

United States Department of Agriculture  
1400 Independence Avenue,  
S.W. - Room 3522  
1400 Independence Avenue, S.W.  
Room 3522-S, STOP 0239  
Washington, DC 20036

## Information

Description: 12-3J14-24-B-0339  
Bid invitation number: 2000010018  
Purchasing Group: AMS-Fruit and Veg

## SOLICITATION

### Domestic Commodity Invitation

#### Bid invitation Overview

Bid Timezone: Central Time  
Start Date: 05/14/2024 09:00:00  
Offer Due Date : 05/30/2024 13:00:00  
  
Opening date: 05/30/2024 13:00:00  
  
Invitation Type : Definite Delivery

#### Additional requested information:

#### Tendering text - Header :

Fresh Apples and Pears, SOLICITATION NO: 2000010018

The U.S. Department of Agriculture (USDA) invites offers to sell fresh apples and pears pursuant to the AMS Master Solicitation for use in the National School Lunch Program and other Federal Food and Nutrition Assistance Programs. Acceptances will be announced by midnight, June 13, 2024. Deliveries are to be made between October 7, 2024 and December 11, 2024.

The Contract Specialist handling this purchase will be Nick Wiber at [nick.wiber@usda.gov](mailto:nick.wiber@usda.gov). The Contact Officer handling this purchase will be Samantha Klagenberg, ([Samantha.Klagenberg@usda.gov](mailto:Samantha.Klagenberg@usda.gov)) Please contact the specialist first.

2024 crop year only

Small Business Set Asides for NAICS code 311991 with a size standard of 700 employees or less are as follows:

110561 APPLES FRESH PKG-12/3 LB- 100% Small Business Set Aside  
100522 APPLES FUJI FRESH F CARTON-40 LB- 100% Small Business Set Aside  
100514 APPLES RED DELICIOUS FRESH CTN-40 LB- 100% Small Business Set Aside  
111423 PEARS BOSC FRESH CTN#40 LB- 100% Small Business Set Aside

This purchase must meet all relevant requirements such as packing, packaging, labeling, inspection and shipping temperatures of the Commodity Specification for Fresh Fruit July 2019.

(110561)- APPLES FRESH PKG-12/3 LB-

1. Grade - U.S. Fancy. (State grades will be acceptable provided the apples meet the requirements of the U.S. Fancy Grade).

2. Types of Pack and Size Requirement:

- a. Tray pack - minimum size 150; maximum size- 100
- b. Cell pack - minimum size 140; maximum size # 96
- c. Consumer units packed within master containers - minimum size 2 1/8 inches in diameter, maximum size 3 inches in diameter. Consumer units shall be 12/3-pound poly film bags.
- d. Apples, when Tray or Cell packed, in each offer unit ordered delivered by USDA shall contain product of not more than three (3) adjacent sizes nor be in more than three locations at the time of inspection. Each size shall be segregated in the shipment with a minimum of intermingling of the sizes. If shipment is by truck, the location and count of each size in the truck (front, center, and tail) shall be noted on the shipping manifest by the contractor.

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3. Apples shall also meet the United States Condition Standards for Export.
4. Tenderness and Maturity # not more than an average of five percent in any lot and ten percent in individual containers may be further advanced in maturity than firm ripe.
5. Intermingling of the varieties in the truckload is permitted but not on the pallet.
6. Must be loaded into a refrigerated trailer capable of holding air temperature not to exceed 40° F.
7. Refrigerated shipment at 32° to 38° F air temperature.
8. Varieties: Empire, Fuji, Gala, Red Delicious, Honeycrisp and Granny Smith.

Every bidder must include a letter of support with their bid from all current and approved supplier(s). The templates for the letter of support are attached to the solicitation with the required elements. Each letter of support is only good for one solicitation. A new letter of support will be required for every solicitation, from every supplier. The supplier must include the quantity in cases they are committing to the bidder. USDA will not award a quantity that exceeds the sum of all supplier#s committed quantities to a particular bidder.

For a new-to-USDA contractor and existing contractors who are bidding on new products, a probationary period may be implemented in which awards are limited to 10 truckloads per product. Contractor must demonstrate successful delivery of at least five (5) truckloads of product in order to be removed from probationary status on future solicitations. For the purposes of this rule, successful delivery is defined as product delivered on-time and in acceptable condition according to the terms and conditions of the contract. Any delivery problems directly attributable to the Government will not be held against the contractor.

