

Metropolitan Area Planning Council

Grocery Products for Schools



Invitation for Bids

IFB #MAPC 2021 Western Grocery

Solicited on behalf of the following Cities and Towns, and School Districts: Agawam Public Schools, Athol Royalston Regional, Belchertown Public Schools, Central Berkshire Regional School District, East Longmeadow Public Schools, Franklin County Technical School, Gateway Regional School District, Gill-Montague Regional School District, Greenfield Public Schools, Hadley Public Schools, Hampden-Wilbraham Public Schools, Hampshire Regional School District, Lee Public Schools, Lenox Public Schools, Ludlow Public Schools, Monson Public Schools, Northampton Public Schools, Orange Elementary School District, Palmer Public Schools, Pathfinder Regional Vocational Technical High School, Pioneer Valley Regional, Ralph C. Mahar RSD, Smith Vocational and Agricultural High School, South Hadley Public Schools, Southern Berkshire Regional School District, Ware Public Schools, Westfield Public Schools and any other school districts within the Commonwealth of Massachusetts.

***Metropolitan Area Planning Council • 60 Temple Place, 6th Floor, Boston, MA 02111 •
www.mapc.org • Main Phone (617) 933-0700 • Main Fax (617) 482-7185***

Appendix A - Required Forms

The following forms on the pages below are required for submitting a bid.

General Bid Form

The accompanying Forms & Documentation are hereby submitted as a Bid in response to the subject IFB. All information, statements and prices are true, accurate, and binding representations of the Bidder's intentions and commitments in responding to this IFB.

<u>Ace Endico</u>	<u>Matthew Wasserman</u>
Company Name	Contact Person
<u>80 International Boulevard</u>	<u>973 919 7980</u>
Street	Phone
<u>Brewster, NY 10509</u>	<u>845 930 1515</u>
City, State, Zip	Fax
<u>mwasserman@aceendico.com</u>	
Email	

4/5 Bidder acknowledges receipt of the Invitation for Bids (IFB) and Addendum No(s) 1, 2, 3, 4, dated 3/19, 3/17, + 3/26, and submits the attached Bid for this Invitation for Bids to the Metropolitan Area Planning Council (MAPC), on the authority of the undersigned and as dated below who by signing confirms and pledges to abide by and be held to the requirements of this IFB and its resulting contract, to perform any tasks and deliver any documents required, and to execute a Contract with the MAPC.

Authorized Agent of the Bidder:

Matthew Wasserman

Signature (blue ink please)

M.C. E

Printed Name

Michael Endico

Title

Vice President

(If a corporation, attach certificate of vote or
apply corporate seal here)

Date:

3/29/2021

Statement of Competency

I hereby certify that the Bidder meets or exceeds the competency criteria set out in this IFB.

I further attest to the following assertions:

- The Bidder has been in business for a minimum of 1 years.
- Provision of the items specified in this IFB is consistent with the Bidder's normal lines of business.
- The Bidder is incorporated, and if required licensed, to do business in Massachusetts.

Authorized Agent of the Bidder:

Matthew Wasserman

Signature (blue ink please)

MC

Printed Name

Michael Endico

Title Vice President

Ace Endico

Name (as used for tax filing)

133116470

SS# or Federal ID#

Date

3/29/2021

Certificate of Non-Collusion

As required under Chapters 233 and 701 of the Massachusetts Acts and Resolves of 1983 and as required under M.G.L. c. 30B certification must be made to the following by signing in the space indicated below. Failure to offer such signature will result in rejection of the Bid.

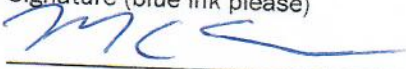
"The undersigned certifies under penalties of perjury that this Bid has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word person shall mean any natural person, business, partnership, corporation, union, committee, club or other organization, entity, or group or individuals."

