



DEFENSE COMMISSARY AGENCY

HEADQUARTERS
1300 E AVENUE
FORT LEE, VIRGINIA 23801-1800

REPLY TO
ATTENTION OF:

MAR 31 2011

PSP

NOTICE TO THE TRADE - DeCA NOTICE 11-58

Subject: Addendum to DeCA Notice to the Trade 11-52, DeCA Brand Name Fresh Turkey Parts Merchandising Program

The purpose of this Notice to the Trade (NTT) is to make clarifications and revisions to DeCA Notice to the Trade 11-52, dated March 17, 2011; subject: DeCA Brand Name Fresh Turkey Parts Merchandising Program (attached)

a. Reference the NTT 11-52, page 2, paragraph 2 and 3, change verbiage to read as follows:

(1) There will be a total of 12 core items sold in DeCA commissaries CONUS wide, but there will only be 8 core items stocked in each of the marketing sales areas. These 8 core items will vary between respective marketing areas and/or regions. The specific core items, estimated tonnage, and core item's RSL code for each marketing area are shown at attachments 3, 4 and 5. **Please note that the core items will be used for evaluating your offers.**

- Note – some of the core turkey items are ground and some are nonground items. Be aware that the Daily Urner Barry prices for the nonground turkey items have already been filled in on attachments 3, 4, and 5 for each of the marketing areas.

(2) The Daily Urner Barry prices for the ground turkey items have not been filled in on the attachments. To obtain the Daily Urner Barry price for the ground turkey items, the supplier shall indicate on attachments 3, 4, and 5 the raw turkey parts (i.e., drumsticks, thighs, etc.) used to produce the ground turkey items. To obtain the Daily Urner Barry price for the raw turkey parts, see attachment 7. Once the price is determined for the raw turkey parts, the supplier shall annotate the price on attachments 3, 4, and 5 for each of the marketing sales area. All potential turkey suppliers shall use the Daily Urner Barry prices that were effective as of March 15th as their base selling price for each core turkey item.

b. Reference the NTT 11-52, page 2, paragraph 5, replace the example with the revised example below:

CORE ITEMS (SW)	PARTS USED TO MAKE GROUND	LBS	RSL CODE	DAILY UB PRICES		SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11			
				EAST	MW		
Turkey, Ground (85% lean)	Boneless Skinless Thighs	7,582	K1	\$1.33	\$1.33	\$0.46	\$1.79
Turkey, Wings	N/A	9,037	K1	\$0.69	\$0.69	\$0.70	\$1.39

c. Reference the NTT 11-52, page 2, paragraph 6, change the last sentence and add new paragraph to read as follows:

- The special factors submitted by the supplier are not subject to revision, except as specified in the paragraph below.
- On an annual basis, DeCA will consider requests from the incumbent contractor(s) for price adjustments necessitated by costs incurred that are not otherwise reflected in the commercial index, or the contractor's special factor. The intent of this allowance is to address those situations where there are "extraordinary" changes in the market that are not otherwise addressed by the terms of this agreement. It will not be utilized as a routine price adjustment. Any such decision to grant relief under these extraordinary conditions will be at the sole discretion of the Government. Any proposed change in pricing must be requested, in writing, by the incumbent, and must be submitted to DeCA no later than 120 calendar days prior to the end of the current performance period. Any such adjustment that may be granted will be effective with the start of the new performance period.

d. Reference the NTT 11-52, page 3, paragraph 2, change paragraph to read as follows:

- All suppliers must submit a special factor on all discretionary items offered to DeCA. The special factor will be added to the Daily Urner Barry Prices to calculate your total unit price for each discretionary item. The Daily Urner Barry Price and the supplier's special factor must reflect the net selling price per pound. If the supplier offers a discretionary item and the Daily Urner Barry does not quote a price for that item, you may still submit the selling unit price per pound. Discretionary and new items must be approved through presentations to the MBU category manager, and once approved, will become a part of the merchandising agreement. The special factor used in the presentation for discretionary items will not be subject to revision, except as previously stated.

e. Reference the NTT 11-52, attachment 2, Mandatory Requirements, number 13, add the following verbiage:

- Consideration will be given for circumstances beyond the reasonable control of the contractor (i.e., employee's negligence, equipment failure, facilities).

f. Reference the NTT 11-52, attachment 2, Mandatory Requirements, number 17, delete and add the following verbiage:

- Delete: All core and discretionary items are required to bear the USDA Grade A label. This includes all sizes.
- Add: All core and discretionary items are required to bear the USDA label. This includes all sizes.

g. Reference the NTT 11-52, Attachment 2, Mandatory Requirements, number 18, delete the following verbiage in its entirety: Enhanced product must meet the certification guidelines of the American Heart Association.

