



Produce Industry Round Table

August 24, 2005





Introduction

- Logistics
- Ground Rule
 - Turn off or place on manner mode all cell phones
 - Save questions until after presentations
- Communication Plan
 - DIBBS and FedBizOpps
 - Web Site



A View From the Director's Office

- **Reason for new direction**
 - RSI Study
 - All customers want a better value
 - Right quality and service at a lower overall cost.
 - DSCP assessment
- **Concept**
 - Using a full line firm to provide all the produce to all customers in a defined area.
 - Contract area compatible with SB participation
 - Contract will be long term, large purchase based on commercial practices.



Contracting New HQ Structure

- **Personnel**

- Frank Holder, Region Chief
- Joanne Bonese, Contracting Officer
- Dawn Leason, Contracting Officer
- Kathy McCoy, Contract Specialist
- Rick Giandonato, Contract Specialist, Intern

- **New Personnel**

- Honey Scarangelli, Region Chief
- Steven Merch, Contracting Officer
- Peggy Grady, Contract Specialist
- Steve Pizzo, Contract Specialist, Intern
- Leah Baldino, Contract Specialist, Intern



Contracting Contract Type

- **Current Purchasing Instrument**

- Blanket Purchase Agreement (BPA): a simplified method of filling anticipated repetitive needs for supplies or services by establishing “charge accounts” with qualified sources of supply, which contains the terms and clauses, method of pricing, issuing and delivering to future orders under the agreement. A BPA is not a contract.

- **Proposed Purchasing Instrument**

- Indefinite Quantity Contract (IQC): An indefinite-quantity contract provides for an indefinite quantity, within stated limits, of supplies or services during a fixed period. The Government places orders for individual requirements. An IQC is a firm fixed price contract.



Contracting Contract Type (Cont'd)

- **Terms of the contract will contain:**
 - a base and option period
 - landed product price variable with market
 - fixed distribution fee (can change with options)
 - weekly or bi-weekly product pricing
 - guaranteed minimum



Contracting Customer Base/Zones

- **Customer base includes**
 - Troop Dining Facilities
 - DeCA Commissaries
 - School Lunch Programs
 - Cadet Dining Halls/Native Americans/Job Corps
- **Currently use multiple vehicles to support customer base based on DSO/PBO Office - 14 Regions**



Contracting Customer Base/Zones

- **Propose 8 Regions with multiple zones**

- Northeast
- Southeast
- Mid-Atlantic
- Mid-west
- Southwest
- Northwest
- Central
- South Central

- **Notional Zones for Southeast**

- Zone 1: Ft. Benning, MCLB Albany, Moody AFB, Robbins AFB, Camp Merrill, Ft. Gordon, Ft. Stewart,
- Zone 2: Jacksonville Galley, Jacksonville Hospital, Mayport Oasis, NS Mayport, Pirates Cove Galley, Camp Blanding, Bradford School District, Duval School District, Putnam School District, St. Johns School District
- Zone 3: Patrick AFB, Port Canaveral, MacDill AFB, Miami Area, Brevard School District, Broward School District, Orange County School District, Volusia School District



Contracting EDI/STORES

- **Current Procedures**

- DSO/PBO responsible for catalog maintenance
- Price changes submitted via fax or email to DSO/PBO
- Orders from Customers received via fax or email through DSO/PBO
- Invoices processed through Produce Web Site

- **New Requirements**

- Vendors responsible for catalog maintenance
- Submission of price through Electronic Data Interchange (EDI) 832 transaction sets
- Orders from customers processed through Subsistence Total Ordering and Receipt Electronic System (STORES) 850 transaction sets
- Invoices processed through EDI 810 transaction set



Acquisition of Foreign Products

- **Buy American Act**
 - FAR Part 25
 - “Restricts....”
 - Exceptions include commissary resale and domestic nonavailability
- **Berry Amendment**
 - DFARS Part 225
 - “Prohibits....”
 - Exceptions include commissary resale, domestic nonavailability (DNAD) and buys LT \$100K (SAT)



Socioeconomic

- **Bundling**
- **Consolidation**
- **Small Business Set-Asides**
 - Historically Important on Produce
 - Waiver of the Non-Manufacturer Rule
 - If produce will be provided by other than a Small Business
 - If produce is provided by a Non-Domestic Company (Ex. Bananas)