

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT			1. CONTRACT ID CODE	PAGE OF PAGES 1 14
2. AMENDMENT/MODIFICATION NO. 0007	3. EFFECTIVE DATE Nov 26, 2014	4. REQUISITION/PURCHASE REQ. NO.	5. PROJECT NO. (If applicable)	
6. ISSUED BY DLA TROOP SUPPORT 700 ROBBINS AVENUE PHILADELPHIA, PA 19111 John Kennedy, 215.737.4275	CODE	7. ADMINISTERED BY (If other than Item 6) Same as Block 6	CODE	
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code)			(X) 9A. AMENDMENT OF SOLICITATION NO. SPM300-14-R-0002	98. DATED (SEE ITEM 11) Jun 13, 2014
			<input type="checkbox"/> 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.

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.)

Subject solicitation is hereby amended as follows:

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

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1. *The closing date for this solicitation is hereby extended to December 17, 2014, 2:00 PM Philadelphia time.*
2. *Solicitation Page 53, Statement of Work, Supplies/Services and Prices, Contractor Pricing – CONUS, the following paragraph has been added under section B.4.:*
 - (b) *Over-Ocean Transportation Price: All cost for shipping products from a FOB Destination CONUS consolidation point to Alaska shall consist of all cost for shipping products from a FOB Destination CONUS consolidation point to Alaska. There are two distinct categories: (1) Frozen / Chill and (2) Dry. This over-ocean transportation price should not include costs applicable to Group I, Group II, or Group III Distribution Prices. Similarly, no over-ocean transportation costs should be included in Group I, Group II, or Group III Distribution Prices.*
3. *Solicitation Page 124, Submission Requirements, Price Proposal – Volume II has been deleted in its entirety and replaced with the following (all substantial changes are highlighted):*

PRICE PROPOSAL – VOLUME II

I. PRICE PROPOSAL

- NOTE: The Delivered price portion of the proposed Contract Unit Prices shall be those prices that are in effect two weeks prior to solicitation closing. The Government reserves the right to conduct discussions if determined by the Contracting Officer to be necessary. If discussions are determined to be necessary, the Contracting Officer may revise the effective date for the Delivered Price portion of the proposed Contract Unit Price.
- A. The price proposal workbook consists of three tabs: “TOTALS”, “MARKET BASKET”, and “DISTRIBUTION WORKSHEET.”
 1. The TOTALS tab calculates the offeror’s aggregate offer, pulling information from the other two tabs.
 2. The MARKET BASKET tab lists each market basket item along with demand data, measured in cases, for the base and option period.
 3. The DISTRIBUTION WORKSHEET lists each distribution category, along with demand data, measured in cases, for the base and option period. The demand data in this tab, for each distribution category, is a compilation of each market basket item in that category.

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B. The solicitation spreadsheets should be filled out as follows:

NOTE: The offeror shall not add any columns or rows, or otherwise modify any cell positions in any of the solicitation spreadsheets.

TOTALS:

DLA Troop Support has provided offerors with a tab titled “TOTALS” inside the price proposal workbook. Offerors do not enter information in this tab. Rather, this tab calculates the offeror’s aggregate offer, based on the information contained in the other two tabs.

These calculations include base and option period as well as quantity adjustments which derive from alternate offers. These calculations rely on the information the offeror enters into the other portions of the spreadsheet; any incorrect information, 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 137.

MARKET BASKET:

This sheet includes fields pre-populated by DLA Troop Support, fields to be populated by the offeror, and fields that are formulated to calculate values based on the offeror’s submission. Pricing shall be offered in accordance with the pricing provisions of the solicitation , i.e. $\text{Contract Unit Price} = \text{Delivered price} + \text{Distribution Price} - \text{Government Rebates and Discounts}$.

1. DLA Troop Support populated fields are as follows (Columns A – D, G, M, N, V, W, and Y – AA):

- A Line Item – item number in the Market Basket
- B Stock # – Local Stock Number (LSN) requirement
- C Item Name and description – basic concept of the item of supply within a specific federal supply class (FSC), the item unit package

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size, units per purchase pack, and grade or fabrication

