

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT1. CONTRACT ID CODE PAGE OF PAGES
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|---------------------------------------------------------------------------------------------------------------------|--------------------------------|--------------------------------------------------|--------------------------------|
| 2. AMENDMENT/MODIFICATION NO. 0004 | 3. EFFECTIVE DATE 2/23/2017 | 4. REQUISITION/PURCHASE REQ. NO. See Block 14 | 5. PROJECT NO. (If applicable) |
| 6. ISSUED BY DLA TROOP SUPPORT DIRECTORATE OF SUBSISTENCE 700 ROBBINS AVENUE PHILADELPHIA PA 19111-5096 | CODE SPE300 | 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. SPE30017R0013 |
| | <input checked="" type="checkbox"/> | 9B. DATED (SEE ITEM 11) 2016 DEC 02 |
| | <input type="checkbox"/> | 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 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 APPLIES ONLY TO MODIFICATIONS 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 issuing office.**14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)**

Opening/Closing Date Changed to:
2016 DEC 02 / 2017 MAR 20
TIME 3:00 PM
See Attached Continuation Sheet(s).

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) |

SECTION I - Solicitation Amendment

1. Attached is the revised Market Basket Items- Price Proposal Spreadsheet. This replaces ATTACHMENT 3 - MARKET BASKET ITEMS - PRICE PROPOSAL in the solicitation.
2. The Submission Requirements for the BUSINESS PROPOSAL - VOLUME II, Section I, paragraphs A through C, on pages 83 through 91 of the solicitation are hereby deleted and replaced with the following:

BUSINESS PROPOSAL - VOLUME II

I. PRICE PROPOSAL

A. The price proposal shall be submitted utilizing the Solicitation Price Proposal Workbook Spreadsheets ("Spreadsheet") prepared for this solicitation, and available on the DIBBS website, <https://www.dibbs.bsm.dla.mil/>, named "ATTACHMENT 3 - MARKET BASKET -PRICE PROPOSAL FOR SPE300-17-R-0013.xlsm." If you have any difficulty in locating or downloading the spreadsheet, or have any questions on completing the spreadsheet, please contact the Contracting Officer immediately.

Complete the spreadsheet proposal for the Texas/Oklahoma items in the Market Basket. The Market Basket is a subset of the entire catalog and it includes all items with significant usage. The complete catalog is provided as "ATTACHMENT 4 - TX-OK_Catalog.pdf". The successful awardee must add all items contained in the complete catalog, and in the Market Basket, to the initial contract catalog in accordance with section VI.2. A. CATALOG CHANGES in the Statement of Work.

Each firm must submit their completed spreadsheets in a working Microsoft Excel format on a CD for the Price Proposal. Please name the spreadsheet with the solicitation number and your company name. Please use an Anti-Virus utility to ensure that your CD is virus free before submitting.

Pricing shall be offered in accordance with the pricing provisions of the solicitation.

Offered pricing that is submitted using the DLA Troop Support Quote Spreadsheet must be within 45 days prior to the closing date of the solicitation. Offered pricing that is submitted using the DLA Troop Support Invoice Summary Spreadsheet must be dated within 90 days of solicitation closing date. Offered pricing should reflect the most recent manufacturer/grower/private label holder/redistributor commercial price per unit to the Contractor, inclusive of all standard freight, that is input in the Contractor's purchasing system as the starting basis for its pricing to customers prior to the application of any specific distribution fees, rebates, discounts, limited discounts, or other financial agreements with the Contractor's customers. If the date of the invoice is longer than 90 days from the solicitation closing date, an explanation should be provided.

B. The price proposal workbook consists of seven tabs: "TOTALS," "ITEM INFORMATION," "DISTRIBUTION," "ALTERNATE," "NAPA," "REBATES DISCOUNTS DEVIATION," and "ITEM PRICING."

1. The TOTALS tab displays a chart calculating the offeror's Final Aggregate Total, pulling information from the Item Pricing tab, which includes entered Distribution Prices.
2. The ITEM INFORMATION tab lists each market basket item along with demand data, measured in an applicable Evaluation Unit of Measure ('EVAL UoM').
3. The DISTRIBUTION tab lists the 38 Distribution Categories along with a corresponding field to propose a Distribution Price for each. Each market basket item is assigned a Distribution Price Category in the ITEM INFORMATION Tab.
4. The ALTERNATE tab is to be completed if the offer is not providing the exact item in the market basket.

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5. The NAPA tab is pre-populated by DLA Troop Support. It contains all market basket items and identifies those items with a NAPA allowance as of February 2017.

6. The REBATES DISCOUNTS DEVIATIONS tab is to be completed by the offeror to include all rebates/discounts/deviations being offered.

7. The ITEM PRICING tab lists each market basket item along with pricing fields.

C. The solicitation Price Proposal spreadsheet shall be filled out as follows:

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 each offeror's submission. After the offeror submits the price proposal, DLA Troop Support will verify the offeror-entered information based on the offeror-submitted documentation: specification sheets and DLA Quote Sheet/Invoice Summary Sheet for each market basket item.

