

Addendum Two

ADDENDUM TWO
RFP 14-2459
Zoo Seafood Supply

Note: The following additions/clarifications to Request for Proposals 14-2459, hereby become part of the Request for Proposals. It is essential that all prospective Proposers note the content of the Addendum.

In the interest of fairness, this information is being provided to all interested bidders.

QUESTIONS AND ANSWERS:

Q1: In regards to the Bulk Clam Meat, is the zoo looking for shucked WHOLE clam meat or CHOPPED clam meat?

A1: Whole clam meat.

Q2: Also depending on the planned use for the aforementioned clam meat, would the zoo be interested more in the block frozen or individually packaged containers?

A2: Bulk frozen is fine. IQF would be nice if the price was right. Currently we get it in 10 lb bulk frozen packs in 50il boxes.

Q3: Will Best Aquaculture Practices Certification be acceptable as an alternate to Seafood Watch? Will other certification organizations work?

A3: With our RFP we are not asking for any certifications. We will be using Seafood Watch as our standard for sustainable seafood purchases and only ask our vendors to check for and provide the products' Seafood Watch ratings to us on the form provided. We welcome and encourage our vendors to provide any extra certification information about their products and the fisheries they are coming from, but those certifications are not required and will not be accepted in lieu of the Seafood Watch ratings.

Q4: For the Animals:

Salmon- what species, size, fresh or frozen?

Trout- fresh or frozen

A4: Salmon: Pink, Chum, King, Coho are acceptable. Preferably between 2-5 lbs (this is pink), but we have taken large Chum also. The only requirement for species and size is that these fish are procured through sustainable practices. These must be IQF.

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Trout: These must be IQF. The animal fish procurement takes only frozen items and does not have the ability to freeze the products themselves.

Q5: Items for both human and animal consumption:

Crab- What species, cooked or raw, and Live or dead frozen?

A5: Human: Dungeness or Dungeness blend with blue crab, cooked body and claw meat, IQF

Animal: Rock or Dungeness, Raw, Dead, IQF

Q6: Clams in shell- all three have different price points- which species specifically? Are they live or frozen? How packed if frozen?

A6: These must be IQF. We will accept all species listed. Price all three for the RFP to be thorough and we will make our determination based on this.

Q7: Mussels- Live or frozen?

A7: Animals – IQF – traditionally these have been provided frozen in mesh bags.

Q8: Prawns, Gulf 31-35 whole- Whole usually means with head on, is this correct? Which gulf are you looking for? Prawns can be source out of either Gulf of Mexico or the Gulf of California?

A8: Yes this is head on, we want the whole thing. We are currently getting Texas Gulf shrimp, but will accept pricing for both. We would prefer the most sustainable source.

Q9: For human consumption:

Codfish, battered- what size portions? Gluten free or tavern battered?

Q9: 1oz pieces tavern battered, having gluten free as an option would be acceptable as well

Q10: Halibut frozen IQF- What size fillets?

A10: Fresh when they are in season – fillet size will vary

Q11: Prawns Tiger 16/20- there is only one source for 16/20 Tiger prawns that is Seafood Watch approved. It is likely to be very difficult to source with how the prawn market is this year. Will other species be acceptable?

A11: Yes, other species will be acceptable.

Q12: Salmon- What do you want us to base the pricing on? You are asking for 3 different species and skin on and skin off- all affect the pricing.

A12: Base the pricing on wild Chinook, pin bone removed, skin off.

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- Q13: Smoked Salmon- Hot smoked or cold smoked? Fillets or portions? What size portions?
- A13: Hot smoked fillets and cold smoked (lox) fillets that are 1.5 to 3 pounds each
- Q14: Page 3 - Not all products can be frozen products can be sourced within 6 months of freezing due to logistics and seasons. Will this be a problem?
- A14: We will not feed out any items to our animals that is beyond 18 months of the catch date and preferably nothing beyond 12 months. This was the reasoning behind this particular regulation. If the item being sourced is over a year old at delivery we will not accept it. With the 6 month freezing at the time it hits the dock, it gives us a year to feed the item out.
- Q15: The return policy for the animals does not match with our company policy. How can we reconcile this?
- A15: The policy for the animals is that any item that is not acceptable at the time it is delivered can be refused and returned. Also, if ¼ of the healthy animals refuse to eat the product then it will be considered unacceptable and will need to be replaced or the amount refunded. This is the zoo's policy when it comes to all products fed to any of the animals. They have the option of picking up the product or replacing it or refunding us the cost of the product. Not knowing the companies policy, we cannot make a determination of how to come to a compromise.
- Q16: On the actual pricing- we are not very clear what you are asking. It states "Cost based on July 21-27 2013 price sheet." Our markets move around so fast thus we do not have pricing from that week. Can we give current pricing knowing that the markets and pricing will move throughout the year?
- A16: On page 6, 5. Cost: This date of determination was placed so we can evaluate all vendors on equal levels. The date was arbitrary because it is when we wrote up the RFP with the intent of it being sent out quickly. We understand your question and request all responders to use the dates October 6-12, 2013. **See Replacement Attachment C - Price Sheet Attached.**
- Q17: Also, some of the pack sizes are different, ex Prawns might be IQF 2lb bags vs the 5 lb block. Will that matter?
- A17: The sizes given can be taken as Maximum and Preferred sizes. If the box sizes are smaller, this can be accommodated. Larger sizes than those listed would be more difficult, but not impossible depending on the amount. For the Prawns, we have been getting IQF bags and they are greatly preferred.

