

47.305-3 F.o.b. origin solicitations.

When preparing f.o.b. origin *solicitations*, the *contracting officer* shall refer to [47.303](#), where f.o.b. origin clauses relating to standard delivery terms are prescribed. Supply *solicitations* that will or may result in f.o.b. origin contracts *shall* also contain requirements, information, provisions, and clauses concerning the following items:

(a) Delivery in carload or truckload lots f.o.b. *carrier's* equipment, wharf, or *freight* station.

(b) The requirement that the *offeror* furnish the following information with the *offer*:

(1) Location of the *offeror's* actual shipping point(s) (street address, city, State, and ZIP code) from which *supplies* will be delivered to the Government.

(2) Whether the *offeror's* shipping point has a private railroad siding, and the name of the rail *carrier* serving it.

(3) When the *offeror's* shipping point does not have a private siding, the names and addresses of the nearest public rail siding and of the *carrier* serving it. (This will enable transportation officers, when issuing routing instructions, to select the mode of transportation that will provide the required service at the lowest possible overall cost.)

(4)

(i) The quantity of *supplies* to be shipped from each shipping point.

(ii) The *contracting officer* shall insert in f.o.b. origin *solicitations* the provision at [52.247-46](#), Shipping Point(s) Used in Evaluation of F.o.b. Origin *Offers*, when price evaluation for *shipments* from various shipping points is contemplated.

(c) When delivery is "f.o.b. origin, contractor's facility," and the designated facility is not covered by the line-haul transportation rate, the charges required to deliver the *shipment* to the point where the line-haul rate is applicable.

(d) When delivery is "f.o.b. origin, *freight* allowed," the basis on which transportation charges will be allowed, including the origin and destination from and to which transportation charges will be allowed.

(e) If f.o.b. origin *offers* only are desired, a statement that *offers* submitted on any other basis will be rejected as nonresponsive.

(f)

(1) *The methods of transportation used in evaluating offers.* The Government normally uses land transportation by regulated *common carriers* between points in the 48 *contiguous United States* and the District of Columbia.

(2) The *contracting officer* shall insert the provision at [52.247-47](#), Evaluation-F.o.b. Origin, in

solicitations that require prices f.o.b. origin for the purpose of establishing the basis on which *offers* will be evaluated.

(g)

(1) When it is believed that prospective contractors are likely to include in f.o.b. origin *offers* a contingency to compensate for what *may* be an unfavorable routing condition by the Government at the time of *shipment*, the *contracting officer* may permit prospective contractors to state in *offers* a reimbursable differential that represents the cost of bringing the *supplies* to any f.o.b. origin place of delivery specified by the Government at the time of *shipment* (see the clause at [52.247-33](#), F.o.b. Origin, with Differentials).

(2) Following are situations that might impose on the contractor a substantial cost above "at plant" or "commercial shipping point" prices because of Government-required routings:

(i) The loading nature of the *supplies*; *e.g.*, wheeled vehicles.

(ii) The different methods of *shipment* specified by the Government; *e.g.*, towaway, driveaway, tri-level vehicle, or rail car, that *may* increase the contractor's cost in varying amounts for bringing the *supplies* to, or loading and bracing the *supplies* at, the specified place of delivery.

(iii) The contractor's f.o.b. origin shipping point is a port city served by *United States* inland, coastwise, or intercoastal water transportation, and the contractor would incur additional costs to make delivery f.o.b. a wharf in that city to accommodate water routing specified by the Government.

(iv) The contractor's plant does not have a private rail siding and in order to ship by Government-specified rail routing, the contractor would be required to deliver the *supplies* to a public siding or *freight* terminal and to load, brace, and install dunnage in rail cars.

Parent topic: [47.305 Solicitation provisions, contract clauses, and transportation factors.](#)