

## RETURN BIDS TO:

## RETOURNER LES SOUMISSIONS À:

Bid Receiving  
PWGSC  
33 City Centre Drive  
Suite 480  
Mississauga  
Ontario  
L5B 2N5  
Bid Fax: (905) 615-2095

### Revision to a Request for a Standing Offer

### Révision à une demande d'offre à commandes

Regional Individual Standing Offer (RISO)

Offre à commandes individuelle régionale (OCIR)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

### Comments - Commentaires

### Vendor/Firm Name and Address

Raison sociale et adresse du  
fournisseur/de l'entrepreneur

### Issuing Office - Bureau de distribution

Public Works and Government Services Canada  
Ontario Region  
33 City Centre Drive  
Suite 480  
Mississauga  
Ontario  
L5B 2N5

<b>Title - Sujet</b> FRESH PRODUCE		
<b>Solicitation No. - N° de l'invitation</b> W0113-11J113/A		<b>Date</b> 2012-05-09
<b>Client Reference No. - N° de référence du client</b> W0113-11J113		<b>Amendment No. - N° modif.</b> 001
<b>File No. - N° de dossier</b> TOR-1-34577 (033)	<b>CCC No./N° CCC - FMS No./N° VME</b>	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$TOR-033-5919		
<b>Date of Original Request for Standing Offer</b>		2012-05-01
<b>Date de la demande de l'offre à commandes originale</b>		
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2012-05-17</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>Address Enquiries to: - Adresser toutes questions à:</b> Martin, Lesley		<b>Buyer Id - Id de l'acheteur</b> tor033
<b>Telephone No. - N° de téléphone</b> (905) 615-2076 ( )	<b>FAX No. - N° de FAX</b> (905) 615-2060	
<b>Delivery Required - Livraison exigée</b>		
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>		
<b>Security - Sécurité</b> This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

Instructions: See Herein

Instructions: Voir aux présentes

<b>Acknowledgement copy required</b>	<b>Yes - Oui</b>	<b>No - Non</b>
<b>Accusé de réception requis</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
<b>For the Minister - Pour le Ministre</b>		

**Amendment 001 answers questions from potential offerors and makes changes to the Mandatory Criteria, Annex B and Annex D.**

**Questions & Answers**

- Q1. Could you please clarify what a "priority item" is.
- A1. Priority Items are main staple items that DND must have to run / operate their kitchens, i.e. milk, eggs, chicken breast, fresh produce, etc.
- Q2. Could you please clarify what "low shipping volume" is.
- A2. Low shipping volume is when DND orders a lower than normal volume of goods.

**Amendment**

**At 1.1.1 Mandatory Technical Criteria**

**Delete:** In its entirety

**Insert:**

**1.1.1 Mandatory Technical Criteria**

Item #	Mandatory Criteria
1	The Offeror must have a minimum 7 years in institutional food service supply chain experience within the last 15 years providing services similar to Annex A - Statement of Work.  The Offeror must provide documentation outlining their experience
2	The Offeror must have a minimum annual sales record of \$2,000,000.00 within the last 5 years  The Offeror must provide documentation outlining their annual sales record
3	The Offeror must provide documentation outlining their stock rotation and HACCP standards.
4	The Offeror must provide documentation in the form of a detailed plan that addresses each of the items listed below:  a. Partial case lots b. Low shipping volume c. Holiday non delivery periods d. Priority items

**At 1.2.1 Mandatory Financial Criteria**

**Delete:** In its entirety

**Insert:**

**1.2.1 Mandatory Financial Criteria**

The Offeror must complete and submit with its offer, Annex B - Basis of Payment, in Canadian funds. Pricing must be provided for all line items and a % amount for B. Special Orders

Bids will be evaluated based on the prices detailed in Annex B - Basis of Payment. The prices detailed in Annex B - Basis of Payment will be input into Annex D - Financial Evaluation for price evaluation purposes

The price used in the evaluation will be the Total Evaluated Cost which is calculated as follows:

Total Evaluated Cost is the sum of Firm Extended Price.

Firm Extended price is the Estimated Case Quantity multiplied by the Firm Case Price

#### At 1.2.3 Pack or Unit Size

**Delete:** in its entirety

**Insert:**

#### 1.2.3 Pack or Unit Size

If a requested size is no longer available, it is up to the offeror to contact the Contracting Authority no later than seven (7) calendar days prior to the closing date with a proposed alternative size.