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All other terms and conditions of this solicitation remain the same.

Issued October 10, 2013



Gabriele Schuster
Procurement Manager

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REVISED ATTACHMENT C – Pricing and Product Availability Worksheet

Item Requested	Description	Predicted delivery schedule	Projected Annual Usage (varies seasonally)	Cost Based on October 6-12, 2013 price sheet, per pound including freight	2014 Availability
Capelin, male, Whole	22-25# block frozen slabs, 50 lbs. max per case	1 time per year	20,500 lbs.	\$	
Herring, Whole (7"-9" length)	IQF, 50 lbs. max. per case	1-2 times per year	7,000 lbs.	\$	
Herring, small & medium, Whole (3"-7" in length)	Block frozen, 12 lbs. max. per case	1-2 times per year	7,000 lbs.	\$	
Salmon, Whole	IQF, 50 lbs. max per case	1 time per year	5,000 lbs.	\$	
Smelt, Freshwater (Lake) , Whole	IQF, 11-25 lbs per case	1-2 times per year	2,000 lbs.	\$	
Smelt, Saltwater (Marine; 4-6" in length), Whole	IQF, 11-25 lbs per case	1-2 times per year	3,000 lbs.	\$	
Silversides, Whole	Block frozen, 2.5 lbs packages, max. 25 lbs. per case	1-2 times per year	1,000 lbs	\$	
Trout (11"-15" in length), Whole	IQF, 25 lbs. max per case,	1-2 times per year	1,500 lbs.	\$	
Crab, Whole	IQF, max. 40 lbs. case	2-3 times per year	2,000 lbs.	\$	
Squid, Whole	Block frozen, 5 lbs. per container, 25 lbs. max. per case	3-4 times per year	11,000 lbs.	\$	
Clam (meat only), Surf or Butter	Block frozen or packaged in containers, 2-10 lb per block or container, 50 lbs. max. case	5-6 times per year	3,000 lbs.	\$	
Clam (In-shell) Quahog, Manila, or Razor	IQF, 50 lbs. max. case	1-2 times per year	4,000 lbs.	\$	
Mussels (In-shell) Blue	Block or IQF, 10 lbs. per bag or container, 50 lbs. max. case	6-7 times per year	3,000 lbs.	\$	
Prawns, Gulf 31/35, Whole	Block frozen, 5 lbs per block, 50 lbs. max. case	6-7 times per year	3,000 lbs.	\$	

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Item Requested	Description	Predicted delivery Schedule	Project Annual Usage (varies seasonally)	Cost Based on October 6-12, 2013 price sheet, per pound including freight	2014 Availability
Crabmeat, Dungeness	1# tub or 5# can, preferably fresh, but will accept frozen. Body and clawmeat separated in container	As needed	50 lbs	\$	
Codfish, Battered	1# tub or 5# can, preferably fresh, but will accept frozen. Body and clawmeat separated in container	As needed	50 lbs	\$	
Halibut, Frozen IQF	Whole sides, Skinless, boneless varying in size based upon availability	As needed	70 lbs	\$	
Rockfish	Fresh, skinless boneless	As needed	120 lbs	\$	
Prawns, 21/25, Peeled and deveined	Fresh or frozen acceptable	As needed	35 lbs	\$	
Prawns, Tiger 16/20	Fresh or frozen acceptable	As needed	25 lbs	\$	
Salmon filet, King, Wild	Fresh Chinook, Sockeye, or Coho. Skin on or off based up client request. Pin-bone out, based upon order client request	As needed	60 lbs	\$	
Salmon, Smoked	Fresh, sealed packaging	As needed	70 lbs	\$	
Salmon Filet, Wild	Pin-bone out skin off fresh filets	As needed	400 lbs	\$	