Authorized Agent of the Bidder:

Matthew Wasserman

Ace Endico

Signature (blue ink please)



Name (as used for tax filing)

133116470

Printed Name

Michael Endico

SS# or Federal ID#

Title

via President

Date

3/29/2021

Certificate of Tax Compliance

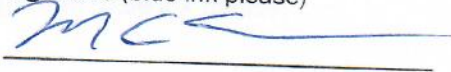
"Pursuant to M.G.L. c. 62C, s. 49A, I certify under the penalties of perjury that to my best knowledge and belief the undersigned has complied with all laws of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting child support."

Authorized Agent of the Bidder:

Matthew Wasserman

Ace Endico

Signature (blue ink please)



Name (as used for tax filing)

133116470

Printed Name

Michael Endico

SS# or Federal ID#

3/29/2021

Title Vice President

Date

Certification of Compliance for Federally Funded Procurement

Certification of Compliance for Federally Funded Procurement

The Contractor, if paid from federal funding sources, certifies that it complies with: E.O. 11246, "Equal Employment Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and as supplemented by regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor;" 18 U.S.C. 874 and 40 U.S.C. 276c (Copeland "Anti-Kickback" Act); 40 U.S.C. 276a to a-7 (Davis-Bacon Act, as Amended); 40 U.S.C. 327-333 (Contract Work Hours and Safety Standards Act); 37 CFR part 401 (Rights to Inventions Made Under a Contract or Agreement); 42 U.S.C. 6201 (Energy Policy and Conservation Act); 42 U.S.C. 7401 et seq., as amended (Clean Air Act); 33 U.S.C. 1251 et seq., as amended (Federal Water Pollution Control Act); 31 U.S.C. 1352, as implemented 34 CFR Part 82 (Byrd Anti-Lobbying Amendment); E.O.s 12549 and 12689 (Debarment and Suspension); Section 106 of "TVPA" (Trafficking Victims Protection Act of 2000); American Recovery and Reinvestment Act of 2009; Pub. L. 111-5 ("ARRA"), Section 1605 of ARRA; and 2 CFR part 176.140 (Buy American.)

Ace Endico

Company Name

Michael Endico

Authorized Representative Name (Printed)

MCE

Authorized Signature

3/29/2021

Date

Conflict of Interest Certification

The Bidder hereby certifies that:

1. The Bidder has not given, offered, or agreed to give any gift, contribution, or offer of employment as an inducement for, or in connection with, the award of a Contract pursuant to this IFB.
2. No consultant to, or subcontractor for, the Bidder has given, offered, or agreed to give any gift, contribution, or offer of employment to the Bidder, or to any other person, corporation, or entity as an inducement for, or in connection with, the award to the consultant or subcontractor of a Contract by the Bidder.
3. No person, corporation, or other entity, other than a bona fide full time employee of the Bidder has been retained or hired to solicit for or in any way assist the Bidder in obtaining a Contract pursuant to this IFB upon an agreement or understanding that such person, corporation or entity be paid a fee or other compensation contingent upon the award of a Contract to the Bidder.
4. Bidder understands that the Massachusetts Conflict of Interest Law, M.G.L. c. 268A, applies to the Bidder and its officers, employees, agents, subcontractors, and affiliated entities with respect to the transaction outlined in the Invitation for Bids.
5. Bidder understands that the Bidder and its officers, employees, agents, subcontractors, and affiliated entities, shall not participate in any activity which constitutes a violation of the Massachusetts Conflict of Interest Law or which creates an appearance of a violation of the Massachusetts Conflict of Interest Law.

Authorized Agent of the Bidder:

Matthew Wasserman

Ace Endico

Signature (blue ink please)

M. C. Endico

Name (as used for tax filing)

133116470

Printed Name

Michael Endico

SS# or Federal ID#

3/29/2021

Title vice President

Date

Certificate of Compliance with M.G.L. c. 151B

The Bidder hereby certifies that it is in compliance with and shall remain in compliance with Massachusetts General Laws (M.G.L.) c. 151B and shall not discriminate on any prohibited basis outlined therein. The Bidder also hereby certifies that it shall comply with any and all applicable Commonwealth of Massachusetts Supplier Diversity Office (SDO) thresholds that have been established in conjunction with this Invitation for Bids.