- There will be no replacement verbiage for mandatory requirement number 18. This requirement will be marked "RESERVED."

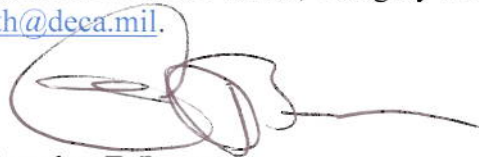
h. Reference the NTT 11-52, attachment 2, Mandatory Requirements, number 22, change to read the following verbiage:

- Provide your company's fresh turkey "Brand Name" tonnage of products sold in each commercial retail outlet; include a copy of an invoice showing the retailers name, cost of product to the retailer for all items, with your original presentation. List the tonnage sold by each retail outlet.

i. Reference the NTT 11-52, attachments 3, 4, and 5, delete and replace with the revised attachments 3, 4, and 5.

j. Reference the NTT 11-52, add attachment 7 (Daily Urner Barry Turkey Parts Prices Used to Process Core Ground Items).

The point of contact for this program is Mr. LaRue Smith, Category Manager, at 804-734-8000, extension 4-8255, or larue.smith@deca.mil.



Christopher T. Burns
Director of Sales

Attachments:
As stated

TURKEY CORE ITEMS AND TONNAGE

AREA 1 - CENTRAL & NORTHEAST (Base Period)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

Core Items (CE)	PARTS USED TO MAKE GROUND	POUNDS	RSL CODE	DAILY UB PRICES	SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11		
				<u>EAST</u>	<u>MW</u>	
Turkey, Ground (85% lean)		7,582	K1			
Turkey, Ground (93% lean)		36,367	K1			
Turkey, Ground Breast (99% lean)		6,541	K2			
Turkey, Burger Patties		3,719	K3			
Turkey, Italian Mild Sausage (80%)		3,095	K3			
Turkey, Wings	N/A	9,037	K1	\$ 0.69	\$ 0.69	
Turkey, V Wings Bone-In	N/A	9,244	K1	\$ 0.90	\$ 0.90	
Turkey, Drumsticks	N/A	5,445	K2	\$ 0.74	\$ 0.74	
CE CORE TOTAL		81,030				

Core Items (NE)

Turkey, Ground (85% lean)		6,637	K1			
Turkey, Ground (93% lean)		32,847	K1			
Turkey, Ground Breast (99% lean)		6,191	K1			
Turkey, Ground White		4,022	K3			
Turkey, Italian Mild Sausage (80%)		3,790	K3			
Turkey, Wings	N/A	4,931	K2	\$ 0.69	\$ 0.69	
Turkey, V Wings Bone-In	N/A	7,895	K1	\$ 0.90	\$ 0.90	
Turkey, Drumsticks	N/A	4,200	K2	\$ 0.74	\$ 0.74	
NE CORE TOTAL		70,512				

REVISED ATTACHMENT 3

TURKEY CORE ITEMS AND TONNAGE

AREA 1 - CENTRAL & NORTHEAST (Renewal Option 1)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

Core Items (CE)	PARTS USED TO MAKE GROUND	POUNDS	RSL CODE	DAILY UB PRICES	SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11		
				<u>EAST</u>	<u>MW</u>	
Turkey, Ground (85% lean)		7,582	K1			
Turkey, Ground (93% lean)		36,367	K1			
Turkey, Ground Breast (99% lean)		6,541	K2			
Turkey, Burger Patties		3,719	K3			
Turkey, Italian Mild Sausage (80%)		3,095	K3			
Turkey, Wings	N/A	9,037	K1	\$ 0.69	\$ 0.69	
Turkey, V Wings Bone-In	N/A	9,244	K1	\$ 0.90	\$ 0.90	
Turkey, Drumsticks	N/A	5,445	K2	\$ 0.74	\$ 0.74	
CE CORE TOTAL		81,030				

Core Items (NE)

Turkey, Ground (85% lean)		6,637	K1			
Turkey, Ground (93% lean)		32,847	K1			
Turkey, Ground Breast (99% lean)		6,191	K1			
Turkey, Ground White		4,022	K3			
Turkey, Italian Mild Sausage (80%)		3,790	K3			
Turkey, Wings	N/A	4,931	K2	\$ 0.69	\$ 0.69	
Turkey, V Wings Bone-In	N/A	7,895	K1	\$ 0.90	\$ 0.90	
Turkey, Drumsticks	N/A	4,200	K2	\$ 0.74	\$ 0.74	
NE CORE TOTAL		70,512				

