. (If applicable)	
6. ISSUED BY DLA Troop Support 700 Robbins Avenue Philadelphia, PA 19111 P. Viglione, FTAA/215-737-7700		CODE SPM300	7. ADMINISTERED BY (If other than Item 6)		CODE
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code)			(X)	9A. AMENDMENT OF SOLICITATION NO. SPM300-13-R-0078	
				9B. DATED (SEE ITEM 11) 04/17/2013	
				10A. MODIFICATION OF CONTRACT/ORDER NO.	
				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. Offer must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:

(a) By completing Items 8 and 15, and returning One (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 you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. Accounting and Appropriation Data (If required)

**13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.**

(X)	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:
	D. OTHER (Specify type of modification and authority)

E. IMPORTANT: Contractor  is not,  is required to sign this document and return \_\_\_\_\_ copies to the issuing office.

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

SUBSISTENCE PRIME VENDOR SUPPORT FOR MID-ATLANTIC NORTH REGION

Subject solicitation is hereby amended as detailed on the following pages.

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 SIGNER (Type or print) SEAN GEMMELL, CONTRACTING OFFICER	
15B. CONTRACTOR/OFFEROR  (Signature of person authorized to sign)	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA BY _____ (Signature of Contracting Officer)	16C. DATE SIGNED

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1. On Page 6, within the Did you Remember to checklist, number 9, delete:

For all offered delivered prices, submit two copies of MANUFACTURER's/GROWER's/  
PRIVATE LABEL HOLDER's or Redistributor's invoice for the last product received by the offeror,  
showing the cost/price of the proposed items for week of 04/21/2013, if such inventory cost/price equals  
the delivered price for the last received product?

Replace with:

For all offered delivered prices, submit two copies of MANUFACTURER's/GROWER's/  
PRIVATE LABEL HOLDER's or Redistributor's invoice for the last product received by the offeror AND  
two copies of a screen shot of the Delivered Price in your electronic purchasing system, showing the  
cost/price of the proposed items for week of 03/24/2013, if such inventory cost/price equals the delivered  
price for the last received product?

2. The following information is added to the Caution Notice on Page 6 as detailed below:

This solicitation includes some provisions that differ from past DLA Troop Support solicitations.  
Following are notes summarizing some major new language, for information purposes. Please refer to the  
full text of the provisions in the body of the solicitation.

Rebates, Discounts and Price Related Provisions (See Statement of Work / Section I / paragraph 8, Pages  
52 – 54)

This solicitation includes a section titled Rebates, Discounts and Price Related Provisions. This section  
defines specific Government Rebates and Discounts, which are to be passed to the Government in the form  
of a reduced catalog price. It also defines exceptions to this requirement. These exceptions include earned  
income, qualifying early payment discounts, and limited discounts designated for customers other than the  
Government.

Weighting Factor (See Price Proposal Evaluation / Section I Price Proposal, Pages 124 – 125)

This solicitation includes the use of a weighting factor in the Price Proposal evaluation. For purposes of  
the Price Proposal Evaluation, Weighted Aggregate Distribution Price and Aggregate Delivered Price are  
considered equal. This equality is accounted for mathematically by applying a weighting factor of 11.5  
(based on current Government data) to the Aggregate Distribution Price. Each offeror's total evaluated  
price will be calculated by adding the Weighted Aggregate Distribution Price and the Aggregate Delivered  
Price to arrive at the Weighted Aggregate Unit Price.

Private Label Savings (See Statement of Work, Section VI. Special Contract Requirements/ paragraph 2.  
Management Reports / 12. Private Label Savings, Page 100)

This solicitation includes a new management report, Private Label Savings. This report requires the  
Contractor to identify savings associated with using private label items, and to identify potential savings by  
recommending private labels in lieu of brand names for like items.

3. On Page 44, section 4. Catalog & Market Basket Items, paragraph B. NOTE, is deleted and replaced by the  
following:

NOTE: The market basket represents approximately 80% of the contract dollar value per performance  
period. The items which comprise this 80% of contract dollars per performance period form the  
basis of the attached price proposal spreadsheet (Attachment 1). This spreadsheet shows, among  
other information, a detailed item description and the estimated demand data per performance  
period for each item. Thus, these items represent the majority of the contract value per

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performance period and the most important customer needs. DLA Troop Support will evaluate your offered prices, which you enter in this spreadsheet. Please take extreme care to complete this spreadsheet accurately (See instructions on page 115).

4. On Page 45, section 4. Catalog & Market Basket Items, paragraph C. Note 1, is amended to remove the words "with demand data" as detailed below:

NOTE:

- (1) The complete sample catalog represents the entire scope of customer needs at a given moment in time (Attachment 2). This catalog includes detailed item descriptions.

