



DEFENSE COMMISSARY AGENCY
HEADQUARTERS
1300 E AVENUE
FORT LEE, VIRGINIA 23801-1800

REPLY TO
ATTENTION OF

OCT 15 2008

PSM

NOTICE TO THE TRADE – DeCA NOTICE 09-02

SUBJECT: Revised DIBS Department Commodity Codes for Centrally Managed Programs,
Produce Items and Grocery Items Displayed in Produce

Subject Notice to The Trade (NTT 09-02) revises the Department commodity Code attachment to NTT 08-88 which provided clarification on The Defense Commissary Agency's (DeCA) Centrally Managed Prepackaged Salad Program, Produce items, and Grocery Items Displayed in Produce.

A list of defined commodities is provided as an attachment to this notice. This list reflects the commodities that will be centrally managed by DeCA using the category review process. Commodities that are subject to category reviews may not be supplied by the produce houses utilizing their existing Requirement Type Contracts (RTC). Items that are not subject to category reviews are authorized to be supplied by the produce houses utilizing their existing RTC contracts.

The DIBS department commodity code 2168 has been designated for grocery chill produce dips and glazes for display in the produce sales floor area. Department commodity code 6843 has been modified to include fresh-chill pico de Gallo, guacamole and salsa, and procured through Produce House catalogs.

Point of contact regarding additional information concerning this matter is Ms. Bridget Bennett, at 804-734-8200.

Randall Chandler
Director of Sales

Attachments:

Commodity List

NTT 08-88 DIBS Department Commodity Codes for Centrally Managed Programs, Produce Items and Grocery Items Displayed in Produce

Grocery Items in Produce

DIBS Dept	Accountable Department	Segment	POS-M Dept #	UNIT MESU	UNIT ISSUE	Seq #
0/16/0	Grocery (subject to category review)	Misc. Dry Items	10	OZ	PK/BX	61
0/16/1	Grocery (subject to category review)	Fruit and Veg, Jarred, Shelf Stable	10	OZ	JR	61
0/16/2	Grocery (subject to category review)	Produce Washes	10	OZ	PK/EA	61
0/16/3	Grocery (subject to category review)	Trail Mix Type Companies	10	OZ	EA/BG	61
0/16/6	Grocery (subject to category review)	Produce Mixes, Dry	10	OZ	PK	61
0/16/7	Grocery (subject to category review)	Jarred Garlic or Herbs, Shelf Stable	10	OZ	JR	61
0/16/8	Grocery (subject to category review)	Cider, Shelf Stable, Unfiltered	10	OZ	TU	61
0/16/9	Grocery (subject to category review)	Dips, Veggie or Glaze, Shelf Stable	10	OZ	TU	61
1/16/4	Grocery (subject to category review)	Bird food	11	OZ	BG	61
1/16/5	Grocery (subject to category review)	Grocery (Non Food Stamp)	11	EA	EA	61
2/16/0	Grocery - Chill (subject to category review)	Misc. Chilled Items	12	OZ	CN/BO	61
2/16/1	Grocery - Chill (subject to category review)	Fruit & Veg, Jarred, chilled	12	OZ	JR	61
2/16/2	Grocery - Chill (subject to category review)	Tofu	12	OZ	PK	61
2/16/3	Grocery - Chill (subject to category review)	Noodles or Wraps or Kimchee or Polenta	12	OZ	PK/JR	61
2/16/4	Grocery - Chill (subject to category review)	Soy, Meat, Cheese, etc	12	OZ	PK	61
2/16/6	Grocery - Chill (subject to category review)	Herbs, Sprouts, Processed Prepackaged in a jar, bottle, tube	12	OZ	BO	61
2/16/5	Grocery - Chill (subject to category review)	Salad Dressings, Chilled	12	OZ	BO	61
2/16/7	Grocery - Chill (subject to category review)	Juice, Chilled, 85%+ FDS	12	OZ	PK	61
2/16/8	Grocery - Chill (subject to category review)	Dips or Glaze	12	OZ	BO/TU	61
6/84/7	Produce (DeCA Managed Program)	PrePak Salads (bagged) will be handled under NTT	60	OZ	PK	61
6/85/0	Produce (DeCA Managed Program)	Dried Ethnic Items (Mellissa's)	60	OZ	PK	61
6/83/4	Produce (DeCA Managed Program)	Plants ,Potted	66	EA	EA	81
6/83/5	Produce (DeCA Managed Program)	Flowers, Cut	65	EA	EA	81
6/84/6	Produce (subject to category review)	Bars/Stix, Fruit	60	EA	EA	61
6/84/8	Produce (subject to category review)	Peanuts Bagged, in shell 16oz+	60	OZ	PK	61
6/84/9	Produce (subject to category review)	Pistachio (16oz+) and Pistachio nut meats (8oz+)	60	OZ	PK	61
6/84/1	Produce (subject to category review)	Juice, Fresh 85%+ DSD	60	OZ	NO	81
6/84/3	Produce (Produce House Only)	PrePak Fruits, Pico de Gallo, Guacamole, Salsa,	60	OZ	BG	61
6/84/4	Produce (Produce House Only)	Herbs or Sprouts, fresh, Prepacked in a clamshell, etc	60	OZ	BG	61
6/83/0	Produce (Produce House Only)	Nuts, Bulk, All bulk nuts in shells and/or raw are produce.	60	OZ	EA	81
6/83/1	Produce (Produce House Only)	Fresh Fruits	60	OZ	EA	81
6/83/3	Produce (Produce House Only)	Fresh Vegetables	60	OZ	EA	81
6/83/8	Produce (Produce House Only)	Value Added Items Produce	60	OZ	BG	81



REPLY TO
ATTENTION OF

DEFENSE COMMISSARY AGENCY
HEADQUARTERS
1300 E AVENUE
FORT LEE, VIRGINIA 23801-1800

AUG 8 2008

PSM

NOTICE TO THE TRADE – DeCA NOTICE 08-88

SUBJECT: DIBS Department Commodity Codes for Centrally Managed Programs, Produce Items and Grocery Items Displayed in Produce

Subject Notice to The Trade (NTT 08-88) provides clarification on The Defense Commissary Agency's (DeCA) Centrally Managed Prepackaged Salad Program, Produce items, and Grocery Items Displayed in Produce.