REVISED ATTACHMENT 3

TURKEY CORE ITEMS AND TONNAGE

AREA 1 - CENTRAL & NORTHEAST (Renewal Option 2)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

Core Items (CE)	PARTS USED TO MAKE GROUND	POUNDS	RSL CODE	DAILY UB PRICES	SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11		
				<u>EAST</u>		
				<u>MW</u>		
Turkey, Ground (85% lean)		7,582	K1			
Turkey, Ground (93% lean)		36,367	K1			
Turkey, Ground Breast (99% lean)		6,541	K2			
Turkey, Burger Patties		3,719	K3			
Turkey, Italian Mild Sausage (80%)		3,095	K3			
Turkey, Wings	N/A	9,037	K1	\$ 0.69	\$ 0.69	
Turkey, V Wings Bone-In	N/A	9,244	K1	\$ 0.90	\$ 0.90	
Turkey, Drumsticks	N/A	5,445	K2	\$ 0.74	\$ 0.74	
CE CORE TOTAL		81,030				

Core Items (NE)

Turkey, Ground (85% lean))		6,637	K1			
Turkey, Ground (93% lean)		32,847	K1			
Turkey, Ground Breast (99% lean)		6,191	K1			
Turkey, Ground White		4,022	K3			
Turkey, Italian Mild Sausage (80%)		3,790	K3			
Turkey, Wings	N/A	4,931	K2	\$ 0.69	\$ 0.69	
Turkey, V Wings Bone-In	N/A	7,895	K1	\$ 0.90	\$ 0.90	
Turkey, Drumsticks	N/A	4,200	K2	\$ 0.74	\$ 0.74	
NE CORE TOTAL		70,512				

REVISED ATTACHMENT 3

TURKEY CORE ITEMS AND TONNAGE

AREA 2 - SOUTHERN & MIDWEST (Base Period)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

CORE ITEMS (SO)	PARTS USED TO MAKE GROUND	POUNDS	RSL CODE	DAILY UB PRICES		SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11			
				<u>EAST</u>	<u>MW</u>		
Turkey, Ground (85% lean)		11,126	K1				
Turkey, Ground (93% lean)		20,144	K1				
Turkey, Ground Breast (99% lean)		5,266	K2				
Turkey, Burger Patties		3,275	K3				
Turkey, Italian Mild Sausage (80%)		2,795	K3				
Turkey, Wings	N/A	9,185	K1	\$ 0.69	\$ 0.69		
Turkey, V Wings Bone-In	N/A	9,193	K1	\$ 0.90	\$ 0.90		
Turkey, Drumsticks	N/A	6,843	K2	\$ 0.74	\$ 0.74		
CORE TOTAL		67,827					

CORE ITEMS (MW)

Turkey, Ground (85% lean)		5,322	K1				
Turkey, Ground (93% lean)		12,419	K1				
Turkey, Ground Breast (99% lean)		3,674	K1				
Turkey, Ground White		3,030	K1				
Turkey, Burger Patties		2,074	K2				
Turkey, Italian Mild Sausage (80%)		2,017	K2				
Turkey, Wings	N/A	2,853	K3	\$ 0.69	\$ 0.69		
Turkey, Drumsticks	N/A	2,385	K3	\$ 0.74	\$ 0.74		
CORE TOTAL		33,773					

REVISED ATTACHMENT 4

TURKEY CORE ITEMS AND TONNAGE

AREA 2 - SOUTHERN & MIDWEST (Renewal Option 1)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

CORE ITEMS (SO)	PARTS USED TO MAKE GROUND	POUNDS	RSL	DAILY UB PRICES	SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11		
				EAST	MW	
Turkey, Ground (85% lean)		11,126	K1			
Turkey, Ground (93% lean)		20,144	K1			
Turkey, Ground Breast (99% lean)		5,266	K2			
Turkey, Burger Patties		3,275	K3			
Turkey, Italian Mild Sausage (80%)		2,795	K3			
Turkey, Wings	N/A	9,185	K1	\$ 0.69	\$ 0.69	
Turkey, V Wings Bone-In	N/A	9,193	K1	\$ 0.90	\$ 0.90	
Turkey, Drumsticks	N/A	6,843	K2	\$ 0.74	\$ 0.74	
CORE TOTAL		67,827				