- D Acceptable Alternate Description – Items that have an acceptable alternate will be listed, if applicable.
- G UNADJUSTED ANNUAL QTY (CS) – projected yearly usage data per case
- M Over-Ocean Transportation Category – specific Over-Ocean Transportation Category (A: Frozen / Chill or B: Dry)
- N Distribution Price Category # – specific Distribution Price Category # (see Distribution Worksheet for full description of each category)
- V DIST. CATEGORY UoM –the corresponding Distribution Price Category to the # listed in Column N
- W EVAL UoM – unit used for evaluation purposes. E.g. offerors will see how DLA will compare offers. E.g. price per pound, can, gallon, etc.
- Y EVAL UNITS (HISTORIC) – the number of units (shown in Column W) that have historically been within the case currently purchased by DLA Troop Support. E.g. For meat items, this will be the number of pounds in a case.
- Z Acceptable Variance Minimum – Minimum acceptable size variance per case to include either size of unit package size or units per purchase pack that can be offered. NAPA Items do not have a range and have to match identical to item description and brand.
- AA Acceptable Variance Maximum – Maximum acceptable size variance per case to include either size of unit package size or units per purchase pack that can be offered. NAPA Items do not have a range and have to match identical to item description and brand.

DLA Troop Support predetermines what the size variance percentage range will be inputted into cell Z/AA1.

NOTES:

- a) All offered items must be a close match to the solicited LSN specification requirements to include item description, unit package size, units per

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purchase pack, grade or fabrication. If the offeror's proposed item does closely adhere to the current requirement, it will not be considered an acceptable item. If the offeror's proposed item matches a different DLA Troop Support LSN, please provide that LSN.

- b) Meat items shall meet all the general and detailed requirements of the Government's item description in accordance with the IMPS or NAMPS equivalent. Regarding fat limitations, unless otherwise specified, the maximum average fat thickness shall be 0.25 inch, and trim, weight and thickness tolerances shall be as the specified quality grade.
- c) **An offeror should not attempt to convert pricing to match the solicited LSN specification requirements when proposing an item. Any conversion will be done by DLA Troop Support and will be for evaluation purposes only.**
- d) If a proposed item falls into a different Distribution Price Category, it should be priced on the Price Proposal sheet as per the proposed item. If the Government determines that the proposed item meets the acceptable variance, it will adjust the Distribution Price Category for that specific line item.

2. The Offeror shall complete the following fields for each line item (Columns E, F, P – S, and AB):

E Brand – Offerors shall supply the brand of the offered item. Since offerors shall provide the required NAPA item, DLA has pre-populated this field for those items. For all other items, offerors must complete this field.

F Manufacturer SKU – Offerors shall supply the full manufacturer SKU of the offered item.

P LB Price (mark with “X”) – If the Contractor normally purchases this item by the pound and the accompanying invoice is in pounds, mark this column with an “X”

Q Actual Material Cost (CS) – most recent manufacturer, grower or private label holder commercial price per case to a FOB Destination CONUS consolidation point prior to the application of any specific standard freight, distribution fees, rebates, discounts, limited discounts, or other financial agreements with the Contractor's various customers. If the Contractor normally purchases this item by the pound see Column P above. All quotes should reflect case prices if possible. Quotes shall include Government Rebates and Discounts (e.g. military pricing).

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- R Standard Freight (CS) – transportation charge per case for delivery from the manufacturer/grower/private label holder to a FOB Destination CONUS consolidation point
- S Government Rebates or Discounts (invoice only) per CS – If applicable, offerors submitting invoices shall indicate the Government Rebates or Discounts dollar amount per case (e.g. military pricing).
- AB Evaluation Units per Case – # of Evaluation Units of Measure (Column W) the Contractor is offering per case. E.g., this is the number of pounds per case, gallons per case, etc. If offering the actual requirement, this number should match the number in Column Y.

NOTES:

- a) Prices must not extend more than two (2) places to the right of the decimal point. Standard rounding methods should be observed for Actual Material Cost per CS (Column Q) and Standard Freight per CS (Column R). For example, an Actual Material Cost of \$45.782 plus a Standard Freight of \$2.232 should be rounded to \$45.78 and \$2.23.
 - b) Government Rebates or Discounts (invoice only) per CS (Column S) and Evaluation Units per Case (Column AB) must not extend more than two (2) places to the right of the decimal point. Standard rounding methods should be observed.
 - c) For catch weight items, the Evaluation Units per Case (Column AB) shall be the number of units per case on the offeror's invoice used to substantiate the line item. If an offeror substantiates its price with a quote for a catch weight item, the Evaluation Units per Case shall be the average case size for that item.
3. Prepopulated fields correlated to the Unadjusted Estimated Annual Quantity (Column G) and the Evaluation Units per Case (Column AB) are as follows (Columns H, J, and K):
- H Annual Estimated Quantity (CS) Adjusted for Case Size Variance – Unadjusted Estimated Annual Quantity (Column G) modified based on the Contractor's offered Evaluation Units per Case (Column AB) vs. Evaluation Units per Case (Historical) (Column Y), see Column C for requisite description
- J Base Estimated Quantity (CS) Adjusted for Case Size Variance –