NOTES:

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

2. All cells highlighted in "yellow" shall be filled in by the offeror.

TOTALS TAB:

This Tab includes fields pre-populated by DLA Troop Support, one field 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.

a. DLA Troop Support populated fields include:

| | |
|-----|---------------------------------|
| D7 | BASE PERIOD LENGTH |
| D12 | OPTION PERIOD 1 LENGTH |
| D17 | OPTION PERIOD 2 LENGTH |
| D22 | FINAL AGGREGATE (BASE +OPTIONS) |

b. The Offeror shall complete the following field:

| | |
|----|--------------|
| K7 | Offeror Name |
|----|--------------|

c. The following Fields contain formulas that calculate the Aggregate Totals:

| | |
|-----|--------------------------------------------------|
| F7 | Offeror's Adjusted Base Aggregate Total |
| F12 | Offeror's Aggregate Total for Option Period 1 |
| F17 | Offeror's Aggregate Total for Option Period 2 |
| F22 | Offeror's Final Aggregate Total (Base + Options) |

ITEM INFORMATION TAB:

This TAB 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. DLA Troop Support populated fields as identified below. The Offeror shall complete the fields as identified below.

A. LINE ITEM - (DLA Troop Support fill in) The line number which will identify each item in the Market Basket.

B. STOCK/LSN # - (DLA Troop Support fill in) Local Stock Number (LSN) requirement. DLA's stock number

which is on the current contract.

C. ITEM DESCRIPTION - (DLA Troop Support fill in) DLA's item description which is on the current contract.

D. GRADE/TRAIT - (Offeror fill in) This is additional information to clarify item description.

E. CURRENT BRAND - (Both DLA Troop Support and Offeror fill in) The brand of the item. If the block is highlighted yellow, the offeror must fill in the brand you are providing. If the block is not highlighted, this indicates that the customer is currently using this brand. If providing an alternate brand/item, see NOTE below.

F. MANUFACTURER SKU - (Both DLA Troop Support and Offeror fill in) The Manufacturer Stock Keeping Unit (SKU) for the proposed item. If the block is highlighted yellow, the offeror must fill in the SKU you are providing. If the block is not highlighted, this indicates that the customer is currently using this SKU. If providing an alternate see NOTE below.

G. ALTERNATE Y OR N? - (Offeror fill in) Indicate if you are offering an alternate item, to include brand, size, pack, etc.

NOTE: Alternate brands/items may be offered. If you are offering an alternate brand/item, leave fields E and F blank and enter the information on the "ALTERNATE TAB."

H. CURRENT WAREHOUSE ITEM? Y OR N? (Offeror fill in) Indicate whether or not the item is currently in stock.

I. DISTRIBUTION PRICE CATEGORY NUMBER - (DLA Troop Support fill in) The distribution category to which the market basket item belongs. The government will entertain discussion concerning the assignment of the Distribution Price Category Number; however, the government reserves the right to all final assignments.

J. DISTISTRIBUTION CATEGORY UNIT OF MEASURE (UoM) - (DLA Troop Support fill in) The unit of measure of the distribution price; ex. Protein items are priced per pound; spices are priced per case or each; grocery and frozen (most items) are priced per case. See Distribution tab.

K. UNADJUSTED ANNUAL QTY (BASED ON DIST. CATEGORY UoM) - (DLA Troop Support fill in) Annual demand quantities, based on the Distribution Category UoM, for the market basket items.

L. ANNUAL QUANTITY - ADJUSTED FOR OFFERED EVALUATION UNIT - (DLA Troop Support fill in) Annual demand quantities, based on the Distribution Category UoM, for the market basket items. This will automatically adjust based on the offer. For a smaller case, this will calculate a proportionally larger number of cases and vice-versa. This will ensure that DLA can accurately compare all offered items. Please note, just because this number can be derived, the Contracting Officer may choose to not accept an alternate item size. In this situation, an offeror will have to obtain an item closer to the market basket requirement.

M. EVALUATION UNIT OF MEASURE (UoM) - (DLA Troop Support fill in) Unit used for evaluation purposes on each line item.

N. HISTORIC EVALUATION UNITS PER CASE - (DLA Troop Support fill in) The number of units contained in the case as currently purchased by DLA Troop Support. For meat items, this will be the number of pounds in a case.

O. OFFERED EVALUATION UNITS PER CASE - (Offeror fill in) The number of units contained in the case as identified by the offeror. This is the number of pounds (LB) per case, each (EA) per case, etc. If offering the actual requirement, this number should match the number in column N. If offering a different unit, column L will be adjusted.

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P. REBATE/DISCOUNT/DEVIATION PROVIDED (Y/N) - (Offeror fill in) Mark with a Y for Yes if a Rebate/Discount/Deviation is provided. Alternatively, mark with an N for No if a Rebate/Discount/Deviation is not provided. IT IS THE OFFEROR'S RESPONSIBILITY TO CONTACT THE MANUFACTURER'S GOVERNMENT/MILITARY POC TO SEE WHETHER SUCH REBATES/DISCOUNTS/DEVIATIONS EXISTS.

Q. NO. OF DAYS FIRST MILITARY REBATE/DISCOUNT/DEVIATION IS VALID: (Offeror fill in) The number of days that an offered rebate/discount/deviation is valid. This field must be completed only if column P is marked with a Y. PLEASE NOTE: Any rebate/discount/deviation offered must be valid starting with the first delivery order. The first delivery order starts after implementation period is complete.

R. NO. OF DAYS FIRST OTHER REBATE/DISCOUNT/DEVIATION IS VALID: (Offeror fill in) The number of days that an offered rebate/discount/deviation is valid. This field must be completed only if column P is marked with a Y. PLEASE NOTE: Any rebate/discount/deviation offered must be valid starting with the first delivery order. The first delivery order starts after implementation period is complete.

NOTE: Rebates/discounts/deviations may run concurrently or sequentially. The offeror must clearly state terms and conditions on the quote/invoice summary sheet.

DISTRIBUTION PRICING TAB

This TAB 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. DLA Troop Support populated fields, as identified below. The Offeror shall complete the fields as identified below.

