

MARKET RESEARCH

Produce Long Term Contracts: The Government is conducting market research for Full Line Fresh Fruit and Vegetables (FF&V) in the Lower Michigan Zone to be re-solicited. The solicitation will be for the support of Non-DoD (School) customers.

There are two attached excel files. Attachment 1 displays the Schedule of Items and usage for a 24 month period of the contract for Lower Michigan Schools and Attachment 3 is a list of all the proposed delivery points for the zone for Lower Michigan Schools. If interested, please answer the questions below, as well as provide any additional feedback/comments you may have.

| | |
|--------------------------------------|------------------|
| 24 month base period of performance: | \$35,717,000.00 |
| 5 year contract estimate: | \$89,292,500.00 |
| 300% maximum value: | \$267,877,500.00 |

Any questions feel free to contact:

Colin Kendra, Colin.Kendra@dla.mil, Amanda Quaile, Amanda.Quaile@dla.mil,
and Michael Szklarski, Michael.Szklarski@dla.mil

Company Name:

Cage Code:

of Employees:

Point of Contact:

Phone:

Fax:

E-Mail:

1. Would you be interested in bidding and delivering a Full Line FF&V to ALL customers listed in the attached customer list?

Yes

No

- a. If YES, please provide brief description on how/why you would be able to service all customers.

- b. If NO, would you be able to service any of the listed customers? If so, which, ones? If not interested at ALL, please indicate below.

c. What would be your firm's minimum dollar delivery requirement, if any?

d. Is your firm currently operating as a commercial FF&V distributor offering a full line of FF&V products?

Yes

No

e. Have you done business with the Federal Government in the past? If yes, when, how long, and what areas?

f. Are you registered in the System for Award Management ("SAM.GOV" - <https://www.sam.gov/portal/public/SAM>)? And do you maintain a valid Perishable Agricultural Commodities Act ("PACA") License?

Yes

No

g. Is your firm registered on the Federal Business Opportunities website (SAM.GOV" -<https://sam.gov/>) and DLA Internet Bid Board System ("DIBBS" -<https://www.dibbs.bsm.dla.mil/>)? If not, you must register for future solicitations.

Yes

No

h. Is your firm a small or large business (small businesses have <500 employees)?

Small Business

Large Business

2. Can you provide any feedback on the layout of the zone? As it stands, this contract would support all Schools in the Lower Michigan Zone.
 - a. Is this feasible? Explain any limitations.
 - b. Would you need to subcontract any part of the contract? If so, what areas would have to be subcontracted out? For the purposes of this future solicitation, subcontracting refers to the need to contract with a similarly situated vendor in order to support all requirements.
3. Please provide any additional comments/information about your company that you feel may be beneficial to help us better understand your firm's capabilities to deliver to all the customers listed. Also, confirm your company's ability to use the system required for cataloging, invoicing and ordering: Fresh Fruit & Vegetables Order & Receipt System ("FFAVORS", a web-based system used for Schools and Tribes)." (More information on FFAVORS is listed on pages 5.)
4. What percentage of Fresh Fruit & Vegetable items are procured from Small Businesses?

Please e-mail all responses and feedback to Colin Kendra, Colin.Kendra@dla.mil, Amanda Quaile, Amanda.Quaile@dla.mil, and Michael Szklarski, Michael.Szklarski@dla.mil by **December 15, 2022 at 3:00 PM Eastern Standard Time**.

We appreciate your time and consideration for replying to the questionnaire.

FFAVORS Web

The vendor who receives the potential award may be required to use the ordering system FFAVORS WEB.

Non-DoD customers (USDA school and reservation customers) will utilize the Fresh Fruit and Vegetable Order Receipt System (FFAVORS) Web catalog. The successful awardee will be provided a User ID and password to Log in and receive orders through FFAVORS Web, a web-based ordering system. The vendor is responsible for establishing and maintaining the FFAVORS WEB catalog.

1. Accessed via the Internet. FFAVORS WEB is the Government's ordering system for USDA Customers. It is capable of accepting orders from the schools.
2. Customers will be able to order all of their requirements through FFAVORS WEB. The system will transmit orders to the vendor and DLA Troop Support.
3. In the event the FFAVORS WEB system is not operational, the vendor must provide alternate ways for the customer to order (e.g., by fax, by phone, pick up orders.)
4. The vendor shall have access to the Internet and be able to send and receive electronic mail (email).