Vendors or subcontractors who are supplying fresh fruit crops to the United States Department of Agriculture (USDA) must ensure that each of their suppliers/subcontractors who grow, harvest, pack, hold, and handle product have approved and current food safety verification audits PRIOR to the bid opening date of this solicitation. Good Agricultural Practices (GAP) and Good Handling Practices (GHP) scopes which are necessary to meet the minimum requirement to be deemed responsive are as follows:

GAP - Farm Review AND Field Harvesting & Field Packing Activities  
 GHP - House Packing Facility AND Storage & Transportation

All these requirements shall be met PRIOR to the bid opening date.

Brokers are exempt from the USDA GAP/GHP requirements themselves, HOWEVER suppliers/subcontractors performing under the contract shall have the applicable USDA GAP/GHP certification(s).

Verification audits shall be performed by the USDA, AMS, SCP-SCID representatives only.

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In order to be found responsive the contractor and/or its subcontractors/suppliers must be in compliance with USDA GAP/GHP certification. Offerors must include in their bid the GAP and GHP Audit Verification attachment, which is found in the attachments section of this solicitation. Offerors who do not complete this form in its entirety, do not include the form as an attachment to their bid, or are missing the required USDA GAP/GHP scopes listed above shall be deemed nonresponsive.

All audits are valid for one year after the date the audit was conducted. More information on USDA GAP/GHP audits can be found here: <https://www.ams.usda.gov/services/auditing/gap-ghp> or by reaching out to [scaudits@usda.gov](mailto:scaudits@usda.gov).

Awardees may ship and supply from any location found here:  
<https://apps.ams.usda.gov/GAPGHP/reportG01.aspx>

If USDA/AMS finds that suppliers used by the contractor are not in compliance with AMS GAP/GHP certification requirements after the product is delivered, the following courses of action will apply:

1. A cure notice shall be issued informing the contractor of their failure to comply with the required elements of this solicitation. The USDA will then deduct a 50% discount from the invoice for all noncompliant deliveries shipped or invoiced prior to the date listed on the cure notice.
2. If the contractor ships noncompliant product after the date of the cure notice:
  - a. USDA/AMS will deduct a 50% discount from the invoice for all noncompliant deliveries;
  - b. The contract will be terminated for cause; and
  - c. The contractor will be suspended from participating in all future USDA/AMS fresh fruit and vegetable solicitations for a period of one year from the date of contract termination.

This solicitation may show multiple stops on some line items; however, the number of stops will be limited to a maximum of three. To determine the number of destinations, review the "Tendering Text" for the lot, which will indicate the City and State for each stop. Bidders may submit different prices for each stop. However, a price is required on all line items within the lot.

For offshore destinations (Puerto Rico, Hawaii, etc.), offerors have the option to choose to enter their bids direct to the offshore destination or to the port. Purchases will be made on an f.o.b. destination basis to cities on this solicitation. Destination quantities listed are estimates and subject to adjustment based on offerings, changes in recipient needs, market conditions, and program operations.

All prime vendors are reminded that they are prohibited from subcontracting with companies or individuals that have been suspended or debarred.

Offers must be submitted electronically via the Web-Based Supply Chain Management System (WBSCM). Offers submitted by any means other than WBSCM will be deemed nonresponsive. Offerors must be active in WBSCM and have the required bidder roles in order to submit offers under this solicitation. Once connected, follow the online procedures. A "HELP" button provides detailed instructions or call (202) 720-4517 for assistance.

Offerors are cautioned to bid only quantities they can reasonably expect to produce and deliver.

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Inquiries about the Master Solicitation dated February 13, 2024; The Commodity Specification for Fresh Fruit; or this solicitation should be directed to the Contracting Officer; USDA, AMS, Room 3522-South; 1400 Independence Avenue, S.W.; Washington, D.C. 20250-0239. Telephone: (202) 720-4517. FAX: (202) 720-2782.