The produce houses are not authorized to sell prepackaged salads, and other items listed on NTT 07-144, (except for bagged greens i.e., collards, kale, etc) regardless of brand name. The produce houses are authorized to sell value added items to the stores utilizing their produce Requirement Type Contract (RTC).

A list of redefined commodities is provided on the attached revised DIBS Department Commodity code list. This list reflects the commodities that will be centrally managed by DeCA using the category review process. Commodities that are subject to category reviews may not be supplied by the produce houses utilizing their existing RTC contracts. Items that are not subject to category reviews are authorized to be supplied by the produce houses utilizing their existing RTC contracts.

Produce Houses may participate in the category review process either as local/regional or national suppliers, but will be required to obtain a Resale Ordering Agreement (ROA) contract for name brand items that are managed by DeCA and cannot use their existing RTC contracts. Brand names that have been subject to category reviews, and not accepted into our stock assortment, will not be sold by the produce houses.

Point of contact regarding additional information concerning this matter is Ms. Bridget Bennett, at 804-734-8200.

Randall Chandler
Director of Sales

Attachments:
Commodity List
NTT 07-144 Pre-pack Salad Program

"The Commissary – It's Worth the Trip"

Grocery Items in Produce

DIBS Dept	Accountable Department	Segment	POS-III Dept #	UNIT MESU	UNIT ISSUE	Seq #
0/16/0	Grocery (subject to category review)	Misc. Dry Items	10	OZ	PK/BX	61
0/16/1	Grocery (subject to category review)	Fruit and Veg, Jarred, Shelf Stable	10	OZ	JR	61
0/16/2	Grocery (subject to category review)	Produce Washes	10	OZ	PK/EA	61
0/16/3	Grocery (subject to category review)	Trail Mix Type Companies	10	OZ	EA/BG	61
0/16/6	Grocery (subject to category review)	Produce Mixes, Dry	10	OZ	PK	61
0/16/7	Grocery (subject to category review)	Jarred Garlic or Herbs, Shelf Stable	10	OZ	JR	61
0/16/8	Grocery (subject to category review)	Cider, Shelf Stable, Unfiltered	10	OZ	TU	61
0/16/9	Grocery (subject to category review)	Dips, Veggie or Glaze, Shelf Stable	10	OZ	TU	61
1/16/4	Grocery (subject to category review)	Bird food	11	OZ	BG	61
1/16/5	Grocery (subject to category review)	Grocery (Non Food Stamp)	11	EA	EA	61
1/16/0	Grocery - Chill (subject to category review)	Misc. Chilled Items	12	OZ	CN/BO	61
2/16/1	Grocery - Chill (subject to category review)	Fruit & Veg, Jarred, chilled	12	OZ	JR	61
2/16/2	Grocery - Chill (subject to category review)	Tofu	12	OZ	PK	61
2/16/3	Grocery - Chill (subject to category review)	Noodles or Wraps or Kimchee or Polenta	12	OZ	PK/JR	61
2/16/4	Grocery - Chill (subject to category review)	Soy, Meat, Cheese, etc	12	OZ	PK	61
2/16/6	Grocery - Chill (subject to category review)	Herbs, Sprouts, Processed Prepackaged in a jar, bottle, tube	12	OZ	BO	61
2/16/5	Grocery - Chill (subject to category review)	Salad Dressings, Chilled	12	OZ	BO	61
2/16/7	Grocery - Chill (subject to category review)	Juice, Chilled, 85%+ FDS	12	OZ	PK	61
6/84/7	Produce (DeCA Managed Program)	PrePak Salads (bagged) will be handled under NTT	60	OZ	PK	61
6/85/0	Produce (DeCA Managed Program)	Dried Ethnic Items (Mellissa's)	60	OZ	PK	61
6/83/4	Produce (DeCA Managed Program)	Plants, Potted	66	EA	EA	81
6/83/5	Produce (DeCA Managed Program)	Flowers, Cut	65	EA	EA	81
6/84/6	Produce (subject to category review)	Bars/Stix, Fruit	60	EA	EA	61
6/84/8	Produce (subject to category review)	Peanuts Bagged, in shell 16oz+	60	OZ	PK	61
6/84/9	Produce (subject to category review)	Pistachio (16oz+) and Pistachio nut meats (8oz+)	60	OZ	PK	61
6/84/1	Produce (subject to category review)	Juice, Fresh 85%+ DSD	60	OZ	NO	81
2/16/8	Produce (Produce House Only)	Dips or Glaze, Pico de Gallo, Guacamole, or Salsa, Chilled	12	OZ	BO/TU	61
6/84/3	Produce (Produce House Only)	PrePak Fruits	60	OZ	BG	61
6/84/4	Produce (Produce House Only)	Herbs or Sprouts, fresh, Prepacked in a clamshell, etc	60	OZ	BG	61
6/83/0	Produce (Produce House Only)	Nuts, Bulk, All bulk nuts in shells and/or raw are produce.	60	OZ	EA	81
6/83/1	Produce (Produce House Only)	Fresh Fruits	60	OZ	EA	81
6/83/3	Produce (Produce House Only)	Fresh Vegetables	60	OZ	EA	81
6/83/8	Produce (Produce House Only)	Valu Added Items Produce	60	OZ	BG	81