CORE ITEMS (MW)

Turkey, Ground (85% lean)		5,322	K1			
Turkey, Ground (93% lean)		12,419	K1			
Turkey, Ground Breast (99% lean)		3,674	K1			
Turkey, Ground White		3,030	K1			
Turkey, Burger Patties		2,074	K2			
Turkey, Italian Mild Sausage (80%)		2,017	K2			
Turkey, Wings	N/A	2,853	K3	\$ 0.69	\$ 0.69	
Turkey, Drumsticks	N/A	2,385	K3	\$ 0.74	\$ 0.74	
CORE TOTAL		33,773				

REVISED ATTACHMENT 4

TURKEY CORE ITEMS AND TONNAGE

AREA 2 - SOUTHERN & MIDWEST (Renewal Option 2)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

CORE ITEMS (SO)	PARTS USED TO MAKE GROUND	POUNDS	RSL CODE	DAILY UB PRICES		SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11			
				<u>EAST</u>	<u>MW</u>		
Turkey, Ground (85% lean)		11,126	K1				
Turkey, Ground (93% lean)		20,144	K1				
Turkey, Ground Breast (99% lean)		5,266	K2				
Turkey, Burger Patties		3,275	K3				
Turkey, Italian Mild Sausage (80%)		2,795	K3				
Turkey, Wings	N/A	9,185	K1	\$ 0.69	\$ 0.69		
Turkey, V Wings Bone-In	N/A	9,193	K1	\$ 0.90	\$ 0.90		
Turkey, Drumsticks	N/A	6,843	K2	\$ 0.74	\$ 0.74		
CORE TOTAL		67,827					

CORE ITEMS (MW)

Turkey, Ground (85% lean)		5,322	K1				
Turkey, Ground (93% lean)		12,419	K1				
Turkey, Ground Breast (99% lean)		3,674	K1				
Turkey, Ground White		3,030	K1				
Turkey, Burger Patties		2,074	K2				
Turkey, Italian Mild Sausage (80%)		2,017	K2				
Turkey, Wings	N/A	2,853	K3	\$ 0.69	\$ 0.69		
Turkey, Drumsticks	N/A	2,385	K3	\$ 0.74	\$ 0.74		
CORE TOTAL		33,773					

REVISED ATTACHMENT 4

TURKEY CORE ITEMS AND TONNAGE

AREA 3 - SOUTHWEST & NORTHWEST (Base Period)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

CORE ITEMS (SW)	PARTS USED TO MAKE GROUND	POUNDS	RSL CODE	DAILY UB PRICES	SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11		
				<u>EAST</u>	<u>MW</u>	
Turkey, Ground (93% lean)		42,400.00	K1			
Turkey, Ground Breast (99% lean)		8,670.00	K1			
Turkey, Necks	N/A	5,523.79	K1	\$ 0.36	\$ 0.36	
Turkey, Wings	N/A	5,460.76	K1	\$ 0.69	\$ 0.69	
Turkey, Drumsticks	N/A	4,199.91	K2	\$ 0.74	\$ 0.74	
Turkey, Italian Mild Sausage (80%)		3,392.00	K2			
Turkey, Italian Hot Sausage (80%)		2,952.00	K3			
Turkey, French Cut Roast		2,783.64	K3			

CORE TOTAL		75,382.09				
-------------------	--	------------------	--	--	--	--

CORE ITEMS (NW)

Turkey, Ground (93% lean)		13,805.00	K1			
Turkey, Ground Breast (99% lean)		5,212.50	K1			
Turkey, Necks	N/A	1,759.25	K1	\$ 0.36	\$ 0.36	
Turkey, Wings	N/A	1,533.25	K1	\$ 0.69	\$ 0.69	
Turkey, Drumsticks	N/A	1,466.48	K2	\$ 0.74	\$ 0.74	
Turkey, Italian Mild Sausage (80%)		1,448.00	K2			
Turkey, Italian Hot Sausage (80%)		1,224.00	K3			
Turkey, French Cut Roast		1,359.96	K3			

TOTAL CORE		27,808.44				
-------------------	--	------------------	--	--	--	--

REVISED ATTACHMENT 5

TURKEY CORE ITEMS AND TONNAGE

AREA 3 - SOUTHWEST & NORTHWEST (Renewal Option 1)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

