

Question and Answers
2020-2021 Price Catalog for USDA Foods and Commercial Equivalents
into Approved Super CO-OP Distributors

Question #	Question Asked	Answer
1	What is meant by, on Page 2: "Prices offered by vendors through this price catalog are not intended to be used for direct delivery sales"	Super Co-Op participating districts need to soliciate pricing for direct delivery. The price catalog is for pricing transparency into distribution.
2	Will manufacture's that are not able to provide bracket pricing be penalized?	No.
3	Hi! Can you please clarify if there is a list of options to choose from for Column C "Product Category" of the FFS Tab of the pricing spreadsheet?	There is not a list of "product categories" if your items do not have a specified product category, you can leave Column C on the FFS Tab blank.
4	Can you please confirm that for Columns P, Q, and R for Fee for Service pricing of the pricing spreadsheet, the pricing we enter should be NET of the donated food value per case? In other words, pricing should NOT include the Donated Food Value per Case for these columns?	Fee for Service as a Value Pass Through is sold into distributors and subsequently schools at the NET discounted price. The Value of the USDA Foods should not be included in these columns.
5	What is the deadline for any questions?	Wednesday, February 12, 2020, at 5:00 PM PST
6	Can you confirm that we do not need to provide nutritional information for products with our submission?	No nutritional information needs to be provided to Super Co-Op.
7	Will the additional bid allowances be on the recaps available for all to see?	Yes.
8	Will their be a recap available for all participants to see?	Yes, the recap will be posted to the Super Co-Op website.
9	Thank you so much!	Thank you for your interest in Super Co-Op and your work on behalf of the students of California.
10	Are the items in the excel merely examples? How do we know which items to bid on?	Yes, the items provided in the spreadsheet are examples. The price catalog is not a bid. Processors should list all their USDA Foods end products that they wish to sell to Super Co-Op participating districts.
11	Where is the summary product data schedule?	Each processor should have their summer end product data schedules.
12	What questionnaire and where is it located?	The questionnaire is located in the price catalog document located on the Super Co-Op website.
13	What is the last date of the survey?	Super Co-Op participating districts have until February 26, to complete their survey.
14	When you speak about brackct pricing, I assume you mean that one product's requirementst for the various bracket discounts?	Bracket Pricing should be the purchase price for Less than Truckload Quantities. How specific items are combined to make full truckload quantities is part of the agreement between each manufacturer and distribuor. The intent of bracket pricing is to provide transparency for Super Co-op participating districts.
15	You can't use 10 different products that add up to a particular bracket, correct?	The intent of bracket pricing is to provide pricing for less than truckload quantities, whether products are pruchased individually or combined together.
16	If we are giving a bid price, why would we add an additional discount to the customer? Why wouldnt you just put it in the original discounted price?	In some instances manufacturers provide additional discounts not included in the Pass Through Value calculation. The SEPDS and the Pass Through Value provided should be equal. Instances where these prices differ, the added discount should be placed under the additionall allowance column.
17	The question below was in the previous Super Co-Op Price Catalog but it is not in this year's catalog. Is there a reason why? "Is the submitted pricing the lowest available pricing in California for the same product delivered to a distributor for a public agency?" Also, once the member issue their own RFP, do we have to offer the same price as the catalog?	This is not a bid or award. We hope that pricing listed in the price catalog would be the best pricing offered to all Super Co-Op participating districts going through distribution.
18	If we offer NOI thru distributor and FFS for schools then we will only enter our price under NOI correct?	If you are only selling end products through distribution using NOI, you would only need to include pricing on the NOI tab.
19	Could you go over the Net Off Invoice tab, Column R please?	Column R on the NOI tab is the total NOI discount per case. This should match your SEPDS.
20	Can we have separate pricing for Northern and Southern California? Freight is significantly different between the 2 regions.	You can have different price brackets for Northern and Southern California. In the pricing brackets, please ensure that it's clear which pricing is for each location. Since there are approved distirbtuors located throughout the state, please ensure that you denote where the line of demarcation is between Southern and Northern California.
21	What tab would we use if we only do Rebate as our VPT?	If you only offer Rebate as a Value Pass Through method, you would complete the NOI tab, since distribution would purchase the end products at the commerical price.
22	Can schools that do direct delivery still use the Super Co Op commodities?	Yes.
23	When will the pricing catalog be available for us to fill out?	All documents have been on the Super Co-Op website since February 3, 2020.
24	Just to confirm...On FFS Tab, we are to enter our FFS price only? Or are we entering Commodity and FFS price?	The FFS price is the commodity discount price.
25	FFS pricing - does or does not include the value of the USDA Value? Example: Full delivered case price \$50.00, USDA value \$10.00 - so are you expecting the \$40.00 net case price entered OR the full commercial case price?	In the example provided, \$40.00 would be the NET commodity price. On the FFS tab, if you offer a commerical equivalent product, that information would be listed in Columns S - Y.
26	Can the 20/21 members list be supplied in excel?	Consulting with legal counsel.
27	Since the lowest price statement/question is no longer a part of this price catalog - can any Super approved distributor hold any manufacturer to not go lower than Super catalog pricing on any other NON Super member districts or is it 100% up to the manufacturer to supply whatever pricing they need to on NON Super member bids?	This is not a bid or award. We hope that pricing listed in the price catalog would be the best pricing offered to all Super Co-Op participating districts going through distribution.
28	We give the customer more PTV based on how we round. Does not match the SEPDS. We also give an additional allowance on commercial bid allowance. Do you want us to add a column to clarify?	Any explanation can be provided in the Notes Column.
29	Just to confirm, if we offer both FFS and NOI for a product, we need to put in both tabs?	Yes.
30	If member-districts are responsible for their own procurements, what is the purpose of this price catalog? How and to whom will this pricing be used/applied?	The price catalog provides transparency in pricing through distribution for participating Super Co-Op districts.