PSP

September 13, 2007

NOTICE TO THE TRADE – DeCA NOTICE 07-144

SUBJECT: Worldwide Pre-Packaged Salad Program

The Defense Commissary Agency's (DeCA) Marketing Business Unit (MBU) will be accepting presentations on September 26-27, 2007, at Fort Lee, Virginia, for the Pre-Packaged Salad Program starting at approximately 8 a.m. Details of the requirement are attached along with a listing of the commissaries to be supported through this program. The program will be for a base period of 1-year, with the potential for three additional 1-year option periods. DeCA shall retain the exclusive right to exercise the renewal period(s) based on the supplier's performance and adherence to the criteria specified in the finalized agreement.

This is an opportunity to become a primary or secondary supplier for one or more designated marketing areas throughout DeCA. As a result of this process, there will be only one primary supplier in each specified marketing area. There may be one or multiple primary suppliers under the overall program. There are a total of eight DeCA marketing areas available under this program. The marketing areas are: Northeast, Central, Southern, Midwest, Southwest, Northwest, Pacific, and European. Some marketing areas have more than one pricing zone to accommodate merchandising in locations such as Hawaii, Alaska, and Puerto Rico. The specific store locations are segregated into distinct marketing areas. DeCA will be responsible for the costs and logistics of shipping products to all locations shown in the Pacific and European marketing areas, unless alternatives are proposed by the offeror(s) which are subsequently determined to be more advantageous to the government.

The objectives of this program are to continue an already successful pre-packaged salad program by providing timely deliveries, patron satisfaction, and consistent patron savings – to all commissary locations worldwide. An additional objective is to provide a streamlined program that supports all of our store locations in the most efficient manner. Offerors are encouraged to develop and propose alternatives that would facilitate these objectives. The successful selected supplier(s) must recognize that the products under this agreement are vital to the government and must be continued without interruption.

All presentations will be videotaped and will not exceed 1 hour in duration. Each vendor will be given 15 minutes before and after each presentation to prepare and clear the room. To schedule an appointment please contact Ms. Evelyn Trisvan, (804) 734-8614. All appointments must be made no later than September 20, 2007. Vendors will furnish six paper copies of their presentation and any slides used. An overhead projector will be available for your use.

NOTE: Industry is hereby informed that the government is not liable for any expenses incurred in the preparation of these presentations. In addition, this is not a contractual solicitation; it is a merchandising agreement that is not governed by the Federal Acquisition Regulations. Industry will be permitted to “reclama” in accordance with established guidelines within this NTT.

The program elements and requirements and the evaluation criteria are provided in attachments 1 and 2. If you cannot meet the program elements and requirements you should not schedule an appointment.

Offerors are expected to address each item identified in attachment 2 as part of their presentation. It is recommended that the written proposal that accompanies your presentation follow the same sequence as shown in attachment 2 to ensure no mandatory items are missed.

My point of contact for this action is Mr. Dana Nickless, Produce Specialist, at 804-734-8387 or dana.nickless@deca.mil.

/s/
Richard S. Page
Chief Operating Officer

Attachments:
As stated

Program Elements and Requirements

1. The government will select a Pre-Packaged Salad Program that is consistent with customers' preferences and market share that will be most advantageous to the patron with price, brand name recognition, variety, savings, marketing program, and other factors being considered. Included in this program are pre-packaged salads that can consist of bags, bowls, and other containers, along with pre-packaged spinach, cole slaw, shredded lettuce, greens, and other like items.
2. Evaluation Process for Pre-Packaged Salad Program: The grading criteria to be used in the evaluation process in determining the overall best value to our customers will include, but not be limited to, the mandatory requirements within this notice.
3. Notification Letters and NTT: Within 14 business days after presentations, all participating parties will be forwarded a notification letter announcing the selection of the primary and possible secondary suppliers for each marketing area. A debriefing sheet will be forwarded with this letter. A NTT will also be completed and posted to the DeCA Web site. The notification letters and the NTT will be forwarded to all participants simultaneously via overnight mail and/or facsimile with receipt acknowledgement required.
4. Reclama Process: Industry will be permitted to "reclama" the selection decision(s) in writing to obtain clarification of factors used in the selection process within 14 calendar days from the date of the "notification letters" announcing selections. Additional data that was not provided to the initial selection committee will not be authorized or accepted, unless requested by DeCA from all presenters. The "reclama" process is only allowed to review the original presentation and to once again validate the results. Reclamas, to be accepted, must be based on clarification of data submitted and not of the selection process itself. This process ends 14 calendar days from the date of the notification letters. All inquiries must be mailed via Return Receipt Requested to Defense Commissary Agency, ATTN: PSP, 1300 E Avenue, Fort Lee, Virginia 23801-1800.
5. Reclama Response: The MBU will provide a written response within 14 calendar days of receipt of reclama.
6. File Maintenance: Because no pre-packaged salad items will be stocked from other than designated supplier(s), items from current suppliers who are not selected will be "P" coded for phase out 30 days prior to commencement of the program. After 30 days, items will be deleted.
7. The base period for this agreement is November 1, 2007 (or date of actual implementation, if later), to October 31, 2008. Options will be considered for additional operating periods: November 1, 2008, to October 31, 2009; November 1, 2009, to October 31, 2010; and November 1, 2010, to October 31, 2011. The decision to exercise options will be solely at the discretion of the government and will be based upon the supplier's past performance and continued adherence to the criteria specified in this NTT.

