

How to enter into a National Allowance & Pricing Agreement (NAPA)

Point of Contact

Phone: (215) 737-2914

Mailing address:

DLA Troop Support

Subsistence

Attn: FTGB

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Thank you for your interest in the DLA Troop Support, National Allowance Pricing Agreement (NAPA) Program. The NAPA Program is an agreement between the DLA Troop Support and a food manufacturer. The manufacturer offers a discount allowance on products purchased by military installations for appropriated funded troop feeding. Each manufacturer product is assigned a unique DLA Troop Support 13 digit stock number that identifies the company's product and that stock number is assigned only to that company's product. The NAPA program does not require a military installation to order any manufacturer's product nor a DLA Subsistence Prime Vendor contractor to carry any NAPA product in inventory.

On this web page is a copy of the "DLA Troop Support NAPA Agreement" that must be signed by a company Officer and mailed to the address above. The submission must contain submit a "NATIONAL ALLOWANCE (NAPA) LOCAL STOCK NUMBER REQUEST FORM"(available on web page) accompanied by copies of the product spec sheets, and product case labels for each product. It is required that a company submitting for an NAPA Agreement have established a demand for their products from the military customers and/or a firm commitment by a military installation and Subsistence Prime Vendor to order the product. There is an initial 10 number limit for new requests. The submission must contain a list of POCs, military installation(s) and Prime Vendor(s) requesting the product. Documentation from the POC with the information would be ideal.

Available on this web page is a sample letter of the "NAPA certification letter" that must be submitted with the NAPA Agreement certifying the company entering into the NAPA Agreement with the United States government manufactures the brands and products represented under agreement and are the sole property of the company .

To be a NAPA Agreement Holder it is mandatory for the company to be a member of One2OneUS.com which tracks DLA Troop Support Subsistence sales to assure the negotiated NAPA discounts are rebated to DLA Troop Support. The NAPA Agreement Holder must sign an agreement with One2OneUS.com. A fee is charged annually and paid directly to One2OneUS.com. Currently the fees are approximately \$3,300/annually for a small business, and is 10,000/annually for large business. You can contact One2OneUS.com at Info@one2oneus.com or at (856) 505-6870.