

ALLOWANCE DIRECTORY

MANUFACTURERS:

A-B-C-D-E-F-G-H-I-J-K-L-M-N-O-P-Q-R-S-T-U-V-W-X-Y-Z

Allowances = Advantages

There are three major prime vendor programs available to federal foodservice customers — the Defense Supply Center Philadelphia's (DSCP) Subsistence Prime Vendor Program on the subsistence side, and the Army's Joint Services Prime Vendor Program (JSPVP) and the Air Force Nonappropriated Fund Prime Vendor III (AFNAF PVIII) Program on the morale, welfare and recreation (MWR) side. Every year, *Government Food Service* runs an updated list of the manufacturers and processors that work with these programs to serve feeding operations in the military and other government agencies and offer federal customer allowances on purchases. These programs have signed agreements with the manufacturers that create savings for the government on prices for goods and services.

National Allowance Pricing Agreement (NAPA) Program

Launched in 1996, the program is designed to allow DSCP customers to save money on food items purchased regularly by way of National Allowance Pricing Agreements (NAPAs). The program is sanctioned by DSCP for use by all of its subsistence prime vendor customers, which include troop-feeding operations, as well as dining halls run by several Job Corps sites, prisons, hospitals and public school systems.

Under the NAPA program, dining hall managers or procurement officers place food orders through their regular prime vendors. Some of those food items carry pre-negotiated discounts or allowances authorized for federal customers by the manufacturers. The prime vendor is supposed to deduct that allowance from the cost of the item, then recover the difference from the manufacturer.

Since its inception, the NAPA program has given manufacturers the opportunity to promote their brand names by offering discounts to end-users, as well as the ability to merchandise their products. Approximately 50 manufacturers joined the NAPA program in its first year. As of 2006, the program included 258 manufacturers, and the number currently stands at 280.

**Defense Supply Center
Philadelphia (DSCP)**
700 Robbins Ave.
Philadelphia, PA 19111-5092

Vacant
NAPA program manager
(215) 737-9238

Who to Contact:

Linda Emmertz
NAPA administrator
(215) 737-9239
Linda.Emmertz@dla.mil

Allowance Tracking Done By:
One2OneUS, 1529 Route 206, Suite A
Tabernacle, NJ 08088

One2One Contact:
Joseph Rossi
(609) 268-7300



DSCP's top manufacturers for 2008 are:

1. PepsiCo Foodservice & Vending
2. Quantum Foods, Inc.
3. Sara Lee Foodservice/Meats
4. Ocean Direct
5. Richmond Peak Quality
6. Perdue Farms, Inc.
7. American Bounty
8. Zartic Inc.
9. Tyson Foods, Inc.
10. N'Genuity
11. Rastelli Fine Foods
12. Kellogg Sales Co.
13. Kraft Foods, Inc.
14. Shasta Sales
15. Heinz USA
16. ConAgra Culinary Business Unit
17. Schwan's Food Service
18. General Mills Food Service
19. KDD/Danish
20. Schreiber Foods

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Joint Services Prime Vendor Program (JSPVP)

The JSPVP provides quality food and food-related supplies on a pre-negotiated basis to more than 750 military MWR and exchange foodservice operations at 225 installations around the world. JSPVP participants include MWR and exchange food-service outlets at:

- 92 Army installations
- 76 Navy installations
- 23 Marine Corps installations
- 17 Navy Exchange units
- 8 Coast Guard installations
- 7 Other locations
- 2 Navy Lodges

JSPVP top manufacturers for 2008 are:

1. Tyson Foods, Inc.
2. Lamb Weston, Inc.
3. General Mills Food Service
4. PepsiCo Foodservice & Vending
5. Pilgrim's Pride Corp./Wampler
6. Kraft Foods/Nabisco
7. Advance Food Co.
8. Nestlé Brands Food Services Co.
9. Sara Lee Packaged Meats
10. Hormel Financial Services
11. Kellogg's
12. Schreiber Foods/Cheese
13. Sara Lee Bakery
14. McCain Foodservice, Inc.
15. Michael Foods, Inc.
16. Rich Products Corp.
17. Heinz USA
18. Cargill Meat Solutions/Excel
19. Starbucks Coffee Co.
20. Ventura Foods



Berrios



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Who to Contact:

U.S. Army Family and MWR Command
The Summit Center
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The Joint Services Prime Vendor Program (JSPVP), which falls under the auspices of the U.S. Army Family and MWR Command (FMWRC), was founded in 1991. The primary customers of the JSPVP are MWR and non-appropriated-fund (NAF) foodservice activities from the Army, Navy, NEXCOM, Marine Corps and Coast Guard. In FY08, program purchases exceeded \$130 million and resulted in a combined savings of \$17.8 million. The rebate and deviated cost programs save participants more than \$2 million a year, with more than 150 manufacturers offering allowances. A list of items and manufacturers included on the program can be found on the JSPVP Web site — www.jspvp.com.