8. For those marketing areas (or store locations) where only a primary supplier is designated, the primary supplier will be allocated 100 percent of the display space for this commodity. For those marketing areas (or store locations) where there is both a primary supplier and a secondary supplier, the primary supplier will be allocated 80 percent of the display space and the secondary supplier will be allocated 20 percent of the display space for this commodity. The produce department of each store location will devote 15 percent of the linear footage of chilled produce cases to this commodity. This will be measured as base feet on conventional cases and linear footage of shelves for multi-deck cases or a combination of both. Secondary suppliers will be limited to the highest-ranking 10 items, based on results obtained from Nielsen data. Secondary supply will generally be included in Class 3-5 stores within CONUS store locations. DeCA CONUS regions shall have the ability to add or delete participating stores, based on space availability and need for secondary supply coverage. The primary and secondary suppliers may not provide the same brand name products.

9. Poor or nonperformance of elements of this agreement as documented can result in termination of this agreement for the benefit of the government at any time. Poor or nonperformance may result from not achieving sales growth, missed deliveries, shorted deliveries, lack of savings, lack of timely satisfaction of VCM's, etc. Notice of poor or nonperformance will be given to the supplier in writing. The agreement can also be terminated for cause. In the event of termination of this agreement, the supplier that was rated as second in the overall evaluation process may be given the opportunity to be elevated to the status as the primary supplier for that marketing area, provided that they are able to perform in accordance with the terms of this agreement. In the event that the secondary supplier is unable to meet the terms of their agreement, then DeCA may select without further advance notification to Industry a source to supply product for the remainder of the primary year and option years or until a new marketing agreement can be put into place.

10. A Resale Ordering Agreement (ROA) must be used for sending price quotes using the "Electronic Data Interchange (EDI) 879" transaction set. If the offeror has a current ROA with DeCA, they should identify that ROA Number as a part of their proposal. If generic Industry Universal Product Codes (UPC) are used that start with "33383," then a non-EDI ROA must be obtained also. Suppliers needing to establish a ROA or non-EDI ROA should identify this need for assistance in establishing an agreement as a part of their proposal. The EDI monthly price quotes (1st – end of month) must be transmitted by the close of business on the 10th day of the previous month. The selling price should be rounded upward to the nearest whole cent per unit, not case. The selling price should reflect your company's best price and commitment to a long-term marketing program that will stimulate sales.

11. All processing plants where product is packaged must be on the list of Sanitarily Approved Sources for Military Procurement prior to the first scheduled delivery.

12. Fixed prices will be applicable, and may be updated no more than once per month (after the initial 3-month introductory period). Price quotes in the initial presentation will be for a minimum 3-month introductory or start-up period. All products must have a unique, scannable UPC code prior to delivery at DeCA commissaries. UPC codes using the standard generic

Industry code starting with “33383” must be on a non-EDI ROA and priced in the same timeframes as the EDI ROA.

13. All prices for the Northeast, Central, Southern, Midwest, Southwest, and Northwest marketing areas will be free-on-board (FOB) destination. Prices for the Pacific and European marketing areas will be FOB port of embarkation. DeCA will be responsible for the costs and logistics of shipping products to all locations shown in the Pacific and European marketing areas, unless alternatives are proposed by the offeror(s) which are subsequently determined to be more advantageous to the government.

14. Delivery Ticket Invoicing (DTI) and Electronic Funds Transfer (EFT) are required.

15. Quarterly report(s) will be forwarded to the Defense Commissary Agency, ATTN: PSP, 1300 E Avenue, Fort Lee, Virginia 23801-1800 and to each region director that is supported no more than 30 days after the end of the quarter. The intent of these reports is to provide an update of overall status of the program. These reports will be by total DeCA, region, zone, and store. This report must include, but will not be limited to, the following information with bottom line totals:

- Item UPC and nomenclature
- Summarized saving and sales
- Monthly sales for item in both dollar and packages
- Report showing sales growth
- Report that shows stores not in compliance with stocking and ordering requirements
- Monthly fill rate of each distributor
- Comparison to same month previous year (after the first year)
- Comparison to last year, year-to-date sales (after the first year)
- Savings by line item by name brand and private label
- Year-to-date sales for item in dollars and packages
- Turn rates for stores and distributors

NOTE: Supplier shall provide, as requested, to DeCA personnel, other related ad hoc reports within reasonable specific timeframes.

16. Point-of-Sale (POS) material support to maximize sales: Supplier must provide professional retail POS material. This material must be changed out at least quarterly, and will be approved by the MBU or region prior to issue.

17. All products in the merchandising agreement are to be guaranteed sales as defined in Paragraph VI, PROMOTIONAL AGREEMENTS (APR 1997) (DeCA 52.0213-4506) of the “BRAND NAME RESALE ORDERING AGREEMENT MASTER TERMS AND CONDITIONS.” In other words, any product not sold for any reason (i.e., damaged, out of date, etc.) will be purchased back via a Vendor Credit Memo (VCM) at 100 percent of cost by the supplier if not sold by the expiration date. Product may be marked down “25 percent or more” 3 days prior to expiration – at the supplier’s discretion and expense to minimize losses. The produce manager must contact the supplier for markdown approval and the supplier must

respond in one business day allowing for weekends, holidays, and other days of store closure. This contact can be by phone, fax, or e-mail. If supplier does not respond in one business day, product will be set-aside and purchased back by the supplier. Consideration will be given to the supplier when DeCA employees, equipment, or facilities are involved or in some way contributed to the loss. VCMs may be faxed to supplier for approval and return.