5. On Page 44, under Effective Period of Contract – Indefinite Quantity Contract, paragraph A, 1 delete:

An incumbent Contractor who receives the award may be afforded less time for start-up/implementation.

Replace with:

An incumbent Contractor who receives the award may be afforded less time for start-up/implementation if it is mutually agreed upon by both parties.

6. On Page 45, paragraph E, delete:

This link, "Abbreviations for Subsistence Item Descriptions," is located in the gray navigation area on the right side of the page, under "TOOLS." This will open a PDF with a list of abbreviations used.

Replace with:

This link, "Abbreviations for Subsistence Item Descriptions," is located in the gray navigation area on the left side of the page, under "TOOLS." This will open a PDF with a list of abbreviations used.

7. On Page 46, paragraph D, delete:

Not currently a requirement; however, if fresh fruits and vegetables and/or market ready items (i.e. fresh bread items) are added to the catalog, shelf-life requirements shall be negotiated.

Replace with:

Not currently a requirement; however, if fresh fruits and vegetables and/or market ready items (i.e. fresh bread items) are added to the catalog, shelf-life requirements will be in accordance with best commercial practices.

8. On Page 81, under IV. Ordering and Deliveries & Performance, paragraph 1.A delete:

An incumbent Contractor who receives the award may be afforded less time for start-up/implementation.

Replace with:

An incumbent Contractor who receives the award may be afforded less time for start-up/implementation if it is mutually agreed upon by both parties.

9. On Page 91, paragraph (d) is deleted in its entirety.

10. On Pages 91-92, paragraph (f) delete:

Refer to 52.217-9007(a) for instructions on submitting changes to the CAP.

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11. On Pages 93-94, paragraph d. delete:

Each Contractor request to the Contracting Officer to add new item(s) must include the following documentation: copy of manufacturer's/grower's/private label holder's or Redistributor's original invoice signifying the delivered price, or a written price quote on the manufacturer's letterhead if the item is not currently in stock, and a copy of the product label.

Replace with:

Each Contractor request to the Contracting Officer to add new item(s) must include the following documentation: copy of manufacturer's/grower's/private label holder's or Redistributor's original invoice and a screen shot in your electronic purchasing system signifying the delivered price, or a written price quote on the manufacturer's letterhead if the item is not currently in stock, and a copy of the product label.

12. On Page 95, 3. Fill Rates, Paragraph A, delete:

During contract performance, higher fill rates may result in a higher Past Performance and Experience rating for future acquisitions.

Replace with:

During contract performance, failure to achieve fill rate requirements may have a negative effect on past performance ratings for future acquisitions.

13. On Page 103, paragraph 14) Earned Income Categories is deleted in its entirety and replaced with:

Any changes, additions or deletions to those categories identified by the contractor in their price proposal that occur during contract performance will be immediately reported by the Contractor as part of its next scheduled monthly management reports. It is not necessary to submit specific dollar amounts of Earned Income, just the categories. Examples of categories are marketing allowances and sales volume incentives.

14. On Pages 111 thru 112, Factor I. Experience, the paragraph is amended to correct the numbering as detailed below:

The offeror shall provide the place(s) of performance and the following information for the last twelve (12) months preceding solicitation closing to describe its overall extent of experience as a full-line distributor of foods and operating supplies for institutional feeding:

1. The annual sales dollar amount
2. The average number of customers currently serviced as a full-line distributor of foods and operating supplies for institutional feeding per week
3. The average number of delivery stops (i.e. delivery stops are individual delivery points receiving supplies under delivery orders) made per week
4. The approximate total number of line items/SKUs currently stocked for delivery

15. On Page 115, I. Price Proposal, paragraph C, is deleted and replaced to add the word "Totals" as detailed below:

- C. The price proposal workbook consists of multiple spreadsheets: "Totals," "Distribution Category Pricing," "Price Proposal" and "Item Descriptions & Qualifications." The Distribution Category Pricing sheet provides the fixed Distribution Prices applicable to each proposed distribution category, for the base and option period for all line items. The Price Proposal Sheet includes all pricing information for the base and option period, and the "Item Descriptions & Qualifications" includes the detailed specifications for each solicited line item.

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16. On Page 115, before paragraph E, the following three paragraphs with the heading “Totals Sheet” are inserted as detailed below:

**Totals Sheet:**

For reference purposes, DLA Troop Support has provided offerors with a tab titled “TOTALS” on the price proposal spreadsheet. Offerors do not enter any information in this tab. This tab calculates the offeror’s aggregate offer for the base and option periods, accounting for quantities and other additional calculations. These calculations rely on the information the offeror enters into the other portions of the spreadsheet. Any incorrect information entered by the offeror, therefore, will skew this stated total.