The USDA prohibits discrimination against its customers, employees, and applicants for employment on the bases of race, color, national origin, age, disability, sex, gender identity, religion, reprisal, and where applicable, political beliefs, marital status, familial or parental status, sexual orientation, or all or part of an individual's income is derived from any public assistance program, or protected genetic information in employment or in any program or activity conducted or funded by the Department. (Not all prohibited bases will apply to all programs and/or employment activities.) To file a complaint of discrimination, write: USDA, Office of the Assistant Secretary for Civil Rights, Office of Adjudication, 1400 Independence Ave., SW, Washington, DC 20250-9410 or call (866) 632-9992 (Toll-free Customer Service), (800) 877-8339 (Local or Federal relay), or (866) 377-8642 (Relay voice users).

**See attached documents:**

- 1 . CommoditySpecificationforFreshFruitJuly2019
- 2 . USDA GAP and GHP Audit Verification Document
- 3 . Templates for Supplier Agreement Letter
- 4 . Master Solicitation February 14, 2024

**Attributes :**

OFFEROR CERTIFIES THAT THE OFFER IS MADE SUBJECT TO THE MASTER SOLICITATION; COMMODITY SUPPLEMENT AND/OR SPECIFICATION(S); THIS SOLICITATION; THE AGRICULTURE ACQUISITION REGULATIONS (AGAR) AND THE FEDERAL ACQUISITION REGULATIONS (FAR).  
 Timely performance: Offeror and any subcontractor have completed required performance of any USDA contract prior to this bid opening.

- Permitted values:
- Have been delivered
  - Have not been delivered
  - Have not been delivered, but the Offeror has notified the Contracting Officer
  - There are no existing contracts/purchase orders

OFFEROR REQUESTS HUBZONE SMALL BUSINESS PRICE EVALUATION PREFERENCE. APPLIES ONLY TO FIRMS CERTIFIED IN THE SMALL BUSINESS ADMINISTRATION'S HUBZONE PROGRAM (FAR SUBPART 19.13).MUST BE THE MANUFACTURER/PRODUCER OF THE PRODUCT TO RECEIVE

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**A PRICE PREFERENCE**

Furnish name, title, phone number, fax number, and e-mail address of person submitting this bid (must be an officer of the company or a person authorized to execute contracts/purchase orders on behalf of the bidder).

IS THE OFFEROR AN ENTITY THAT HAS FILED ARTICLES OF INCORPORATION IN ONE OF THE FIFTY STATES, THE DISTRICT OF COLUMBIA, OR THE VARIOUS TERRITORIES OF THE UNITED STATES? YOU MUST ANSWER THE NEXT 3 QUESTIONS IF THE ANSWER FOR THIS QUESTION IS YES.

HAS THE OFFEROR BEEN CONVICTED OF A FELONY CRIMINAL VIOLATION UNDER FEDERAL OR STATE LAW IN THE 24 MONTHS PRECEDING THE DATE OF OFFER?

HAS THE OFFEROR HAD ANY OFFICER OR AGENT OF OFFEROR CONVICTED OF A FELONY CRIMINAL VIOLATION FOR ACTIONS TAKEN ON BEHALF OF OFFEROR UNDER FEDERAL OR STATE LAW IN THE 24 MONTHS PRECEDING THE DATE OF OFFER?

DOES THE OFFEROR HAVE ANY UNPAID FEDERAL TAX LIABILITY ASSESSED, WHICH ALL JUDICIAL AND ADMINISTRATIVE REMEDIES HAVE BEEN EXHAUSTED/LAPSED, THAT IS NOT BEING PAID IN A TIMELY MANNER PURSUANT TO AGREEMENT WITH THE AUTHORITY RESPONSIBLE FOR COLLECTING IT?