A. This column is blank.

B. CATEGORY NUMBER - (DLA Troop Support fill in) The category number which will identify each item in the Market Basket.

C. CATEGORY DESCRIPTION - (DLA Troop Support fill in) This is the description of each category number.

D. NUMBER ITEMS IN CATEGORY - (DLA Troop Support fill in) This is how many items currently in the market basket in this category.

E. UNIT OF MEASURE - (DLA Troop Support fill in) This is the measurement of each item in the market basket (CS, LB, etc)

F. OFFERED BASE DISTRIBUTION PRICE - (Offeror fill-in) This is the Distribution Price being offered for the corresponding distribution category in Column C for the base period.

G. OFFERED OPTION 1 DISTRIBUTION PRICE - (Offeror fill-in) This is the Distribution Price being offered for the corresponding distribution category in Column C for Option Period 1.

H. OFFERED OPTION 2 DISTRIBUTION PRICE - (Offeror fill-in) This is the Distribution Price being offered for the corresponding distribution category in Column C for Option Period 2.

I. This column is blank.

J. ANNUAL QUANTITY (ADJUSTED) IN UNIT OF MEASURE - (DLA Troop Support fill in) This is the annual quantity from column L in the "Item Information Tab".

K. BASE AGGREGATE DISTRIBUTION TOTAL- (DLA Troop Support Formula) This is the total distribution amount for the entire base period for each item in the market basket.

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L. OPTION 1 AGGREGATE DISTRIBUTION TOTAL- (DLA Troop Support Formula) This is the total distribution amount for the entire Option Period 1 for each item in the market basket.

M. OPTION 2 AGGREGATE DISTRIBUTION TOTAL - (DLA Troop Support Formula) This is the total distribution amount for the entire Option Period 2 for each item in the market basket.

ALTERNATE TAB

This TAB includes fields pre-populated by DLA Troop Support, fields to be populated by the offeror, and fields that are pre-populated based on the offeror's submission. DLA Troop Support populated fields are identified below. The Offeror shall complete the fields as identified below.

A. LINE ITEM - (DLA Troop Support fill in) The line number which will identify each item in the Market Basket.

B. STOCK/LSN # - (DLA Troop Support formula) Local Stock Number (LSN) requirement. DLA's stock number which is on the current contract. This will be pulled from "Item Information" Tab, Column B.

C. ITEM DESCRIPTION - (DLA Troop Support formula) DLA's item description which is on the current contract. This description will be pulled from "Item Information" Tab, Column C.

D. ALTERNATE ITEM? - (DLA Troop Support formula) Pre-populated field based on Offeror's entry from "Item Information Tab", Column G.

E. ALTERNATE BRAND - (Offeror fill in) Indicate the brand you are offering.

F. ALTERNATE DESCRIPTION - (Offeror fill in) Provide the alternate item description.

G. ALTERNATE MANUFACTURER SKU - (Offeror fill in) Provide the Manufacturer Stock Keeping Unit (SKU) for the item being offered.

NAPA TAB

This TAB is pre-populated by DLA Troop Support. It contains all market basket items with a NAPA allowance as of February 2017.

A. A LINE ITEM - (DLA Troop Support fill in) The line number which will identify each item in the Market Basket.

B. STOCK/LSN # - (DLA Troop Support formula) Local Stock Number (LSN) requirement. DLA's stock number which is on the current contract. This will be pulled from "Item Information" Tab, Column B.

C. ITEM DESCRIPTION - (DLA Troop Support formula) DLA's item description which is on the current contract. This description will be pulled from "Item Information" Tab, Column C.

D. NAPA DISCOUNT- February 2017 list.

E. ALLOWANCE UOM - Unit of Measure that NAPA discount is based on.

REBATES DISCOUNTS DEVIATIONS TAB

This TAB 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. DLA Troop Support populated fields are identified below. The Offeror shall complete the fields as identified below.

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- A. LINE ITEM - (DLA Troop Support fill in) The line number which will identify each item in the Market Basket.
- B. STOCK/LSN # - (DLA Troop Support formula) Local Stock Number (LSN) requirement. DLA's stock number which is on the current contract. This will be pulled from "Item Information" Tab, Column
- C. ITEM DESCRIPTION - (DLA Troop Support formula) DLA's item description which is on the current contract. This description will be pulled from "Item Information" Tab, Column C.
- D. EVALUATION UNIT OF MEASURE (UoM) - (DLA Troop Support formula)
Unit used for evaluation purposes on each line item. This unit will be pulled from "Item Information" Tab, Column M.
- E. OFFERED EVALUATION UNITS PER CASE - (DLA Troop Support formula) The number of units contained in the case as identified by the offeror. This is the number of pounds (LB) per case, each (EA) per case, etc. This number will be pulled from "Item Information" Tab, Column O.
- F. DISTRIBUTION CATEGORY UNIT OF MEASURE - (DLA Troop fill in) This is the measurement of each item in your market basket (CS, LB, etc). This item will be pulled from "Item Information" Tab, Column J.
- G. NO. OF DAYS FIRST MILITARY REBATE/DISCOUNT/DEVIATION IS VALID: (DLA Troop Support formula) The number of days that an offered rebate/discount/deviation is valid. This number will be pulled from "Item Information" Tab, Column Q.
- H. FIRST MILITARY REBATE/DISCOUNT/DEVIATION- (Offeror fill-in)
The amount of any government or military-specific rebate/discount/deviation under this acquisition, excluding the NAPA discount.
- I. FIRST MILITARY REBATE/DISCOUNT/DEVIATION UNIT OF MEASURE (UOM) - (Offeror fill-in) Offeror needs to enter the UOM of the discount.
- J. NO. OF DAYS FIRST OTHER REBATE/DISCOUNT/DEVIATION IS VALID:
(DLA Troop Support formula) The number of days that an offered rebate/discount/ deviation is valid. This number will be pulled from "Item Information" Tab, Column R.
- K. FIRST OTHER REBATE/DISCOUNT/DEVIATION- (Offer fill-in) The amount of any other specific rebate/discount/deviation under this acquisition, excluding the NAPA discount.
- L. FIRST OTHER REBATE/DISCOUNT/DEVIATION UNIT OF MEASURE (UOM) - (Offeror fill-in) Offeror needs to enter the UOM of the discount.
- M. FIRST MILITARY REBATE/DISCOUNT/DEVIATION (Based on Distribution Category UoM) - (DLA Troop Support Formula) The amount of any government or military-specific rebate/discount/deviation under this acquisition, excluding the NAPA discount, converted to Distribution Category UoM. This number will populate to the ITEM PRICING sheet (Columns K and AI).
- N. FIRST OTHER REBATE/DISCOUNT/DEVIATION- (Based on Distribution Category UoM) (DLA Troop Support Formula) The amount of any other specific rebate/discount/deviation under this acquisition, excluding the NAPA discount, converted to Distribution Category UoM. This number will populate to the ITEM PRICING sheet (Columns L and AJ).