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Unadjusted Estimated Annual Quantity (Column G) modified based on the Contractor's offered Evaluation Units per Case (Column AB) vs. Evaluation Units per Case (Historical) (Column Y) for the base period, see Column C for requisite description

K Option 1 Estimated Quantity (CS) Adjusted for Case Size Variance – Unadjusted Estimated Annual Quantity (Column G) modified based on the Contractor's offered Evaluation Units per Case (Column AB) vs. Evaluation Units per Case (Historical) (Column Y) for Option 1, see Column C for requisite description

4. Fields that will be calculated are as follows (Columns T, X, AC, AD, AF, and AG):

T Delivered Price (CS) – Actual Material Cost per CS (Column Q) plus Standard Freight per CS (Column R) minus Government Rebates and Discounts (Column S)

NOTE: Invoice deductions apply only to Government Rebates and Discounts and not commercial discounts. This language does not modify the EPA clause.

X Price per Evaluation Unit – price per Evaluation UoM (Column W)

AC Aggregate Base Delivered Price (CS) – total delivered price per case for the base period (Column T * Column J)

AD Aggregate Base Over-Ocean Transportation Price (CS) – total over-ocean transportation price per case for the base period. Over – Ocean Transportation Category (Column M) price (see Distribution Worksheet below) multiplied by Column J

AF Aggregate Option 1 Delivered Price (CS) – total delivered price per case for the option 1 period (Column T * Column K)

AG Aggregate Option 1 Over-Ocean Transportation Price (CS) – total over-ocean transportation price per case for the option 1 period. Over –Ocean Transportation Category (Column M) price (see Distribution Worksheet below) multiplied by Column K

5. The Government will review Delivered Price per CS only. If the spreadsheet calculated Delivered Prices per CS (Column T) are not the prices you intend to propose, please contact the Contracting Officer immediately.

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6. The items on the spreadsheet represent the contract market basket, i.e. the highest usage items as well as items listed under the Basic Daily Food Allowance (BDFA) listing. These items will represent the initial contract contractor catalog, at the prices proposed and awarded (reduced by the application of all applicable Government Rebates and Discounts). This means that the Contract Unit Prices in the initial contract order catalog shall be equal to or less than the awarded unit prices and this catalog will initiate the catalog baseline prices. Estimated annual quantities for the items are for information and evaluation purposes only.
7. **If an offeror carries a variety of brands for the same item, the price submitted shall be for the lowest price, technically acceptable, item that meets the Government's minimum requirements, except that Brand Name/NAPA items must be priced according to the exact Brand Name/SKU/NAPA that is listed in the Market Basket, as specified. The inclusion of required Brand Name/NAPA items on the initial contract catalogs does not preclude future catalog changes during the life of the contract to add competing products based on added value to the customer.**

NOTE: **NAPA discounts may be deducted from the delivered price on your price proposal. DO NOT deduct Food Show discounts from the delivered price on your price proposal. DO NOT deduct any other Government Rebates and Discounts from the delivered price on your price proposal unless clearly identified in Column S and substantiate with the appropriate supporting documentation (see II. Supporting Documentation).** However, the actual Contract Unit Prices in the awarded contract order catalog shall include and be reduced by all applicable Government Rebates and Discounts.

DISTRIBUTION WORKSHEET:

1. DLA Troop Support prepopulated fields are as follows (Columns B, C, E, and F):

DISTRIBUTION PRICE

- B Cat. # – Distribution Price category number
- C Category Description – description of the food category
- E Distribution Price Category Unit of Measure – unit used to calculate the quantity in its respective category

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- F # Items in Category – number of items in the Market Basket that are cataloged within a specific Distribution Price category

OVER-OCEAN TRANSPORTATION PRICE

- B Cat. – Over-Ocean Transportation Price category
- C Over-Ocean Transportation Description – description of shipment to Alaska (refrigeration state Frozen / Chill or Dry)
- E Over-Ocean Transportation Category Unit of Measure – unit used to price the respective category
- F # Items in Category – number of items in the Market Basket that are cataloged within a specific Over-Ocean Transportation category