18. All products must be delivered as the freshest available with a minimum of 50 percent of their guaranteed shelf life remaining upon receipt at the commissary. Shelf life standards documentation for every product will be provided to each supported commissary, region office, and the MBU, one week prior to the first delivery. Any changes, additions, or deletions to this original product list will require additional, updated documentation to be provided to each location specified above, as appropriate. Less than full-days shelf life will be rounded to the next lowest number. For example, if the shelf life of a product is 11 days, the product must have at least 5 days of shelf life remaining. Commissary holiday closure, weather related closure, or any other scheduled closure would allow for one day additional delivery time the day following closure, unless otherwise specified. All products will require an "open code sell-by date." All packaging and packing shall be in accordance with good commercial practice. Labeling shall be in accordance with current commercial labeling requirements, complying with all applicable federal, state, and other requirements, ensuring all products are properly labeled in accordance with the USDA guidelines, if applicable. No product will be accepted without proper labeling and code dating. The produce manager or store directors designated representative will have the final decision if there is a difference of opinion as to whether the product is accepted or not, except in the case of wholesomeness, which will be decided by the Medical Food Inspector. Other Medical Food Inspector guidelines may apply. This will also be true for latent damages. When product is found defective after the initial delivery due to latent defect or undisclosed reason (e.g., cold-chain not maintained properly during shipment), the supplier will pick up the rejected product on the next regularly scheduled delivery day after receiving notice of the defect.

19. For CONUS stores, all Class 1 and Class 2 stores will receive deliveries two or more times a week. All Class 3 and larger stores and superstores will receive deliveries four or more times a week. Attachment 3 identifies each commissary by name, the Department of Defense Activity Accounting Code (DODAAC), and the Region Stockage List (RSL) store size or class size.

20. The supplier's delivery vehicles shall be equipped to maintain the appropriate temperature and product segregation as necessary to deliver the products at the proper temperature. Refrigeration trucks shall be used for all deliveries. This is to ensure that the "cold chain" is maintained before, during, and after shipment. Deliveries shall be made in clean, closed vehicles.

21. The supplier shall provide the names, addresses, phone numbers, fax numbers, and e-mail addresses of company designated points of contact for communications and coordination, as required. The list will be updated by the supplier, as needed.

22. The supplier shall provide a minimum percentage of patron cost savings throughout the term of this agreement, as specified in their proposal. This cost savings shall be as compared to the cost of same or similar items from comparable commercial operations within the local

commuting area. The supplier shall maintain a minimum distributor fill rate of 98 percent for both cases and line items.

23. The primary supplier(s) will ensure that planograms are provided for various store sizes and types of display cases in 2-foot increments to MBU for approval. Produce managers will ensure planograms are utilized in display cases.

24. The supplier shall possess and maintain a current, valid Perishable Activities and Commodities Act (PACA) license for the entire duration of this agreement.

25. The supplier will contact each store to obtain orders within proper timeframes for deliveries. Store level representatives will provide merchandising assistance to stores as necessary to achieve goals of increasing sales and patron satisfaction. Sales representatives will coordinate visits with store director(s) and produce manager(s).

26. Supplier will notify each store when they will not be able to make the delivery within the specified delivery times in the detailed distribution list provided to the MBU and the regions. Supplier will not be liable for late deliveries if the supplier is detained at/on military locations due to reasons beyond their control, and this delay causes a domino effect or the supplier is refused entry to the installation or store. Suppliers shall have no more than one missed delivery per month, per store.

27. In the event the primary supplier elects to provide any refrigerated cases to facilitate their operations under this agreement, approval must be obtained, in writing, from the Agency's program manager prior to the installation of any units at any store location(s). All vendor-provided cases shall maintain temperatures that will ensure the cold chain of the product is adequately protected. The government will have final approval for any proposed supply sources and use of vendor provided cases. Use of vendor provided display shelving and/or fan(s) for increased air circulation must be approved by the government in advance and are subject to the same terms and conditions as vendor provided refrigerated cases.

28. Suppliers will provide a period of not more than 48-hour "delivery lead time" from order day to arrival at store for all CONUS commissaries, excluding Sundays and/or non-operating days, unless specific exceptions are identified at time of presentation and accepted by the government. These 48 hours may be expressed as 2-working days to allow for weekends, holidays, closures, etc. The delivery lead time for OCONUS store locations will be as agreed to between the supplier and the government – as a result of the proposal review and acceptance process.

29. Supplier shall provide a detailed distribution list for each store that will include: the number of deliveries, the day and time of deliveries, the distributor's name, a point of contact with the distribution company, and the manner in which to handle "out of the norm" situations like weather, etc., seven days before the first delivery. The MBU and the regions must also receive this list seven days before the first delivery.

Evaluation Criteria

The following criteria are mandatory requirements in order to participate in this merchandising agreement. Each of these requirements should be addressed (in the exact same order and numbered) in writing in your written proposal.

NOTE: Failure to provide the requested information may automatically disqualify your company from further consideration under this program.