ITEM PRICING TAB

This TAB 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. DLA Troop Support populated fields

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as identified below. The Offeror shall complete the fields as identified below.

NOTE: This ITEM PRICING TAB allows for one (1) military discount (Column K) and one (1) other discount (Column L). If there are more discounts offered, additional columns can be added to the spreadsheet by DLA Troop Support based on the information provided on the Quote Sheet or Invoice Summary Sheet.

A. LINE ITEM - (DLA Troop Support fill in) The line number which will identify each item in the Market Basket.

B. STOCK/LSN # - (DLA Troop Support formula) Local Stock Number (LSN) requirement. DLA's stock number which is on the current contract. This will be pulled from "Item Information" Tab, Column B.

C. ITEM DESCRIPTION - (DLA Troop Support formula) DLA's item description which is on the current contract. This description will be pulled from "Item Information" Tab, Column C.

D. EVALUATION UNIT OF MEASURE (UoM) - (DLA Troop Support formula) Unit used for evaluation purposes on each line item. This unit will be pulled from "Item Information" Tab, Column M.

E. OFFERED EVALUATION UNITS PER CASE - (DLA Troop Support formula) The number of units contained in the case as identified by the offeror. This number will be pulled from "Item Information" Tab, Column O.

F. This column is a spacer column.

G. CS PRICE? - (Offeror fill in) If price offered is a case price, mark with a Y for YES; otherwise, mark with an N for NO.

H. This column is a spacer column

NOTE: Delivered Price is I + J.

I. MATERIAL COST - (Offeror fill in) The product price that the offeror is charged by the manufacturer, grower, private label holder, or redistributor (as applicable). This should match the information provided on the quote or invoice summary sheet.

J. STANDARD FREIGHT (IF NOT INCLUDED IN MATERIAL COST) - (Offeror fill in) The cost of transportation from the manufacturer/grower/private label holder or redistributor to offeror's facility. If the material cost does not include freight from the manufacturer/grower/private label holder or redistributor to the offeror's facility, the offeror will include their freight charge in this block.

K. FIRST MILITARY REBATE/DISCOUNT/DEVIATION (Based on Distribution Category Unit of Measure) - (DLA Troop Support formula) The amount of any government or military-specific discount, excluding the NAPA discount. This number will be pulled from "Rebates Discounts Deviations" Tab, Column M.

L. FIRST OTHER REBATE/DISCOUNT/DEVIATION (Based on Distribution Category Unit of Measure) - (DLA Troop Support formula) The amount of any other type of discount not applicable to Column K that is intended to be provided to the customers/end users. This number will be pulled from "Rebates Discounts Deviations" Tab, Column N.

M. NAPA DISCOUNT - (DLA Troop Support fill in) This field is the manufacturer NAPA discount. Where applicable, this number will be pulled from "NAPA" Tab, Column D.

N. NAPA UOM - (DLA Troop Support fill in) This UOM is provided by the manufacturer. Where applicable, this UoM will be pulled from "NAPA" Tab, Column E.

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O. ANNUAL QUANTITY - ADJUSTED FOR OFFERED EVALUATION UNIT - (DLA Troop Support fill in) Demand quantities, based on the Distribution Category, on an annual basis for the offered item. This will automatically adjust based on the offer. For a smaller case, this will calculate a proportionally larger number of cases and vice-versa. This will ensure that DLA can accurately compare all offered items. This number is pulled from the value calculated on the ITEM INFORMATION Tab (Column L).

P. DISTRIBUTION CATEGORY UNIT OF MEASURE (UoM) - (DLA Troop Support fill in) The unit of measure used for evaluation purposes on each line item. This number is pulled from the ITEM INFORMATION Tab (Column J).

Q. This column is a spacer column.

R. DELIVERED PRICE (Based on Distribution Category Unit of Measure) - (DLA Troop Support fill in) This field calculates the price of the item delivered to the offeror's facility in terms of the Distribution Category Unit of Measure (COLUMN P). This price includes Material Cost plus any applicable Standard Freight.

S. OFFERED BASE DISTRIBUTION PRICE - (DLA Troop Support formula) This is the Distribution Price applicable to this item for the base period. This number is pulled from DISTRIBUTION Tab (Column F).