The following is a month-by-month breakdown of the total manufacturer allowances/rebates in FY08 that shows the cost effectiveness of the JSPVP.

FY07 Manufacturer Allowance Savings

OCTOBER	\$224,666
NOVEMBER	\$178,640
DECEMBER	\$158,436
JANUARY	\$177,923
FEBRUARY	\$185,707
MARCH	\$171,583
APRIL	\$185,483
MAY.....	\$172,026
JUNE	\$170,479
JULY	\$166,222
AUGUST.....	\$174,191
SEPTEMBER	\$159,237
TOTAL	\$2,124,593

FY08 Manufacturer Allowance Savings

OCTOBER	\$191,594
NOVEMBER	\$178,300
DECEMBER	\$157,252
JANUARY	\$178,121
FEBRUARY	\$181,527
MARCH	\$176,652
APRIL	\$191,009
MAY.....	\$175,127
JUNE	\$169,974
JULY	\$183,891
AUGUST.....	\$172,870
SEPTEMBER	\$194,249
TOTAL	\$2,150,566

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Air Force Nonappropriated Fund Prime Vendor III Program (PVIII)

The Air Force Services Nonappropriated Fund Prime Vendor Program (PVI), operated under the auspices of the Air Force Services Agency in San Antonio, Texas, started in September 1991. PVII started in January 1996 using lessons learned from PVI. During the summer of 2004, Air Force Services started soliciting and upgrading requirements to PVIII contracts. Currently, the USAF utilizes 37 commercial warehouses of seven different foodservice distributors to service 429 Air Force NAF food and lodging operations on 91 bases around the world. PVIII purchases for FY08 totaled \$64,368,289. The program has saved Air Force NAF food and lodging operations more than \$74 million since 1991. USAF operations in the PVIII program buy a minimum of 80 percent of their food from their prime vendor. Prices are based on delivered costs, plus a set fixed fee per product/item category.

The USAF NAF PVIII Rebate Program returned \$404,341 in FY08. These were food manufacturer rebate dollars centrally tracked and returned to the generating activities. Cumulative rebates returned to the field since 2000 passed \$2 million in 3rd quarter FY08. Prices are based on delivered costs, plus a set fixed fee per product/item category. The following are annual total purchases made through the AFNAF Prime Vendor Program since its inception:

PURCHASES

1991	\$ 353,112.18
1992	\$ 13,593,080.22
1993	\$ 21,688,344.87
1994	\$ 24,434,299.65
1995	\$ 26,265,420.75
1996	\$ 28,395,068.04
1997	\$ 40,584,194.19
1998	\$ 46,287,062.56
1999	\$ 47,645,911.08
2000	\$ 51,555,273.89
2001	\$ 49,068,851.00
2002	\$ 48,254,664.99
2003	\$ 53,551,116.56
2004	\$ 59,554,401.76
2005	\$ 58,152,287.59
2006	\$ 55,086,621.00
2007	\$ 58,864,702.99
2008	\$ 64,368,289.00
Total	\$747,702,702.70

Food manufacturer rebates are tracked by Answers Systems (VALU-TRAK) of Oldsmar, Fla. The rebate program currently contains agreements with more than 100 food manufacturers.

Who to Contact:

Air Force Services Agency
10100 Reunion Place, Suite 401
San Antonio, TX 78216-7112
(210) 652-6569; Fax: (210) 652-2380

Prime Vendor Advisors:
Neville Cartwright, business program manager
neville.cartwright@Randolph.af.mil
Karen Drake, B.J. Johnson

AFNAF Prime Vendor Team
Air Force Nonappropriated Fund Purchasing Office
(AFNAFPO)

10100 Reunion Place, Suite 304
San Antonio, TX 78216-4138
(210) 657-5804; Fax: (210) 652-6309

Rhonda Good, team leader, Food, Beverage
and Entertainment Business Unit
Kathy Hanley, Lillian Zabawczuk, contract specialists

Allowance Tracking Done By:
Answers Systems (VALUTRAK)
4029 Tampa Road
Oldsmar, FL 34677

AFNAF PVIII's top manufacturers for 2008 are:

1. Tyson Foods, Inc.
2. PepsiCo Foodservice
3. Kraft Foods/Nabisco
4. Kellogg's
5. Nestlé Brands Food Services Co.
6. Advance Food Co.
7. Campbell Soup Co.
8. ConAgra Foods
9. Unilever Foodsolutions
10. Heinz USA
11. General Mills Food Service
12. McCain Foods
13. Rotella's Italian Bakery, Inc.
14. Otis Spunkmeyer
15. Sara Lee Food Service
16. French's (Reckitt Benckiser)
17. Mars Foodservice (Uncle Ben's)
18. Rich Products Corp.
19. Dannon Co.
20. ACH Food Companies (Frymax, Equal, Durkee)

MANUFACTURERS:

A - B - C - D - E - F - G - H - I - J - K - L - M - N - O - P - Q - R - S - T - U - V - W - X - Y - Z