After the offeror submits the price proposal, DLA Troop Support will verify the offeror-entered information based on the offeror-submitted documentation: invoices, quotes and specification sheets.

Note: This is not the offeror’s total evaluated price. The total evaluated price is determined through the process described on solicitation page 128.

17. On Pages 116-117, under Price Proposal Sheet, paragraph O is deleted in its entirety and replaced with:

Input the dollar amount of the NAPA discount deducted from the offeror’s UOM Delivered Price as it appears on the offeror’s invoice/quote, if applicable. If a NAPA discount is not deducted from the UOM Delivered Price as it appears on the invoice/quote then enter \$0.00. The offeror shall NOT deduct a NAPA discount from its UOM Delivered Price (Column R) when they enter it on the Price Proposal Spreadsheet in accordance with the solicitation’s submission requirements (see NOTE under Column R).

EXAMPLES:

1. An invoice/quote shows a UOM Delivered Price of \$18.00. The item has an associated NAPA Discount of \$2.00 per case which is deducted from the offeror's UOM Delivered Price of \$20.00 as it appears on the invoice/quote. Therefore, the offeror must enter \$2.00 in Column O and \$20.00 in Column R.
  2. An invoice/quote shows a UOM Delivered Price of \$45.00. The item has an associated NAPA Discount of \$5.00 per case; however, this discount is not deducted from the offeror's UOM Delivered Price (\$45.00) as it appears on the invoice/quote. Therefore, the offeror must enter \$0.00 in Column O and \$45.00 in Column R.
18. On Pages 122, under Addendum to FAR 52.212-2, paragraph 1, last sentence, is amended to remove “in the Statement of Work” as detailed below:

1. Paragraph (a) is hereby expanded to read as follows:

Any exceptions to the terms and conditions of the solicitation may render the proposal ineligible for award. Under Lowest Price Technically Acceptable process, award will be made on the basis of the lowest evaluated\* price of proposals meeting or exceeding the acceptability standards for all non-price factors. All non-price factors are of equal importance. Offerors must be technically acceptable in every non-price factor in order for the entire proposal to be rated technically acceptable. A Technically Acceptable proposal is defined as meeting or exceeding the acceptability standards for all non-price factors. Those standards are found in on pages 42 - 102.

19. On Pages 122 thru 123, under Addendum to FAR 52.212-2, paragraph 3, is amended to remove “Statement of Work” under A. Technical Factors I – IV and Past Performance as detailed below:

A. Technical Factors

- I. Experience - (see Non-Price Proposal, Volume I, page 109).

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- II. Quality Control (QC) and Quality Assurance (QA) Procedures – (see Non-Price Proposal, Volume I, page 110)
- III. Food Defense – (see Non-Price Proposal, Volume I, page 110)
- IV. Surge & Sustainment – (see Non-Price Proposal, Volume I, page 113)

B. Past Performance – (See Non-Price Proposal, Volume I, page 111)

- 20. On Page 126, Factor III. Food Defense, the section labeled “Food Defense Evaluation Key” is moved below the first paragraph and the label “Food Defense Evaluation Key” is deleted.
- 21. On Page 127, Section B – Past Performance, in section labeled “Past Performance Evaluation Key” the last sentence is deleted and replaced by the following sentence:

“3.0” is the equivalent of acceptable performance on the Subsistence customer survey and represents adequate performance.

- 22. On Page 127, Section B – Past Performance, the section labeled “Past Performance Evaluation Key” is moved below the first paragraph and the label “Past Performance Evaluation Key” is deleted.
- 23. On Page 129, Section B – Past Performance, the first full paragraph under this section is revised to include fill rate performance as follows:

The Government will evaluate the offeror’s record of Past Performance through its written proposal, Government in-house records (if applicable), and the information provided by the points of contact or references designated by the offeror. Government in-house records will be considered more reliable than information provided by other references. Government in-house records include, but are not limited to, fill rate performance, customer surveys, DLA Troop Support Prime Vendor Product Quality Audit scores, Quality System Management Visit (QSMV) reports, Contractor Performance Assessment Reporting System (CPARS), and destination inspection reports.

- 24. Attachment 1 – SPM300-13-R-0078 Price Proposal 04-12-13 is being replaced by Attachment 1 – SPM300-13-R-0078 Price Proposal 05-01-13 to unlock cells for items 181 through 188 (Attached).