T. OFFERED OPTION 1 DISTRIBUTION PRICE - (DLA Troop Support Formula) This is the Distribution Price applicable to this item for the first option period. This number is pulled from DISTRIBUTION Tab (Column G).

U. OFFERED OPTION 2 DISTRIBUTION PRICE - (DLA Troop Support Formula) This is the Distribution Price applicable to this item for the second option period. This number is pulled from DISTRIBUTION Tab (Column H).

V. This column is a spacer column.

W. BASE UNIT PRICE LESS NAPA DISCOUNT - (DLA Troop Support Formula) This is the delivered price (column R) plus the distribution price for the base period (column S) less the NAPA discount (column M). All fields are based on Distribution Category Unit of Measure.

X. OPTION 1 UNIT PRICE LESS NAPA DISCOUNT - (DLA Troop Support Formula) This is the delivered price (column R) plus the distribution price for the option 1 (column T) less the NAPA discount (column M). All fields are based on Distribution Category Unit of Measure.

Y. OPTION 2 UNIT PRICE LESS NAPA DISCOUNT - (DLA Troop Support Formula) This is the delivered price (column R) plus the distribution price for the option 2 (column U) less the NAPA discount (column M). All fields are based on Distribution Category Unit of Measure.

Z. This column is a spacer column.

AA. BASE AGGREGATE TOTAL- (DLA Troop Support Formula) This is the total amount for each item in the market basket for the Base period.

AB. OPTION 1 AGGREGATE TOTAL- (DLA Troop Support Formula) This is the total amount for each item in the market basket for the Option 1 period.

AC. OPTION 2 AGGREGATE TOTAL - (DLA Troop Support Formula) This is the total amount for each item in the market basket for the Option 2 period.

AD. This column is a spacer column.

AE. NO. OF DAYS FIRST MILITARY REBATE/DISCOUNT/DEVIATION IS VALID - (DLA Troop Support Formula) The number of days that an offered rebate/discount/deviation is valid. This number is pulled from the ITEM INFORMATION TAB (column Q).

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AF. NO. OF DAYS FIRST OTHER REBATE/DISCOUNT/DEVIATION IS VALID - (DLA Troop Support Formula) The number of days that an offered rebate/discount/deviation is valid. This number is pulled from the ITEM INFORMATION TAB (column R).

AG. ESTIMATED QUANTITY TO BE PURCHASED/USED DURING VALIDITY OF FIRST MILITARY REBATE/DISCOUNT/DEVIATION - (DLA Troop Support Formula) This is the quantity that is estimated to be purchased/used during the timeframe that the first military or government rebate/discount/deviation is valid.

AH. ESTIMATED QUANTITY TO BE PURCHASED/USED DURING VALIDITY OF FIRST OTHER REBATE/DISCOUNT/DEVIATION - (DLA Troop Support Formula) This is the quantity that is estimated to be purchased/used during the timeframe that the first other rebate/discount/deviation is valid.

AI. FIRST MILITARY REBATE/DISCOUNT/DEVIATION (Based on Distribution Category Unit of Measure) (- (DLA Troop Support Formula) The amount of any government or military-specific rebate/discount/deviation under this acquisition, excluding the NAPA discount. This number will be pulled from "Rebates Discounts Deviations" Tab, Column M.

AJ. FIRST OTHER REBATE/DISCOUNT/DEVIATION (Based on Distribution Category Unit of Measure) - (DLA Troop Support Formula) The amount of any other rebate/discount/deviation under this acquisition. This number will be pulled from "Rebates Discounts Deviations" Tab, Column N.

AK. ESTIMATED TOTAL REBATE/DISCOUNT/DEVIATION FOR FIRST MILITARY - (DLA Troop Support Formula) This field is the estimated total amount of the first government or military-specific rebate/discount/deviation based on validity period and estimated quantity to be purchased/used.

AL. ESTIMATED TOTAL REBATE/DISCOUNT/DEVIATION FOR FIRST OTHER - (DLA Troop Support Formula) This field is the estimated total amount of the first other rebate/discount/deviation based on validity period and estimated quantity to be purchased/used.

AM. ADJUSTED BASE AGGREGATE TOTAL - (DLA Troop Support Formula) This is the total amount, less any (government or military-specific and any other) offered rebate/discount/deviation, for each item in the market basket for the Base period.

3. Also attached is the revised Quote Spreadsheet and Invoice Summary Spreadsheet. Attachments 1 and 2 of the solicitation are replaced by these two spreadsheets, respectively. The quote and invoice forms have been updated to Excel spreadsheets. The quote spreadsheet(s) must be signed by the manufacturer/supplier/private label/redistributor. The invoice spreadsheet(s) must be signed by the offeror.

4. The Submission Requirements for the QUOTE SPREADSHEET (Attachment 1) and the INVOICE SUMMARY SPREADSHEET (Attachment 2) have been updated. BUSINESS PROPOSAL - VOLUME II, Section II. SUPPORTING PRODUCT INFORMATION, paragraphs B and C, on pages 92 through 95 of the solicitation are hereby deleted and replaced with the following:

II. SUPPORTING PRODUCT INFORMATION

B. DLA Troop Support CONUS Subsistence Quote Sheet (NOTE: The Quote Sheet is DLA Troop Support's primary substantiating document.)