Where changes to pack or unit size are proposed (a) or (b) or (c) must be met:

- a. The proposed change is necessary because the original pack size specified is unavailable in the industry;
- b. The new proposed size reflects the next size up or down (from the original size specified) that is available in the industry;
- c. There is less than a 15% difference between the original size specified and the proposed alternative size.

Any changes to the product pack and or size will be made by the Contracting Authority through an amendment to the Request for Standing Offer document. The offeror can not substitute sizes in their offer that have not been approved.

#### At ANNEX B - BASIS OF PAYMENT

**Delete:** In its entirety

**Insert:**

#### ANNEX B BASIS OF PAYMENT - Revision 1

Firm unit prices in Canadian funds including Canadian customs duties, excise taxes, and F.O.B. Destination. The total amount of Goods and Services Tax (GST) or Harmonized Sales Tax (HST) is to be shown separately, if applicable.

#### A. Standard Inventory Products

Prices stated in Annex B are firm for a period of one (1) month from the date of Standing Offer issue.

On expiry of a firm pricing period as described above, the Offeror may update / revise pricing to meet current market conditions. Once pricing has been updated, it is firm for a period of two (2) weeks.

Any and all requests for pricing updates/revisions must be forwarded to the Contracting Authority for review and approval.

The pricing updates/revisions must be forwarded to the following individuals: \_\_\_\_\_ (insert at award) using Microsoft Office Word or Excel, at the same time it is provided to the Contracting Authority.

Due to the constant need of the goods, the updated/revised prices may be used in a call-up by DND prior to being approved by PWGSC; therefore if not approved by the Contracting Authority the price(s) will be reduced prior to paying invoices.

## B. Special Orders

Product(s) ordered by DND which are not included in Table 1 below will be charged in accordance with the Offeror's master price list, less a discount of \_\_\_\_%. The Offeror must provide the master price list at time of Standing Offer award.

The maximum limitation of expenditure for all Special Orders is \$395,000.00 (including GST/HST)

**Table 1: Standard Inventory Products**

Item	Product / Item Description	Case Description	Firm Case Price
<b>FRUIT</b>			
1	APPLES, GRANNY SMITH	1 x 100 ea	\$
2	BANANAS - MAX. STAGE 3	1 x 18 kg	\$
3	GRAPES, GREEN SEEDLESS	1 x 8 kg	\$
4	GRAPEFRUIT	1 x 48 ea	\$
5	ORANGES	1 X 113 ea	\$
6	PEARS	1 x 100 ea	\$
7	MELON, HONEYDEW	1 x 8 ea	\$
8	CANTALOUPE	1 X 15 ea	\$
9	KIWI	1 X 39 ea	\$
10	PLUMS, FRESH	1 x 150 ea	\$
11	RASPBERRIES, FRESH	12 x .5 pt	\$
12	STRAWBERRIES	1 x 12 pt	\$
13	LEMONS	1 X 140 ea	\$
14	BLUEBERRIES, FRESH	1 x 12 pt	\$
15	APPLES, GOLDEN DELICIOUS	1 x 113 ea	\$
16	APPLES, RED DELICIOUS	1 x 88 ea	\$
17	GRAPES, RED SEEDLESS	1 x 8 kg	\$
18	APPLES, ROYAL GALA	1 x 88 ea	\$
19	BLACKBERRIES, FRESH	1 x 12 pt	\$
20	APPLES, EMPIRE	1 x 120 ea	\$
21	WATERMELON, SEEDLESS	1 x 2 ea	\$
22	PUMPKIN, FRESH	1 x 1	\$
23	PINEAPPLE, CHUNKS, FRESH	1 x 12 L	\$
24	PINEAPPLE, GOLDEN	1 x 6 ea	\$
25	DATES	1 x 10 kg	\$
26	GRAPEFRUIT, SECTIONS, FRESH	1 x 12 L	\$
27	FRUIT SALAD, MIXED, FRESH	1 x 11.4 L	\$
28	CANTALOUPE, CHUNKS, FRESH	1 x 12 L	\$
<b>VEGETABLES</b>			
29	PEAS, SPLIT, YELLOW	3 X 3 kg	\$
30	POTATOES, PEELED	1 x 10 kg	\$
31	POTATOES, RED, BABY	1 x 11.34 kg	\$
32	POTATOES, PARISIANNE	1 x 10 kg	\$
33	POTATOES, SWEET	1 X 454 g	\$