2. The Offeror shall complete the following fields for the Distribution Price categories (Columns H, I, Q, and R):

DISTRIBUTION PRICE

- H Base Distribution Category Price – fixed Distribution Price per UoM (Column E) for the base period (see Solicitation p. 53 for Distribution Prices groups)
- I Option 1 Distribution Category Price – fixed Distribution Price per UoM (Column E) for the option 1 period (see Solicitation p. 53 for Distribution Prices groups)
- Q Base Distribution Category Price (ONLY FOR ZONES 1, 2, AND 4) – fixed Distribution Price per UoM (Column E) for the base period (see Solicitation p. 53 for Distribution Prices groups)
- R Option 1 Distribution Category Price (ONLY FOR ZONES 1, 2, AND 4) – fixed Distribution Price per UoM (Column E) for the option 1 period

OVER-OCEAN TRANSPORTATION PRICE

- H Base Over-Ocean Transportation Category Price – fixed Over-Ocean Transportation price per UoM (Column E) for the base period (see p. 2, #1 above for Over-Ocean Transportation Price

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details)

I Option 1 Over-Ocean Transportation Category Price – Over-Ocean Transportation price per UoM (Column E) for the option 1 period

NOTES:

- a) The Distribution and Over-Ocean Transportation Prices must be offered as a dollar amount. Distribution and Over-Ocean Transportation Prices offered as a percentage are not acceptable.
- b) Prices must not extend more than two (2) places to the right of the decimal point.
- c) Option pricing shall be provided for the Distribution and Over-Ocean Transportation Price portion of the Contract Unit Price only. Acceptance of the option is mandatory, and if an offeror does not submit option terms or indicate acceptance, the offeror's proposal may be rejected.

3. Prepopulated field correlated to the Market Basket quantities (Column L and U):

L Annual Estimated Quantity (Adjusted) – annual estimated quantity per UoM (Column E) for all items in the Market Basket that are cataloged within a specific category

U Annual Estimated Quantity (Adjusted) (ONLY FOR ZONES 1, 2, AND 4) – annual estimated quantity per UoM (Column E) for all items in the Market Basket that are cataloged within a specific category

4. Fields that will be calculated are as follows (Columns M, N, V, and W):

M Base Total Distribution – total Distribution Price per Distribution Price category for the base period (Column H * Column L)

N Option 1 Total Distribution – total Distribution Price per Distribution Price category for the option 1 period (Column I * Column L)

V Base Total Distribution (ONLY FOR ZONES 1, 2, AND 4) – total Distribution Price per Distribution Price category for the base period (Column Q * Column U)

W Option 1 Total Distribution (ONLY FOR ZONES 1, 2, AND 4) – total Distribution Price per Distribution Price category for the

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option 1 period (Column R * Column U)

5. The awarded Distribution and Over-Ocean Transportation Prices shall remain fixed for each applicable contract ordering period. Proposed Distribution and Over-Ocean Transportation Prices may remain the same, increase, or decrease for the option period.
6. The offeror shall input its name in cell D5.

II. SUPPORTING PRODUCT INFORMATION**A. Invoice/Quotes:**

1. ALL offered Delivered prices in the Price Proposal spreadsheet must be substantiated with either an invoice or a quote. Due to the commercial nature of the items being reviewed, the Government expects offerors to have many of the market basket items in stock as part of its regular business and to therefore submit invoices to substantiate Delivered Price. For each line item in the market basket, you are required to provide two copies of the manufacturer's/grower's/private label holder's or Redistributor's invoice for the last product received AND two copies of a screen shot of the Delivered Price in your electronic purchasing system. The Government may also request a price history list for each line item in the market basket. The price history list would consist of the purchase prices and dates for a particular item. In lieu of invoices, two copies of a written quote from the manufacturer/grower/private label holder may be submitted. Your submission of copies is an acknowledgment that all copies provided are true, correct, and unaltered. The Government reserves the right to verify the validity of all invoices and quotes. In particular, quoted prices will be compared to Delivered Prices submitted by other offerors, and any quotes that appear too low will be verified for validity. Methods of verification may include but are not limited to communicating with the manufacturer/grower/private label holder or redistributor and checking published price lists and/or market prices. Evidence of fraudulent invoices and/or quotes may preclude award. Evidence of fraudulent invoices and/or quotes discovered after award may result in contract termination. An invoice or quote from an incumbent Contractor for an item currently on the contract catalog(s) for the solicitation should match the current contract Delivered Price. However if a quoted price on a current contract item is lower, the Contractor shall apply that quote to the current contract catalog and reduce the Unit Price of the item on the following weekly EDI price update. That Unit Price will be retained for the entire effective period of the quote. A quote must include the following:

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- a) The manufacturer/grower/private label holder's letterhead;
- b) Date price quote was supplied;
- c) Time period price quote is effective;
- d) Quantity covered by price quote;
- e) Manufacturer part number;
- f) Manufacturer's point of contact, including name, title, address, and phone number;
- g) Early payment terms.

NOTES:

- 1) The quantity covered by the price quote should be the Delivered Price for the anticipated individual purchase order quantity that would be placed by the offeror for supplies, NOT for the estimated total quantity over the contract period. Unless the quote certifies that prices will remain fixed for an extended period of the contract (e.g. 6 months), the quote shall be for a delivered quantity no greater than 1/12th the annual estimated quantity for the line item. If the quote is for the entire estimated quantity and the offeror certifies the price will remain fixed for the quote's specified period, the line item price shall not be increased under the Economic Price adjustment clause during such period of the contract.
- 2) The invoice or quote for each proposed item shall include the solicitation line item number and be collated in sequential numerical order. All invoices/quotes shall identify the delivered price by Unit of Measure. Two separate copies (preferably in folder or booklet form) of the invoices/quotes are to be included with your offer.
- 3) In the event of award based on initial offers, i.e. award without negotiations, the submission of insufficient or incorrect manufacturer invoices and/or quotes may make an offeror ineligible for award. In the event that negotiations are conducted prior to award, the submission and subsequent failure to correct insufficient or incorrect manufacturer invoices and/or quotes may make an offeror ineligible for award.

2. For line items where Government Rebates or Discounts were deducted from invoices, supporting documentation on manufacturer letterhead must be provided to substantiate any deduction (e.g. military pricing).

B. Technical Descriptions

1. In order to assure the offered item is the appropriate item being solicited, the offeror shall provide a technical description (specification) for the item it will deliver, for ALL items in the Market Basket. The technical description must

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contain sufficient detail to determine that the product meets all requirements of the item description, to include weights, package sizes, and any macro-nutritional requirements. Nutritional information is not required and does not constitute required technical details.

2. The Contractor's descriptions/specifications will be used to determine if the item offered meets the minimum quality standard described or preferred, and meets the item description as set forth in the solicitation and Market Basket.
3. Each technical description must be labeled with the corresponding market basket line item number and its corresponding NSN/LSN.

III. EARNED INCOME

The Contractor shall identify all categories of earned income (as defined elsewhere in the solicitation/contract) received. It is not necessary to submit specific dollar amounts of earned income, just the categories.

3. *Solicitation Page 133, FAR 52.212-2 – Evaluation – Commercial Items, Addendum to FAR 52.212-2, the following paragraph has been added to Price Factors:*

Aggregate Over-Ocean Transportation Price

Aggregate Over-Ocean Transportation Price is obtained by multiplying each over-ocean transportation price of each of the items listed in the Market Basket by its estimated quantity, and totaling the results for all over-ocean transportation prices of the items listed in the Market Basket for the base period and the option period.

4. *Solicitation Page 133, FAR 52.212-2 – Evaluation – Commercial Items, Addendum to FAR 52.212-2, Price Factors, the Weighted Aggregate Unit Price paragraph has been deleted in its entirety and replaced with the following:*

Weighted Aggregate Unit Price

Weighted Aggregate Unit Price is obtained by adding the Weighted Aggregate Distribution Price, the Aggregate Over-Ocean Transportation Price, and the Aggregate Delivered Price for the base period and option period. This Weighted Aggregate Unit Price will be used to determine the lowest evaluated price to the Government.

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5. *Solicitation Page 137, Price Proposal Evaluation, I. Price Proposal, the second paragraph has been deleted in its entirety and replaced with the following:*

Each offeror's total evaluated price will be calculated by adding the Weighted Aggregate Distribution Price, the Aggregate Over-Ocean Transportation Price, and the Aggregate Delivered Price to arrive at the Weighted Aggregate Unit Price. The Weighted Aggregate Unit Price will be used to evaluate each offeror's price proposal.