1. The Quote Spreadsheet (Attachment 1) must be provided by the offeror for every item unless an invoice is provided in the price Proposal Spreadsheet. In order for this quote spreadsheet to be valid, all fields must be complete. Multiple items supplied by the same manufacturer, grower, private label holder, redistributor can be listed on one spreadsheet. A separate quote spreadsheet shall be provided for each manufacturer, grower, private label holder, redistributor. This form may not be changed or altered in any way other than by completing the required information or adding columns to reflect additional rebates/discounts/deviations. The offeror shall submit the quote spreadsheet(s) in line item number sequence

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for each manufacturer, grower, private label holder, redistributor.

2. The Quote spreadsheet MUST BE completed, signed, and dated by the manufacturer, grower, private label holder, redistributor (as applicable). The Offeror shall complete the fields as identified below:

- A. Manufacturer Name (Label and Parent Company) - Offeror must provide the Label and Parent Company (if applicable)
- B. Manufacturer POC for Military Sales (First and Last Name / Valid Phone Number) - DLA Troop Support reserves the right to contact this person to verify the information on the Quote Sheet.
- C. Do you (the manufacturer) currently do business with this distributor (Government offeror)? - Answer "Yes" or "No"
- D. MARKET BASKET ITEM NO. - Obtain this number from the Market Basket spreadsheet, Item Information Tab, Column A.
- E. LSN (if applicable) - DLA Troop Support Local Stock Number (LSN). Obtain this number from the Market Basket spreadsheet, Item Information Tab, Column B.
- F. Manufacturer Item Description and Case Size - Sufficient detail must be provided to ensure the product being offered matches the item description in the Market Basket Spreadsheet.
- G. Manufacturer Stock Keeping Unit (SKU) - (Self explanatory) This block should match the manufacturer SKU in Column F on the ITEM INFORMATION Tab or Column G on the Alternate Tab of the Price Proposal Spreadsheet.
- H. Unit of Measure Offered - i.e. CS, LB, EA

NOTE: Information provided for E, F, and G (above) must be consistent with the documentation provided for the Technical Description (specification).

- I. MATERIAL COST - The product price that the offeror is charged by the manufacturer, grower, private label holder, or redistributor (as applicable). This block should match the material cost entered in Column I on the ITEM PRICING Tab of the Price Proposal Spreadsheet.
- J. STANDARD FREIGHT (IF NOT INCLUDED IN MATERIAL COST) - The cost of transportation from manufacturer/grower/private label holder or redistributor to offeror's facility. If the material cost does not include freight from the manufacturer/grower/private label holder or redistributor to the offeror's facility, the offeror will include their freight charge in this block. This block should match the standard freight (if applicable) entered in Column J on the ITEM PRICING Tab of the Price Proposal Spreadsheet.
- K. FIRST MILITARY REBATE/DISCOUNT/DEVIATION - The amount of any government or military specific discount, excluding NAPA discount. This block should match the discount entered in Column H on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- L. UNIT OF MEASURE OF FIRST MILITARY REBATE/DISCOUNT/DEVIATION - i.e. CS, LB, EA. This block should match the UoM entered in Column I on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- M. START DATE OF FIRST MILITARY REBATE/DISCOUNT/DEVIATION - i.e. First Order or specific date
- M. NO. OF DAYS FIRST MILITARY REBATE/DISCOUNT/DEVIATION IS VALID - The number of days that an offered rebate/discount/deviation is valid. This block should match the number of days entered in Column Q on the ITEM INFORMATION Tab of the Price Proposal Spreadsheet.
- O. FIRST OTHER REBATE/DISCOUNT/DEVIATION - The amount of any other rebate/discount/deviation under this acquisition. This block should match the discount entered in Column K on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- P. UNIT OF MEASURE OF FIRST OTHER REBATE/DISCOUNT/DEVIATION - i.e. CS, LB, EA. This block should match the UoM entered in Column L on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- Q. START DATE OF FIRST OTHER REBATE/DISCOUNT/DEVIATION - i.e. First Order or specific date
- R. NO. OF DAYS FIRST OTHER REBATE/DISCOUNT/DEVIATION IS VALID - The number of days that an offered rebate/discount/deviation is valid. This block should match the number of days entered in Column R on the ITEM INFORMATION Tab of the Price Proposal Spreadsheet.
- S. NAPA DISCOUNT -This field is the manufacturer NAPA discount. This block may or may not match the price in column D of the "NAPA Tab" of the Price Proposal Spreadsheet. If the price does not match DLA Troop Support will verify and make the change.
- T. DATE OF QUOTE - Date that quote was obtained from the manufacturer.

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C. DLA Troop Support CONUS Subsistence Invoice Summary Sheet (NOTE: The Invoice Summary Sheet is DLA Troop Support's secondary substantiating document.)

1. The DLA Invoice Summary Sheet (Attachment 2) is the invoice summary spreadsheet for the above referenced solicitation and region. This is a summary of information from the actual invoice, which must be provided upon request from the Contracting Officer. In order for this invoice summary to be valid, all fields must be complete. A completed copy of this spreadsheet must accompany each offered item when a quote is not utilized. Multiple items can be listed on one spreadsheet. This spreadsheet may not be changed or altered in any way other than by completing the required information or adding columns to reflect additional rebates/discounts/deviations. The offeror shall submit the spreadsheet(s) in line item number sequence.