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31	To clarify - the Fee For Service tab is only for processors who do Fee For Service through DISTRIBUTION, not to direct-ship districts. Is that correct?	Yes.
32	so if a school district doesnt select a processor on the Survey can they still order from the processor they didnt select?	Yes.
33	What happens if we do not submit a response to this request and only respond to the schools individual bids?	If you do not submit items on this price catalog, value pass through will not available for your products through Super Co-Op.
34	different bracket pricing for S. Calif. vs N. Calif	You can have different price brackets for Northern and Southern California. In the pricing brackets, please ensure that it's clear which pricing is for each location. Since there are approved distributors located throughout the state, please ensure that you denote where the line of demarcation is between Southern and Northern California.
35	you said that each district will do their own procurement. What if they don't, can they use the pricing on this price catalogue?	Each participating Super Co-Op district is responsible for their own compliance. Direct ship districts cannot reference this price catalog for pricing into their district if going direct.
36	Your slide said that you wanted all carryover balances by 8/31/2021, do you not want them August 2020?	Yes.
37	Will there be an addendum to the submittal requiring us to sign a document stating that we have read the question and answer page like in years past, and will this be added to the checklist?	No.
38	In the event that a situation develops that allows a manufacturer to lower the catalog price, will this be allowed. This happened to me once and I was able to pass on the savings.	Lowered pricing will be allowed.
39	In the event that they are not on the website (I have not checked) can you please post the currently approved Super Coop Distributors.	Current approved distributors are posted on the Super Co-Op website.
40	Can you confirm that respondents are not required to provide a Certificate of Insurance with their submission?	There is no requirement listed in the price catalog for certificate of insurance.
41	Can you please clarify if manufacturer price increase requests will be considered during the renewal process if a renewal term is offered by the Coop?	Yes, price increases will be considered during a renewal process.
42	Can you please confirm that respondents are not required to submit nutritional information of products offered with their submission?	No nutritional information needs to be provided to Super Co-Op.
43	Is the Fee-For-Service tab only for Fee-For-Service through a distributor Value-Pass-Through method?	Yes.