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TOR-1-34577

CCC No./N° CCC - FMS No/ N° VME

34	POTATOES	1 x 22.68 kg	\$
35	LETTUCE, SHREDDED	1 x 2.3 kg	\$
36	LETTUCE, HEAD, ICEBURG	1 x 24 ea	\$
37	LETTUCE, LEAF	1 X 24 ea	\$
38	LETTUCE, ROMAINE	1 X 24 ea	\$
39	MUSHROOMS, WHITE BUTTON	1 x 2.3 kg	\$
40	MUSHROOMS, PORTOBELLO	1 x 1.4 kg	\$
41	ONIONS, YELLOW, LARGE	1 x 22.68	\$
42	ONIONS, RED	1 x 25 lbs	\$
43	PARSNIPS	1 X 10 LBS	\$
44	PEPPERS, YELLOW	1 x 5 kg	\$
45	PEPPERS, GREEN	1 x 11.34 kg	\$
46	PEPPERS, RED	1 x 5 kg	\$
47	TOMATOES	1 x 11.4 kg	\$
48	TURNIPS	1 x 22 kg	\$
49	ZUCCHINI, GREEN	1 x 8.2 kg	\$
50	BEAN SPROUTS, FRESH	1 x 4.54 kg	\$
51	CABBAGE, GREEN, SHREDDED	4 x 2.27 kg	\$
52	CABBAGE, RED	1 x 22 kg	\$
53	CARROTS	1 x 50 lb	\$
54	CAULIFLOWER, FRESH	1 x 12 ea	\$
55	CELERY, FRESH	1 X 24 ea	\$
56	CORN ON THE COB	1 X 48 ea	\$
57	CUCUMBERS, ENGLISH	1 X 12 ea	\$
58	EGGPLANT	1 X 12 ea	\$
59	ZUCCHINI, YELLOW	1 x 9.08 kg	\$
60	PEPPERS, ORANGE	1 x 5 kg	\$
61	YAMS, JUMBO	1 x 18 kg	\$
62	SQUASH, BUTTERNUT	1 x 18 kg	\$
63	SPINACH, BABY, FRESH	1 x 1.8 kg	\$
64	TOMATOES, GRAPE	12 x 1 pt	\$
65	RADISHES, RED	1 x 908 g	\$
66	KALE, RED	2 x 1.135 kg	\$
67	CARROTS, BABY, FRESH	4 x 2.27 kg	\$
68	LETTUCE, ROMAINE, CHOPPED	6 x 908 g	\$
69	LETTUCE, SPRING MIX	1 x 1.4 kg	\$
70	LETTUCE, ICEBURG, CHOPPED	4 x 2.27 kg	\$
71	BROCCOLI, CROWNS	1 x 9.07 kg	\$
72	CARROT, SHREDDED	2 x 2.28 kg	\$

At **ANNEX D - FINANCIAL EVALUATION****Delete:** In its entirety**Insert:****ANNEX D  
FINANCIAL EVALUATION - Revision 1**

For evaluation purposes, a bid price analysis will be performed using firm case prices from Annex B - Basis of payment and estimated quantities. The estimated quantities are used as a guideline for evaluation purposes and are not a guarantee of actual usage.

Item	Product / Item Description	Case Description	Estimated Case Quantity	Firm Case Price	Firm Extended Price
<b>FRUIT</b>					
1	APPLES, GRANNY SMITH	1 x 100 ea	150	\$	\$
2	BANANAS - MAX. STAGE 3	1 x 18 kg	300	\$	\$
3	GRAPES, GREEN SEEDLESS	1 x 8 kg	200	\$	\$
4	GRAPEFRUIT	1 x 48 ea	150	\$	\$
5	ORANGES	1 X 113 ea	300	\$	\$
6	PEARS	1 x 100 ea	150	\$	\$
7	MELON, HONEYDEW	1 x 8 ea	200	\$	\$
8	CANTALOUPE	1 X 15 ea	250	\$	\$
9	KIWI	1 X 39 ea	200	\$	\$
10	PLUMS, FRESH	1 x 150 ea	150	\$	\$
11	RASPBERRIES, FRESH	12 x .5 pt	75	\$	\$
12	STRAWBERRIES	1 x 12 pt	125	\$	\$
13	LEMONS	1 X 140 ea	75	\$	\$
14	BLUEBERRIES, FRESH	1 x 12 pt	75	\$	\$
15	APPLES, GOLDEN DELICIOUS	1 x 113 ea	150	\$	\$
16	APPLES, RED DELICIOUS	1 x 88 ea	150	\$	\$
17	GRAPES, RED SEEDLESS	1 x 8 kg	200	\$	\$
18	APPLES, ROYAL GALA	1 x 88 ea	150	\$	\$
19	BLACKBERRIES, FRESH	1 x 12 pt	75	\$	\$
20	APPLES, EMPIRE	1 x 120 ea	150	\$	\$
21	WATERMELON, SEEDLESS	1 x 2 ea	150	\$	\$
22	PUMPKIN, FRESH	1 x 1	40	\$	\$
23	PINEAPPLE, CHUNKS, FRESH	1 x 12 L	300	\$	\$
24	PINEAPPLE, GOLDEN	1 x 6 ea	150	\$	\$
25	DATES	1 x 10 kg	36	\$	\$
26	GRAPEFRUIT, SECTIONS, FRESH	1 x 12 L	300	\$	\$
27	FRUIT SALAD, MIXED, FRESH	1 x 11.4 L	300	\$	\$
28	CANTALOUPE, CHUNKS, FRESH	1 x 12 L	300	\$	\$
<b>VEGETABLES</b>					
29	PEAS, SPLIT, YELLOW	3 X 3 kg	15	\$	\$
30	POTATOES, PEELED	1 x 10 kg	80	\$	\$
31	POTATOES, RED, BABY	1 x 11.34 kg	250	\$	\$
32	POTATOES, PARISIANNE	1 x 10 kg	50	\$	\$