2. The Invoice Summary spreadsheet MUST BE completed, signed, and dated by the offeror. The Offeror shall complete the fields as identified below:

- A. MARKET BASKET ITEM NO. - Obtain this number from the Market Basket spreadsheet, Item Information Tab, Column A.
- B. LSN (if applicable) - DLA Troop Support Local Stock Number (LSN). Obtain this number from the Market Basket spreadsheet, Item Information Tab, Column B.
- C. Manufacturer Item Description and Case Size - Sufficient detail must be provided to ensure the product being offered matches the item description in the Market Basket Spreadsheet.
- D. Manufacturer Name- Offeror must provide the Label and Parent Company (if applicable).
- E. Manufacturer Stock Keeping Unit (SKU) - (Self explanatory) This block should match the manufacturer SKU in Column F on the ITEM INFORMATION Tab or Column G on the Alternate Tab of the Price Proposal Spreadsheet.
- F. Unit of Measure Offered - i.e. CS, LB, EA

NOTE: Information provided for B, C, D, and E (above) must be consistent with the documentation provided for the Technical Description (specification).

- G. MATERIAL COST - The product price that the offeror is charged by the manufacturer, grower, private label holder, or redistributor (as applicable). This block should match the material cost entered in Column I on the ITEM PRICING Tab of the Price Proposal Spreadsheet.
- H. STANDARD FREIGHT (IF NOT INCLUDED IN MATERIAL COST) - The cost of transportation from manufacturer/grower/private label holder or redistributor to offeror's facility. If the material cost does not include freight from the manufacturer/grower/private label holder or redistributor to the offeror's facility, the offeror will include their freight charge in this block. This block should match the standard freight (if applicable) entered in Column J on the ITEM PRICING Tab of the Price Proposal Spreadsheet.
- I. FIRST MILITARY REBATE/DISCOUNT/DEVIATION - The amount of any government or military specific discount, excluding NAPA discount. This block should match the discount entered in Column H on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- J. UNIT OF MEASURE OF FIRST MILITARY REBATE/DISCOUNT/DEVIATION - i.e. CS, LB, EA. This block should match the UoM entered in Column I on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- K. START DATE OF FIRST MILITARY REBATE/DISCOUNT/DEVIATION - i.e. First Order or specific date
- L. NO. OF DAYS FIRST MILITARY REBATE/DISCOUNT/DEVIATION IS VALID - The number of days that an offered rebate/discount/deviation is valid. This block should match the number of days entered in Column Q on the ITEM INFORMATION Tab of the Price Proposal Spreadsheet.
- M. FIRST OTHER REBATE/DISCOUNT/DEVIATION - The amount of any other rebate/discount/deviation under this acquisition. This block should match the discount entered in Column K on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- N. UNIT OF MEASURE OF FIRST OTHER REBATE/DISCOUNT/DEVIATION - i.e. CS, LB, EA. This block should match the UoM entered in Column L on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- O. START DATE OF FIRST OTHER REBATE/DISCOUNT/DEVIATION - i.e. First Order or specific date
- P. NO. OF DAYS FIRST OTHER REBATE/DISCOUNT/DEVIATION IS VALID - This block should match the UoM entered in Column L on the REBATES DISCOUNTS DEVIATIONS Tab of the Price Proposal Spreadsheet.
- Q. NAPA DISCOUNT -This field is the manufacturer NAPA discount. This block may or may not match the price

in column D of the "NAPA Tab" of the Price Proposal Spreadsheet. If the price does not match DLA Troop Support will verify and make the change.

R. DATE OF INVOICE- Date that invoice was received into contractor's system. Invoice must be dated within 90 days of solicitation closing date. If the date of the invoice is longer than 90 days from the solicitation closing date, please explain in Column S.

S. EXPLANATION OF INVOICE NOT DATED WITHIN 90 DAYS.

An invoice is not required to substantiate the Delivered Price, however, the most recent manufacturer, grower, private label holder, or redistributor invoice (as applicable) must be provided upon request by the contracting officer. The contracting officer may request a manufacturer invoice if the offeror indicates the item is currently contained in its inventory on the ITEM INFORMATION TAB of ATTACHMENT 3 SPV TEXAS OK - MARKET BASKET ITMES-PRICE PROPOSAL FOR SPE300-17-R-0013, column H.

5. All answers to questions received pertaining to rebates and discounts are listed below. Other price related questions and non-price related questions will be included in a forthcoming amendment.

6. Solicitation SPE300-17-R-0013 is hereby extended until March 20, 2017, 3:00PM EST for the submission of proposals.

All other terms and conditions remain unchanged.

Section II - Questions and Answers

The answers in Section II are provided for clarification purposes only and do not change the solicitation requirements. In the event of any discrepancy between the answers provided in Section II and the solicitation documents, the solicitation documents will take precedence.

The answers included in this Section are in response to relevant questions submitted regarding this solicitation. Please note, some questions may have been consolidated for convenience and/or revised to remove sensitive, misleading, irrelevant or extraneous information.

1. Question: Will discounts be held 187 days?

Answer: Offered rebates/discounts/deviations must be effective starting from the date of the first order and last through the duration specified in the offer.

2. Question: Clarify when the discount actually starts and end?

Answer: Offered rebates/discounts/deviations must be effective starting from the date of the first order and last through the duration specified in the offer.

3. Question: Formulas are not working on military or the other discount columns [in the Price Proposal spreadsheet]?

Answer: All formulas have been corrected with this amendment. A revised spreadsheet is included as an attachment to this amendment.

4. Question: [Texas/Oklahoma] Page 94 ii Pricing Information: Should there be a D3?

Answer: If more than 2 rebates/discounts/deviations are being offered, then additional columns may be added to the quote/invoice summary sheet/spreadsheet to reflect and explain the offered discount. Do not attempt to add the column to the pricing spreadsheet.

5. Question: [Texas/Oklahoma solicitation] Page 20 (Section 3v) - Early Payment Discount from the SPV to the supplier is considered a pass-back/discount to the customer, only if over 2%/10Days? Please further define.