1. Offeror shall designate specific marketing area or areas their proposal covers. Additional consideration will be given to any offer that includes multiple marketing areas.
2. Offeror shall designate whether they wish to be evaluated as a primary or secondary supplier or both.
3. Offeror shall provide a listing of all of the products they propose to furnish under this program, to include the brand name and salient characteristics of each product.
4. Supplier must submit a written plan that demonstrates the facilities and distribution system to be used in support of the proposed program, has the capacity for the mission. The plan shall include a list of all "approved" production plants and a list of processing plants will supply specific store locations.
5. Offeror shall provide distribution and past sales history of product performance in commercial grocery chains and/or military commissaries. This should include any market share information that is available.
6. Offeror shall demonstrate they possess the experience and ability to provide merchandising assistance for their products.
7. Offeror shall provide evidence that they possess a current, valid Perishable Activities and Commodities Act (PACA) license.
8. Offeror shall provide initial pricing for all items offered for sale. This initial pricing shall remain in effect for a minimum 3-month introductory or start-up period. Suppliers offering consistent pricing for multiple marketing areas will be given additional consideration.
9. For CONUS stores, all Class 1 and Class 2 stores will receive deliveries two or more times a week. All Class 3 and larger stores and superstores will receive deliveries four or more times a week. Attachment 3 identifies each commissary by name, the Department of Defense Activity Accounting Code (DODAAC), and the Region Stockage List (RSL) store size or class size. Suppliers offering more than the minimum deliveries will be given additional consideration.
10. Suppliers will provide a maximum 48-hour "delivery lead time" from order day to arrival at store for all CONUS commissaries, excluding Sundays and/or non-operating days, unless specific exceptions are identified at time of presentation. These 48 hours may be expressed as

two working days to allow for weekends, holidays, closures, etc. Offerors which propose terms that are more favorable will be given additional consideration. If an alternative is proposed, the offer must be specific to locations and time periods.

11. Offeror shall provide a marketing plan for their products along with a promo calendar. The marketing plan shall contain detailed information on programs and plans to increase sales and patron satisfaction. This program shall define "how" the supplier will provide well-stocked salad section offering sampling, demos, and other actions to satisfy patron demand and maximize patron satisfaction and savings.

12. Refrigeration trucks will be used for all deliveries. This is to ensure that the "cold chain" is maintained before, during, and after shipment. Deliveries being made to the produce-receiving door shall receive extra credit because of the increased DeCA labor savings. Any proposed use of current transportation methods (e.g., current DeCA full-service produce providers) for deliveries that result in the elimination of the need for separate truck(s) to be unloaded at store level will be given additional consideration.

13. Offeror shall provide evidence of the company's food safety certification and Hazard Analysis and Critical Control Plan (HACCP). This can also include any information relative to the company's prior food safety record.

14. Offeror shall provide the company's business plan to work with the Agency and other institutions that promote healthier lifestyle and eating habits. This includes a close working relationship with the DeCA dietician.

15. Offeror shall provide the company's advertising plan to promote sales, increase household penetration, frequency of purchase, and overall consumption.

16. Offeror shall propose a minimum patron savings of at least 30 percent over the costs of same or similar items from comparable commercial operations within the local commuting area. Offerors which propose terms that are more favorable will be given additional consideration.

17. Offeror shall identify whether they currently do business with DeCA. If so, they should identify the specific contract or resale ordering agreement number under which these products are or have been provided.

Marketing Areas

SOUTHWEST MARKETING AREA		
WESTERN/PACIFIC REGION		
STORE	DODAAC	RSL
MCCLELLAN AFB, CA	KL1	3
MOFFETT FIELD NAS, CA	KL2	2
PORT HUENEME NCBC, CA	KL6	3
SAN DIEGO NS, CA	KL8	3
DAVIS MONTHAN AFB, AZ	KLB	3
FT HUACHUCA, AZ	KLC	3
LUKE AFB, AZ	KLF	4
YUMA PG, AZ	KLH	1
BEALE AFB, CA	CLK	2
BARSTOW MCLB, CA	KLL	1
CAMP PENDLETON, CA	KLM	4
EDWARDS AFB, CA	KLP	2
FT IRWIN, CA	KLQ	2
ORD COMMUNITY, CA	KLR	3
IMPERIAL BEACH, CA	KLU	3
LEMOORE NAS, CA	KLV	2
LOS ANGELES AFB, CA	KLW	2
MARCH AFB, CA	KLY	4
YUMA MCAS, AZ	KM5	2
CHINA LAKE, CA	KM6	1
HILL AFB, UT	KM7	3
SAN ONOFRE, CA	KMA	1
TRAVIS AFB, CA	KMC	4
TWENTYNINE PALMS, CA	KMD	2
VANDENBERG AFB, CA	KME	3
FALLON NAS, NV	KMF	2
NELLIS AFB, NV	KMG	3
DUGWAY PG, UT	KMH	1
FT HUNTER-LIGGETT, CA	KMJ	1
EL CENTRO NAF, CA	KMP	1
MIRAMAR MCAS, CA	KMQ	4
NORTH ISLAND NAS, CA	KMR	2

NORTHWEST MARKETING AREA		
WESTERN/PACIFIC REGION		
STORE	DODAAC	RSL
EIELSON AFB, AK	WGC	2
ANCHORAGE, AK	WGD	3
FT GREELY, AK	WGE	1
FT WAINWRIGHT, AK	WGG	2
MOUNTAIN HOME AFB, ID	WGH	2
MALMSTROM AFB, MT	WGL	2
BANGOR NSB, WA	WGM	2
BREMERTON, WA	WGN	2
FAIRCHILD AFB, WA	WGP	3
FT LEWIS, WA	WGQ	3
MCCHORD AFB, WA	WGR	4
WHIDBEY ISLAND, WA	WGU	2
BARBERS POINT NAS, HI	WHR	1
HICKAM AFB, HI	WHU	3
KANEOHE BAY, HI	WHV	3
PEARL HARBOR NB, HI	WHW	3
SCHOFIELD BARRACKS, HI	WHX	3
KODIAK, AK	WJ1	1
SMOKEY POINT, WA	WJ3	2