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TOR-1-34577

CCC No./N° CCC - FMS No/ N° VME

33	POTATOES, SWEET	1 X 454 g	136	\$	\$
34	POTATOES	1 x 22.68 kg	350	\$	\$
35	LETTUCE, SHREDDED	1 x 2.3 kg	75	\$	\$
36	LETTUCE, HEAD, ICEBURG	1 x 24 ea	70	\$	\$
37	LETTUCE, LEAF	1 X 24 ea	70	\$	\$
38	LETTUCE, ROMAINE	1 X 24 ea	70	\$	\$
39	MUSHROOMS, WHITE BUTTON	1 x 2.3 kg	750	\$	\$
40	MUSHROOMS, PORTOBELLO	1 x 1.4 kg	250	\$	\$
41	ONIONS, YELLOW, LARGE	1 x 22.68	500	\$	\$
42	ONIONS, RED	1 x 25 lbs	250	\$	\$
43	PARSNIPS	1 X 10 LBS	54	\$	\$
44	PEPPERS, YELLOW	1 x 5 kg	600	\$	\$
45	PEPPERS, GREEN	1 x 11.34 kg	600	\$	\$
46	PEPPERS, RED	1 x 5 kg	600	\$	\$
47	TOMATOES	1 x 11.4 kg	1,000	\$	\$
48	TURNIPS	1 x 22 kg	75	\$	\$
49	ZUCCHINI, GREEN	1 x 8.2 kg	500	\$	\$
50	BEAN SPROUTS, FRESH	1 x 4.54 kg	150	\$	\$
51	CABBAGE, GREEN, SHREDDED	4 x 2.27 kg	450	\$	\$
52	CABBAGE, RED	1 x 22 kg	60	\$	\$
53	CARROTS	1 x 50 lb	500	\$	\$
54	CAULIFLOWER, FRESH	1 x 12 ea	500	\$	\$
55	CELERY, FRESH	1 X 24 ea	120	\$	\$
56	CORN ON THE COB	1 X 48 ea		\$	\$
57	CUCUMBERS, ENGLISH	1 X 12 ea	1,000	\$	\$
58	EGGPLANT	1 X 12 ea	40	\$	\$
59	ZUCCHINI, YELLOW	1 x 9.08 kg	250	\$	\$
60	PEPPERS, ORANGE	1 x 5 kg	600	\$	\$
61	YAMS, JUMBO	1 x 18 kg	100	\$	\$
62	SQUASH, BUTTERNUT	1 x 18 kg	60	\$	\$
63	SPINACH, BABY, FRESH	1 x 1.8 kg	800	\$	\$
64	TOMATOES, GRAPE	12 x 1 pt	150	\$	\$
65	RADISHES, RED	1 x 908 g	150	\$	\$
66	KALE, RED	2 x 1.135 kg	80	\$	\$
67	CARROTS, BABY, FRESH	4 x 2.27 kg	250	\$	\$
68	LETTUCE, ROMAINE, CHOPPED	6 x 908 g	750	\$	\$
69	LETTUCE, SPRING MIX	1 x 1.4 kg	750	\$	\$
70	LETTUCE, ICEBURG, CHOPPED	4 x 2.27 kg	600	\$	\$
71	BROCCOLI, CROWNS	1 x 9.07 kg	600	\$	\$
72	CARROT, SHREDDED	2 x 2.28 kg	10	\$	\$

Total Evaluated Cost \$ \_\_\_\_\_