Answer: The general definition of "Qualifying Early Payment Discounts" included in the solicitation provides

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that a Qualifying Early Payment Discounts must, in part, be no more than 2 percent of the manufacturer's, grower's, private label holder's, or redistributor's invoice and the early payment is required within 10 days to obtain the discount.

6. Question: [Original Quote Sheet/Invoice Summary Sheet] Blocks D-E - will all listed discounts be deducted from Delivered Price to equal the Evaluated Unit Price, if the time periods overlap? Do you expect dates or days, and if days, starting from when?

Answer: Discounts are deducted from the Adjusted Base Aggregate Total in the "Item Pricing" Tab in the Market Basket Items-Price Proposal spreadsheet. A formula is included that accounts for the time periods during which the discount/rebate/deviation is offered. The duration of any discount/rebate/deviation should be described in terms of days, starting from first order. Offerors must input the applicable time period in the Quote or Invoice summary spreadsheet.

7. Question: Most manufacturers will be unable to extend any discount thru the theoretical date of first order week, which could be (based on current closing of day 1/13):
Quote on day 1 + 13 days closing + 210 days offer expire + 90 day implementation = 7 days first week = 320 days. Given this variance among quote effective periods, can the Prime Vendor offeror agree to accept and pass on all quoted discounts thru the first order week?

Answer: In order to be considered for evaluation, offered rebates/discounts/deviations must be effective starting from the date of the first order through the duration specified in the offer.

8. Question: [Original Price Proposal spreadsheet, Item Pricing Tab] Columns AG & AH, estimated value of discounts appear arbitrary in nature, as the time of implementation period and first order week cannot be reasonably known for any new awardee.

Answer: Offered rebates/discounts/deviations must be effective starting no earlier than the first order.

9. Question: [Original Texas/Oklahoma solicitation, Page 89 Column K.] The RFP defines "First Military Rebate/Discount/Deviation as "any government or military specific discount, excluding the NAPA discount." Similarly, the SPV Texas/Oklahoma solicitation defines "First Other Rebate/Discount/Deviation" as "any other type of discount [that is not a First Military Rebate/Discount/Deviation] that is intended to be provided to the customers/end users.

May offerors self-deviate, meaning that the offeror and not the manufacturer or grower creates the deviation on the face of the invoice (thereby taking it "off invoice")?

Answer: Yes, the invoice summary sheet has been updated so the offeror can specify the self-deviation discount.

10. Question: May offerors self-deviate off invoice for private label products?

Answer: The offerors may self-deviate off invoice for private label products.

11. Question: If offerors self-deviate either on national branded product or private label product, will DLA evaluate the offeror's price with the discount for the period of time that the offeror agrees to offer the deviated price

Answer: DLA will evaluate the offeror's price with the discount taking into consideration the time period of the discount.

12. Question: [Original Texas/Oklahoma Solicitation, page 87] The Item Information Tab, Column Q asks for the number of days in which the "First Military Rebate/Discount/Deviation is valid." Similarly, Item

Information Tab, Column R asks for the number of days in which the "First Other Rebate/Discount/Deviation is Valid."

[Original Texas/Oklahoma Solicitation, page 91] The SPV solicitation demonstrates how DLA considers the impact of such deviations in pricing.

Confirm that DLA will evaluate the impact of such "First Military" or "Other" Rebates/Discounts/Deviation by reducing the price for the prorated period of time during which the rebate, discount, or self-deviation is offered.

Answer: The spreadsheet is setup to prorate the quantity based on the amount of time offerors have input in those columns (Q and R, ITEM INFORMATION Tab). This will be reflected in the "Adjusted Base Aggregate Total" in the "ITEM PRICING" tab.

13. Question: Is there a minimum number of days for which a First Military Rebate/Discount/or Deviation or an Other Rebate/Discount/Deviation must be valid in order to be evaluated as part of pricing? If so, what are the minimum number of days?

Answer: There is no minimum of days.

14. Question: [Texas/Oklahoma Solicitation, page 90] Column AG states:
ESTIMATED QUANTITY TO BE USED DURING VALIDITY OF FIRST MILITARY REBATE/DISCOUNT/DEVIATION - (DLA Troop Support Formula) This is the quantity that is estimated to be purchased/used during the timeframe that the first military or government rebate/discount/deviation is valid.

[Price Proposal spreadsheet, Item Pricing Tab] Confirm that the referenced estimated quantity is based on the annual quantity reflected in Column O divided by 365 days and multiplied by the number of days the Rebate/Discount/Deviation is valid.

Answer: That is correct.

15. Question: What should go in Item information [Tab], column D, [Required Grade/Trait], fill in?

Answer: Column D should include additional information about the product if you know something other than what is on the specification and label sheets. If you have no other information to put, then put N/A. The column heading is revised to delete the word "Required".

Attachments**List of Attachments**

| Description | File Name |
|---------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|
| ATTACH.Atch 1 - Quote Spreadsheet | Attachment 1-DLA Quote Spreadsheet- SPE30017R0013- Amendment 4-2-22- 17.xlsx |
| ATTACH.Atch 2 - Invoice Summary Spreadsheet | Attachment 2-DLA Invoice Summary Spreadsheet- SPE30017R0013- Amendment 4-2-22- 17.xlsx |
| ATTACH.Atch 3 - TX/OK Market Basket | Attachment 3 - SPV TEXAS OKLAHOMA - MARKET BASKET ITEMS-PRICE PROPOSAL FOR SPE300-17-R-0013-2- 23-17.xlsx |