Authorized Agent of the Bidder:

Matthew Woserman

Ace Endico

Signature (blue ink please)

M. C. Endico

Name (as used for tax filing)

133116470

Printed Name

Michael Endico

SS# or Federal ID#

3/29/2021

Title Vice President

Date

Certificate of Non-Debarment

The Bidder hereby certifies that it is presently not debarred, suspended, or otherwise prohibited from practice by any federal, state, or local agency, and that, should any proceeding arise in which it is debarred, suspended, or otherwise prohibited from practice by any federal, state, or local agency, the Bidder shall inform the MAPC and involved municipalities within one (1) business day of such debarment, suspension, or prohibition from practice.

Authorized Agent of the Bidder:

Matthew Wasserman

Ace Endico

Signature (blue ink please)

MC Endico

Name (as used for tax filing)

133116470

Printed Name

Michael Endico

SS# or Federal ID#

3/29/2021

Title

Vice President

Date

Lobbying Activities

Lobbying

The undersigned certifies, to the best of his or her knowledge and belief, that:

(1) No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including sub-contracts, sub-grants and contracts under grants, loans and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31 U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Ace Endico

Name _____ Company

Michael Endico
Authorized Representative Name (Printed)

MC Endico
Authorized Signature

3/29/2021
Date

Equal Opportunity Requirements

I certify that all information, statements, and pricing made in my Bid are true, accurate, and binding representations of the Bidder's intentions and commitment in responding to this IFB. Any such representations that exceed the minimum requirements of the IFB constitute legal obligations on the part of the Bidder to perform as stated and that failure to so perform may be used by MAPC as grounds to terminate the my contract.

I certify that pursuant to 28 CFR Part 42.204 (d) my employment practices comply with Equal Opportunity Requirements and comply with 28 CFR Part 42.202.; that my organization complies with the Americans with Disabilities Act.

Authorized Agent of the Bidder:

Matthew Wasserman

Ace Endico

Signature (blue ink please)

MCE

Name (as used for tax filing)

133116470

Printed Name

Michael Endico

SS# or Federal ID#

3/19/2021

Title

VP

Date

HUB Certification

Vendors submitting bids that have been certified as Historically Underutilized Business (HUB) entities (Minority, Small Business, Woman Owned), are asked to indicate their HUB status when responding to this Invitation for Bid. I certify that my company has been certified as a Historically Underutilized Business (HUB). (Attach a copy of the HUB Certification to this form.)

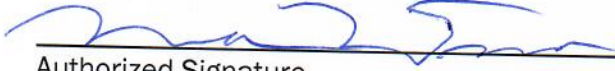
Ace Endico

N/A

Company Name

Matthew Wasserman

Authorized Representative Name (Printed)



Authorized Signature

3/24/21

Date

Acknowledgement of Specifications

The undersigned certifies that they have read the Bid Specifications and agree to abide by these specifications should they be the successful vendor.

Ace Endico

Company Name

Michael Endico

Authorized Representative Name (Printed)

MC Endico

Authorized Signature

3/29/2021

Date

Right to Know Law Page

Any Bidder who receives an order or orders resulting from this invitation, agrees to submit a Material Safety Data Sheet (MSDS) for each toxic or hazardous substance or mixture containing such substance, pursuant to M.G.L. c. 111F, s. 8, 9, 10 and the regulations contained in 454 CMR 21.06 when deliveries are made. The Bidder agrees to deliver all containers properly labeled pursuant to M.G.L. c. 111F, s. 7 and the regulations contained in 454 CMR 21.05. Failure to submit an MSDS and/or label on each container will place the Bidder in noncompliance with the Purchase Order. Failure to furnish MSDSs and/or labels on each container may result in civil or criminal penalties, including bid debarment and action or prevent the Bidder from selling said substances or mixtures containing said substances within the Commonwealth. All Bidders furnishing substances or mixtures subject to M.G.L. c. 111F are cautioned to obtain and read the Law and Rules and Regulations referenced above. Copies may be obtained from the State House Bookstore, State House, Room 117, Boston, MA 02133 (617-727-2834) for a fee.