CORE ITEMS (SW)	PARTS USED TO MAKE GROUND	POUNDS	RSL CODE	DAILY UB PRICES	SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11		
				<u>EAST</u>	<u>MW</u>	
Turkey, Ground (93% lean)		42,400.00	K1			
Turkey, Ground Breast (99% lean)		8,670.00	K1			
Turkey, Necks	N/A	5,523.79	K1	\$ 0.36	\$ 0.36	
Turkey, Wings	N/A	5,460.76	K1	\$ 0.69	\$ 0.69	
Turkey, Drumsticks	N/A	4,199.91	K2	\$ 0.74	\$ 0.74	
Turkey, Italian Mild Sausage (80%)		3,392.00	K2			
Turkey, Italian Hot Sausage (80%)		2,952.00	K3			
Turkey, French Cut Roast		2,783.64	K3			
CORE TOTAL		75,382.09				

CORE ITEMS (NW)

Turkey, Ground (93% lean)		13,805.00	K1			
Turkey, Ground Breast (99% lean)		5,212.50	K1			
Turkey, Necks	N/A	1,759.25	K1	\$ 0.36	\$ 0.36	
Turkey, Wings	N/A	1,533.25	K1	\$ 0.69	\$ 0.69	
Turkey, Drumsticks	N/A	1,466.48	K2	\$ 0.74	\$ 0.74	
Turkey, Italian Mild Sausage (80%)		1,448.00	K2			
Turkey, Italian Hot Sausage (80%)		1,224.00	K3			
Turkey, French Cut Roast		1,359.96	K3			
TOTAL CORE		27,808.44				

REVISED ATTACHMENT 5

TURKEY CORE ITEMS AND TONNAGE

AREA 3 - SOUTHWEST & NORTHWEST (Renewal Option 2)

CORE ITEMS - WILL BE UTILIZED FOR EVALUATION PURPOSES

CORE ITEMS (SW)	PARTS USED TO MAKE GROUND	POUNDS	RSL CODE	DAILY UB PRICES	SPECIAL FACTOR	OFFERORS UNIT PRICE
				MON 3/15/11		
				<u>EAST</u>	<u>MW</u>	
Turkey, Ground (93% lean)		42,400.00	K1			
Turkey, Ground Breast (99% lean)		8,670.00	K1			
Turkey, Necks	N/A	5,523.79	K1	\$ 0.36	\$ 0.36	
Turkey, Wings	N/A	5,460.76	K1	\$ 0.69	\$ 0.69	
Turkey, Drumsticks	N/A	4,199.91	K2	\$ 0.74	\$ 0.74	
Turkey, Italian Mild Sausage (80%)		3,392.00	K2			
Turkey, Italian Hot Sausage (80%)		2,952.00	K3			
Turkey, French Cut Roast		2,783.64	K3			
CORE TOTAL		75,382.09				

CORE ITEMS (NW)

Turkey, Ground (93% lean)		13,805.00	K1			
Turkey, Ground Breast (99% lean)		5,212.50	K1			
Turkey, Necks	N/A	1,759.25	K1	\$ 0.36	\$ 0.36	
Turkey, Wings	N/A	1,533.25	K1	\$ 0.69	\$ 0.69	
Turkey, Drumsticks	N/A	1,466.48	K2	\$ 0.74	\$ 0.74	
Turkey, Italian Mild Sausage (80%)		1,448.00	K2			
Turkey, Italian Hot Sausage (80%)		1,224.00	K3			
Turkey, French Cut Roast		1,359.96	K3			
TOTAL CORE		27,808.44				

REVISED ATTACHMENT 5

DAILY URNER BARRY TURKEY PARTS PRICES
USED TO
PROCESS CORE GROUND ITEMS

RAW TURKEY PARTS	DAILY UB PRICING	
	Tue 3/15/11	
	EAST	WEST
DRUMS, TOM	\$0.79	\$0.79
DRUMS, TOM FRESH	\$0.74	\$0.74
DRUMS, HEN	\$0.74	\$0.74
B/S BREAST TOM	\$2.42	\$2.22
B/S BREAST HEN	\$2.24	\$2.24
BREEDER BREAST B/S	\$2.20	\$2.20
B/S THIGH	\$1.33	\$1.33
INSTITUTIONAL Sz BREAST		
8-10 LBS	\$1.45	\$1.45
10-12 LBS	\$1.70	\$1.70
12-14 LBS	\$1.70	\$1.70
14-16 LBS	\$1.75	\$1.75
16-18 LBS	\$1.80	\$1.80