MIDWEST MARKETING AREA		
MIDWEST REGION		
STORE	DODAAC	RSL
WHITE SANDS, NM	MAC	1
GOODFELLOW AFB, TX	MC1	1
FT HOOD I, TX	MC2	4
FT HOOD II, TX	MC3	4
KINGSVILLE NAS, TX	MC5	1
LACKLAND AFB, TX	MC6	4
LAUGHLIN AFB, TX	MC7	1
RANDOLPH AFB, TX	MC8	3
FT CARSON, CO	MCA	3
PETERSON AFB, CO	MCE	3
USAF ACADEMY, CO	MCF	2
FT RILEY, KS	MCG	2
MCCONNELL AFB, KS	MCH	2
GRAND FORKS AFB, ND	MCK	2
MINOT AFB, ND	MCL	2
OFFUTT AFB, NE	MCM	3
KIRTLAND AFB, NM	MCN	3
ALTUS AFB, OK	MCP	1
FT SILL, OK	MCQ	3
TINKER AFB, OK	MCR	3
VANCE AFB, OK	MCS	1
FT BLISS, TX	MCW	4
CORPUS CHRISTI NAS, TX	MCY	1
DYESS AFB, TX	MCZ	1
FT SAM HOUSTON, TX	MDA	4
ELLSWORTH AFB, SD	MDB	2
SHEPPARD AFB, TX	MDC	3
F E WARREN AFB, WY	MDE	1
HOLLOMAN AFB, NM	MDG	2
CANNON AFB, NM	MDH	2
FT LEAVENWORTH, KS	MDR	3

CENTRAL MARKETING AREA		
EASTERN REGION		
STORE	DODAAC	RSL
CAMP LEJEUNE MCB, NC	CA1	3
NEW RIVER MCAS, NC	CA3	1
SEYMOUR-JOHNSON, NC	CA6	2
WRIGHT PATTERSON, OH	CA7	4
LITTLE ROCK AFB, AR	CAC	3
GREAT LAKES NTC, IL	CAG	2
ROCK ISL ARSNEL, IL	CAH	1
FT BEN HARRISON, IN	CAJ	2
CRANE NSWC, IN	CAK	1
FT CAMPBELL, KY	CAM	4
FT KNOX, KY	CAN	3
FT MCCOY, WI	CAQ	2
SELFRIDGE ANGB, MI	CAS	3
SCOTT AFB, IL	CAV	4
FT LEONARD WOOD, MO	CAW	3
WHITEMAN AFB, MO	CAX	2
FT BRAGG NORTH, NC	CAY	3
CHERRY POINT MCAS, NC	CAZ	2
FT EUSTIS, VA	CBB	3
FT LEE, VA	CBC	3
FT MONROE, VA	CBD	1
LANGLEY AFB, VA	CBF	3
LITTLE CREEK NAB, VA	CBG	3
NORFOLK NB, VA	CBH	3
OCEANA NAS, VA	CBJ	4
PORTSMOUTH NNSY, VA	CBK	2
FT BRAGG SOUTH, NC	CBT	4
SUGAR GROVE, WV	CBU	1

NORTHEAST MARKETING AREA		
EASTERN REGION		
STORE	DODAAC	RSL
HANSCOM AFB, MA	NAA	3
PATUXENT RIVER NAS MD	NAB	2
FT HAMILTON, NY	NE2	2
MITCHEL FIELD, NY	NE3	1
SCOTIA NAU, NY	NE5	1
WEST POINT, NY	NE7	3
ARDEC (PICATINNY), NJ	NE8	1
CARLISLE BARRACKS, PA	NE9	1
BOLLING AFB, DC	NEB	3
NEW LONDON NSB, CT	NEE	3
WALTER REED AMC, MD	NEF	3
DOVER AFB, DE	NEG	3
ABERDEEN PG, MD	NEJ	2
ANDREWS AFB, MD	NEK	3
ANNAPOLIS NS, MD	NEL	1
FT MEADE, MD	NEN	4
BANGOR ANGB, ME	NEQ	1
BRUNSWICK, ME	NER	2
LAKEHURST NAEC, NJ	NEV	1
MCGUIRE AFB, NJ	NEW	4
FT MONMOUTH, NJ	NEX	2
FT DRUM, NY	NEY	3
C E KELLY, OAKDALE, PA	NFA	1
TOBYHANNA AD, PA	NFD	1
NEWPORT NETC, RI	NFE	2
FT BELVOIR, VA	NFF	4
FT MYER, VA	NFH	3
QUANTICO MCCDC, VA	NFJ	3
DAHLGREN NSWC, VA	NFK	1
FT DETRICK, MD	NFN	1
KEFLAVIK NS, ICELAND	NFT	1
PORTSMOUTH NS, NH	NFV	1