FAILURE TO COMPLY WITH THESE REQUIREMENTS COULD RESULT IN THE CANCELLATION OF YOUR CONTRACT.

Authorized Agent of the Bidder:

Matthew Wasserman

Ace Endico

Signature (blue ink please)

MC Endico

Name (as used for tax filing)

133116470

Printed Name

Michael Endico

SS# or Federal ID#

3/29/2021

Title

Vice President

Date

EXHIBIT A

Notice Addressees

For **MAPC:**

Marc Draisen

Name

Executive Director

Title

MAPC

Organization

60 Temple Place

Street Address

Boston, MA 02111

City, State, ZIP

617.451.2770

Phone

mdraisen@mapc.org

E-mail

For the **VENDOR:**

Matthew Wasserman

* Name

Bid Director

* Title

Ace Endico

Organization

80 Interational Boulevard

* Street Address

Brewster, New York 10509

* Street Address

973 919 7980

* Phone

mwasserman@aceendico.com

* E-mail

EXHIBIT B

Invitation for Bids #

EXHIBIT C

Special Terms & Conditions

1. None

EXHIBIT D

Subcontractors

1. None

EXHIBIT E

Other Documents:

1. Insurance Guarantee(s)__(to be provided for Contract execution)

EXHIBIT E

Vendor Bid:

Vendor's Complete Bid

* * * * *

Background

Ace Endico can facilitate the agriculture market by distributing food to food banks, which will ultimately help the increasing number of struggling families throughout the region.

Founded in 1982 by William A. Endico and Murray Hertzberg, Ace Endico is a leading regional food purveyor and food service distributor in the New York, New Jersey, Connecticut, Pennsylvania, Massachusetts and Rhode Island. As a full-service supplier, Ace Endico offers restaurants, hotels, country clubs, casinos, cruise lines, catering halls, athletic venues, healthcare, institutional, and educational facilities, and retail establishments, the highest quality food products, supplies and service. Over the years, Ace Endico has distinguished itself in the industry with its dedication to customer service. We strive to surpass our customers' expectations of excellence by providing quality products, personalized service, continuous support and eminent integrity. We are deeply committed to building, maintaining and understanding the respective needs of our customers and suppliers.

Ace Endico is headquartered in Brewster, NY. We maintain satellite warehouses in Mount Vernon, NY and Woonsocket, RI. We also maintain satellite offices in New Jersey, Long Island, Staten Island and the Bronx. In the event of an emergency, these other locations will provide the company stability and ensure the uninterrupted, safe and continuous quality supply of products.

Warehouse and Transportation

Our headquarters is a 195,000 square foot state-of-the-art distribution center, housing an all-encompassing product inventory featuring dairy, produce, center-of-plate meats, seafood, fine imported specialty products, dry food goods, paper and plastic products, restaurant supplies and cleaning supplies. Additionally, Ace Endico has a repack produce department and a seafood processing department. The warehouse is equipped with 13 temperature zones. Products are stored within the temperature zone that best suits manufacturer specification to ensure food safety, freshness and proper shelf life. All temperature zones are monitored with alarms and controlled in order to assure optimal temperatures are maintained.

Ace Endico operates twenty-four (24) hours, seven (7) days a week. We have a fleet of one hundred thirty (130) state-of-the-art vehicles, which is ever-growing. We have nearly five hundred (500) employees, including management, corporate chefs, office support staff, day shift warehouse employees, night shift order selectors and drivers. Our renowned service and support network ensure that all customer needs and expectations are met promptly and efficiently. Additionally, state-of-the-art warehouse and transportation technologies improve efficiency and deliver substantial value to our customers. These technologies help ensure proper time windows for product delivery and alert customers to unforeseen incidents causing delays within our delivery system. The technologies include:

Netradyne and Lytx Drive Cam Systems provide cutting-edge technologies in Artificial Intelligence, Machine Learning and Edge Computing to help reduce accidents by creating a new safe driving standard for commercial vehicles. We utilize data from the system to coach our

drivers, thereby reducing driving incidents and protect against false claims. We empower drivers by providing them with more awareness of risky driving behavior and reward safe driver decision-making.