Offeror attached the required Supplier Agreement Letter for every supplier they intend to subcontract

**Bid invitation Item details**

	<b>Item</b>	<b>Material Description</b>	<b>Required by</b>	<b>ZipCode</b>	<b>Quantity</b>	
<b>10</b>	<b>FRUIT, FRESH</b>					
	<b>20 APPLES FRESH PKG-12/3 LB</b>					
	<b>30 EXETER CA</b>					
40	110561	APPLES FRESH PKG-12/3 LB	10/07/2024-10/09/2024	93221		CS
					980.000	
	<b>50 INDIO CA</b>					
60	110561	APPLES FRESH PKG-12/3 LB	10/07/2024-10/09/2024	92201		CS
					980.000	
	<b>70 CLEVELAND OH</b>					
80	110561	APPLES FRESH PKG-12/3 LB	10/07/2024-10/09/2024	44110		CS
					980.000	
90	110561	APPLES FRESH PKG-12/3 LB	12/02/2024-12/04/2024	44110		CS
					980.000	
	<b>100 HOUSTON TX</b>					
110	110561	APPLES FRESH PKG-12/3 LB	10/21/2024-10/23/2024	77029		CS
					980.000	
120	110561	APPLES FRESH PKG-12/3 LB	11/18/2024-11/20/2024	77029		CS
					980.000	

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Item	Material	Description	Required by	ZipCode	Quantity	
130	110561	APPLES FRESH PKG-12/3 LB	12/09/2024-12/11/2024	77029	980.000	CS
<b>140 LOT: 291315925 LAFAYETTE LA / NEW ORL...</b>						
Tendering text - Item : LOT: 291315925 LAFAYETTE LA / NEW ORLEANS LA /						
150	110561	APPLES FRESH PKG-12/3 LB	11/18/2024-11/20/2024	70505	490.000	CS
160	110561	APPLES FRESH PKG-12/3 LB	11/18/2024-11/20/2024	70123	490.000	CS
<b>170 LOT: 534392893 BOSTON MA / LOWELL MA /</b>						
180	110561	APPLES FRESH PKG-12/3 LB	10/07/2024-10/09/2024	02118	735.000	CS
190	110561	APPLES FRESH PKG-12/3 LB	10/07/2024-10/09/2024	01851	245.000	CS
<b>200 LOT: 974315173 BOSTON MA / LOWELL MA /</b>						
210	110561	APPLES FRESH PKG-12/3 LB	12/02/2024-12/04/2024	02118	735.000	CS
220	110561	APPLES FRESH PKG-12/3 LB	12/02/2024-12/04/2024	01851	245.000	CS
Total Quantity for APPLES FRESH PKG-12/3 LB						9,800.000
<b>230 APPLES FUJI FRESH F CARTON-40 LB</b>						
<b>240 FORT MYERS FL</b>						
250	100522	APPLES FUJI FRESH F CARTON-40 LB	10/28/2024-10/30/2024	33901	924.000	CS
260	100522	APPLES FUJI FRESH F CARTON-40 LB	11/18/2024-11/20/2024	33901	924.000	CS
<b>270 LAS VEGAS NV</b>						
280	100522	APPLES FUJI FRESH F CARTON-40 LB	10/07/2024-10/09/2024	89030	924.000	CS
<b>290 ELMSFORD NY</b>						
300	100522	APPLES FUJI FRESH F CARTON-40 LB	10/07/2024-10/09/2024	10523	924.000	CS
310	100522	APPLES FUJI FRESH F CARTON-40 LB	12/02/2024-12/04/2024	10523	924.000	CS
Total Quantity for APPLES FUJI FRESH F CARTON-40 LB						4,620.000
<b>320 APPLES RED DELICIOUS FRESH CTN-40 LB</b>						
<b>330 EAST POINT GA</b>						

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<b>Item</b>	<b>Material</b>	<b>Description</b>	<b>Required by</b>	<b>ZipCode</b>	<b>Quantity</b>	
340	100514	APPLES RED DELICIOUS FRESH CTN-40 LB	10/07/2024-10/09/2024	30344		CS
					924.000	
		<b>Total Quantity for APPLES RED DELICIOUS FRESH CTN-40 LB</b>				CS
					924.000	
<b>350 PEARS BOSC FRESH CTN#40 LB</b>						
<b>360 BALTIMORE MD</b>						
370	111423	PEARS BOSC FRESH CTN#40 LB	11/18/2024-11/20/2024	21227		CS
					980.000	
		<b>Total Quantity for PEARS BOSC FRESH CTN#40 LB</b>				CS
					980.000	
		<b>Total Quantity for Invitation</b>				CS
					16,324.000	

*Samantha Klagenberg*

Contracting Officer  
 Commodity Procurement Division  
 United States Department of Agriculture