SOUTHERN MARKETING AREA		
EASTERN REGION		
STORE	DODAAC	RSL
FT MCPHERSON, GA	SJ1	1
FT STEWART, GA	SJ2	3
HUNTER AAF, GA	SJ3	2
KINGS BAY NSB, GA	SJ4	2
MAYPORT NS, FL	SJ5	3
CAMP MERRILL, GA	SJ6	1
MOODY AFB, GA	SJ7	2
ROBINS AFB, GA	SJ8	3
MEMPHIS NAS, TN	SJ9	2
GUNTER, AL	SJB	2
MAXWELL AFB, AL	SJC	3
REDSTONE ARSENAL, AL	SJF	3
FT RUCKER, AL	SJH	3
SHAW AFB, SC	SJJ	2
JACKSONVILLE NAS, FL	SJL	3
KEY WEST NAS, FL	SJM	1
MACDILL AFB, FL	SJN	4
PATRICK AFB, FL	SJP	3
NEW ORLEANS NAS, LA	SJQ	2
TYNDALL AFB, FL	SJR	2
WHITING FIELD, FL	SJS	1
HURLBURT FIELD, FL	SJT	2
ALBANY MCLB, GA	SJU	1
ATHENS NSCS, GA	SJV	1
FT BENNING, GA	SJW	4
FT GILLEM, GA	SJY	2
FT GORDON, GA	SJZ	3
EGLIN AFB, FL	SK3	4
CHARLESTON AFB, SC	SK5	2
ARNOLD AFS, TN	SK6	1
BARKSDALE AFB, LA	SKA	3
FT POLK, LA	SKB	3
PENSACOLA NAS, FL	SKC	3
COLUMBUS AFB, MS	SKE	2
GULFPORT NCBC, MS	SKF	1
KEESLER AFB, MS	SKG	3
MERIDIAN NAS, MS	SKH	1
CHARLESTON NWS, SC	SKK	3
FT JACKSON, SC	SKM	3
PARRIS ISLAND, SC	SKP	1
ROOSEVELT ROADS, PR	SKT	2
FT BUCHANAN, PR	SKU	2

EUROPEAN MARKETING AREA		
STORE	DODAAC	RSL
ENGLAND		
LAKENHEATH CDC		
RAF ALCONBURY	HQCE1B	
RAF CROUGHTON	HQCE1M	
RAF FAIRFORD	HQCE1F	
RAF LAKENHEATH	HQCE1H	
RAF MENWITH HILL	HQCE1Q	
RAF MILDENHALL	HQCE1J	
BELGIUM/HOLLAND/ GERMANY		
ASCHAFFENBURG	HQCE3B	
BABENHAUSEN	HQCE2B	
BAD NAUHEIM	HQCE2D	
BITBURG	HQCE2E	
BUEDINGEN	HQCE3M	
CHIEVRES	HQCE3K	
DARMSTADT	HQCE2G	
DEXHEIM	HQCE2H	
GELNHAUSEN	HQCE3N	
GIESSEN	HQCE3Q	
HANAU	HQCE3P	
MCCULLY BKS	HQCE2S	
RHEIN-MAIN	HQCE2X	
SCHINNEN	HQCE3V	
SPAGDAHLEM	HQCE2Y	
WIESBADEN	HQCE24	
BAUMHOLDER	HQCE27	
HEIDELBERG	HQCE2M	
IDAR-OBERSTEIN	HQCE2N	
KELLEY BKS	HQCE4Q	
MANNHEIM	HQCE2T	
NEUBRUECKE	HQCE2U	
PANZER KASERNE	HQCE4U	
PATCH BARRACKS	HQCE4V	
RAMSTEIN	HQCE28	
SEMBACH	HQCE2Z	
VOGELWEH	HQCE23	

EUROPEAN MARKETING AREA		
STORE	DODAAC	RSL
BELGIUM/HOLLAND/ GERMANY (CONT)		
ANSBACH	HQCE4C	
BAD AIBLING	HQCE4E	
BAD KISSINGEN	HQCE3D	
BAMBERG	HQCE3E	
GARMISCH	HQCE4J	
GIEBELSTADT	HQCE36	
GRAFENWOEHR	HQCE4L	
HOHENFELS	HQCE4S	
ILLESHEIM	HQCE4P	
KITZINGEN	HQCE3T	
SCHWEINFURT	HQCE3W	
VILSECK	HQCE41	
WUERZBURG	HQCE33	
**GERMANY (KCS)		
ANKARA	HQCE5T	
CAIRO	HQCE5B	
INCIRLIK	HQCE5Y	
IZMIR	HQCE5H	
LAJES FIELD	HQCE5L	
RIYADH	HQCE5M	
ROTA	HQCE5U	
**NOTE: Delivery point for Mediterranean Stores is Kaiserslautern Cold Storage Germany		
ITALY		
AVIANO	HQCE5W	
GRICIGNANO	HQCE7D	
LIVORNO	HQCE5J	
MINEO	HQCE6G	
NAPLES	HQCE5X	
SIGONELLA	HQCE5V	
VICENZA	HQCE5Q	

WESTERN/PACIFIC MARKETING AREA		
STORE	DODAAC	RSL
OKINAWA		
OKINAWA CDC	HQCWH5	3
KADENA	HQCWAD	3
CAMP FOSTER	HQCWHM	3
CAMP COURTNEY	HQCWHM	2
CAMP KINSER	HQCWHP	2
JAPAN		
MISAWA	HQCWHF	2
KANTO PLAIN CDC		
SAGAMIHARA	HQCWHH	2
YOKOSUKA	HQCWHK	2
YOKOTA	HQCWHL	2
ATSUGI	HQCWHD	2
IWAKUNI CDC		
HARIO	HQCWJ4	1
SASEBO, KURE		
IWAKUNI	HQCWHJ	2
KOREA		
YONGSAN CDC	HQCWJA	3
YONGSAN	HQCWHC	3
OSAN	HQCWG9	2
CAMP CASEY / CP STANLEY		
CAMP PAGE / HOWZE		
HANNAN VILLAGE / RED CLOUD		
CAMP HUMPREYS		
TAEGU CDC	HQCWJ9	2
TAEGU	HQCWHB	2
CP CARROLL / PUSAN / CHINHAE KUNSAN		
GUAM		
GUAM CDC	HQCWH9	2
ANDERSEN	HQCWHY	2
OROTE	HQCWHZ	2