CoolTrax Vehicle Temperature Monitoring provides cold chain visibility and safety monitoring, to facilitate our compliance with FDA's Sanitary Transportation rule, which mandates food carriers to monitor temperatures from origin to destination. Each vehicle is equipped with five sensors, including product wedges. We place the wedge between items on a pallet, which enables real-time product level temperatures. Additionally, the technology allows our management to remotely control the refrigeration units. We can control the unit to turn it on/off, start pre-cool, change set points, initiate defrost, clear alarms and change the operational mode of the reefer at any time.

Warehouse Temperature Control and Monitoring System provides real time temperatures of all zones in the facility. Zones are monitored with alarms and controlled to assure optimal temperatures.

Proof of Delivery System allows for a customer's signature to be digitally transmitted improving our delivery service by securing that our drivers are supplying products on schedule and that orders are being correctly received.

Belltower Product Recall Communication Platform enables us to immediately communicate critical safety and/or quality issues to our customers. The system is designed to rapidly notify all affected parties of the details of the recall or withdrawal.

Voice-Directed Order Selection is a bilingual system (English/Spanish) which enables accurate order fill rates of nearly 100%.

GPS Truck Suite utilizes Roadnet and Mobilecast systems from UPS Logistics to manage delivery schedules and truck routing.

Short Stock Reports are generated twice daily for the sales representatives to use to keep their customers informed about potential product shortages.

Smart Dock is an in-bound freight scheduling system, which allows a sales representative to track products coming into the building to ensure it is there for orders going out.

Local

Ace Endico strives to increase organic/sustainable food and support local supplier community for as many products as possible. Not only does this allow for quick turns on inventory and freight savings, but it also helps support the local economy. Ace Endico values providing the highest quality products and service to each of their customer's needs. Ace Endico works more than 1000 local suppliers located in NY, NJ and CT.

Food Safety

Ace Endico has a successful and effective food safety program led by our Director of Compliance. Our food safety program consists of food safety plans, seafood HACCP plans and a

GMP program. Ace Endico is audited annually by a 3rd party (SGS). The audit addresses our facility conditions, GMPs and programs for food safety management. Additionally, SGS audited and certified our Seafood HACCP system for the processing and distribution of fresh seafood. Our facilities department maintains our sanitation program, cleaning program and integrated pest management system. Our food safety programs allow Ace Endico to comply with federal, state and local food safety laws, including all pertinent sections of the Food Safety Modernization Act (FSMA).

Matthew Wasserman

To:

John Walsh

To whom it may concern:

Ace Endico maintains Food Safety and/or HACCP Plans for all products warehoused and distributed. These plans are proprietary. We do not share the plans. Subject to COVID19 restrictions, you may visit the facility and view the plans. We can also set up a web meeting where I can display the plans for your review.

Attached are the following:

- 1- 2018 audit (We are audited every 4 years. Subject to COVID19 restrictions, you may audit our facility and operations by appointment)
- 2- 2014 audit
- 3- Letter of Guarantee

Please contact me if you have any questions.

Sincerely,

John J. Walsh, Esq.

Ace Endico

Director of Compliance

845-230-8819

This message contains confidential information and is intended only for the individual named. If you are not the named addressee you should not disseminate, distribute or copy this e-mail. Please notify the sender immediately by e-mail if you have received this e-mail by mistake and delete this e-mail from your system. E-mail transmission cannot be guaranteed to be secure or error-free as information could be intercepted, corrupted, lost, destroyed, arrive late or incomplete, or contain viruses. The sender therefore does not accept liability for any errors or omissions in the contents of this message, which arise as a result of e-mail transmission. If verification is required please request a hard-copy version. Ace Endico Corporation, 80 International Blvd., Brewster, NY 10509, United States www.aceendico.com



Food Safety

CERTIFICATE OF SUPERIOR

In food safety is presented to:

Ace Endico

80 International Blvd.

Brewster, NY.

On the Date of:

February 26, 2018

This certificate recognizes that the above facility was found in a Good Manufacturing Practices audit, by ASI Food Safety, to have a 99.00% out of 100% in food safety. By our standards Superior conditions are in the facility and in their programs for food safety management, which is having an Excellent grade at least 2 years consecutively.

This certificate is to be used only for purposes expressly allowed and agreed to by ASI Food Safety. The certificate of Superior reflects our findings at the time of the audit and is based on a sampling exercise, considering the facilities, operations, practices and systems viewed on site during the audit. It therefore does not follow that no non-conformances exists where none have been noted. The information emerging from ASI Food Safety is given after the exercise of all reasonable care and skill in its compilation, preparation and issue. No liability for the display, use and application of this certificate is accepted by ASI Food Safety and ASI Food Safety does not guarantee the quality and safety of any goods produced on the premises. This certificate is to be considered in conjunction with the associated audit report, is valid subject to ongoing compliance with the certification requirements and to be considered in relation to the report.

Charray Williams
CEO
ASI Food Safety

Confidential Audit Report

for

Ace Endico
Brewster, New York
February 25, 2014



Food Safety Consultants

800-477-0778 ★ www.asifood.com

Distribution Center or Warehouse
(Dry, Refrigerated or Frozen Food)
Quality Systems and Product Safety Inspection Report

for

Ace Endico
80 International Blvd.
Brewster, NY 10509

By



ASI Food Safety Consultants
7625 Page Blvd
St. Louis, MO 63133
(314) 880-8880 / (800) 477-0778
Fax: (314) 727-2563
www.asifood.com

Grade/Rating:	98.72%/ Excellent	Audit Date:	February 24, 2014
Length of Audit:	1 day	ASI Consultant:	Fred Catanzariti
Previous Grade/Rating:	95.66%/Excellent	ASI Director	Jeff Capell
Date of Previous Audit:	August 24, 2010	Copies to:	Hertzberg, Nicholas

Key Personnel

Name	Title
Matt Hertzberg	Operations Manager
John Nicholas	Facility Manager
Ken Napolitano	Facility Manager
SUMMARY AND GENERAL CONDITIONS	
<p>This was a scheduled audit. The auditor was greeted by Matt Hertzberg and given permission to tour the establishment and review their records. The building is in excellent condition and well maintained, the records are also well maintained and in order. It was a pleasure to work with Matt and the staff at Ace Endico.</p>	

Facility Information

Size (sq. ft.): Production Warehouse: 103,000 sq. ft.
Construction of building (metal frame, brick, etc.) concrete and panel
Number of operation days/shifts (i.e. days per week, shifts): 7 days/ 2 shifts
Number of employees at this location: 227

MUST BE FILLED OUT

Grading System

Section	Points Available	Points Applicable	%	Points Applicable Last Audit	%
1. Evaluation of Quality Systems	300	300	100.00%	0	0.00%
2. Pest Control	300	300	100.00%	0	0.00%
3. Evaluation of Operational Methods and Personnel Practices	240	240	100.00%	0	0.00%
4. Maintenance and Repair	275	250	90.91%	0	0.00%
5. Evaluation of Cleaning Program	220	220	100.00%	0	0.00%
6. Allergen Management	185	185	100.00%	0	0.00%
7. Security	165	165	100.00%	0	0.00%
8. HACCP	270	270	100.00%	0	0.00%
				0	0.00%

The score and comments listed in this evaluation are reflective for the day of the audit only.

Score	Rating
95%-100%	
90%-94.9%	
85%-89.9%	
80%-84.9%	
70%-79.9%	
Below 70%	