EXHIBIT A
RFQ 20210919
LABORATORY ANALYSIS SERVICES FOR THE ISDA ORGANICS PROGRAM
BUSINESS AND SCOPE OF WORK

Vendor must provide laboratory services for pesticide residue analysis per the following:

- Vendor must analyze samples for the presence of pesticides listed in document **Exhibit C, NOP 2611-1 Prohibited Pesticides**. Vendors must provide sample analysis services for all pesticides listed in **Exhibit C, NOP 2611-1.**

- Vendor must analyze the samples according to the methods allowed under **Exhibit B, NOP 2611**.

- Vendor must establish and follow their Laboratory Quality Assurance / Quality Control (QA/QC) protocols.

- Analysis must be conducted using gas chromatography (GC) and/or liquid chromatography coupled to a mass spectrometer (MS) or tandem mass spectrometers (MS/MS) or equivalent analytical equipment and be able to provide detection limits in parts per million (ppm). If equivalent analytical equipment will be used the Vendor must identify the proposed equivalent equipment in their quote submission.

- Vendor must hold current ISO/IEC 17025 accreditation for the life of the contract
  Proof of accreditation must be provided to ISDA with submission of a quote for this RFQ.

- Vendor must be capable of receiving samples in coolers via FedEx delivery. The samples will come in sealed containers located in the coolers along with a chain of custody form. Vendor must return the coolers to ISDA within 14 days using ISDA's prepaid FedEx account.

- Vendor must provide analysis results in accordance with **Exhibit B, NOP 2611, Section 4.2.5**, via email in pdf format, within a standard (2 weeks), 2nd day (48 hours), or next day turn-around time from when the samples are received to the ISDA contact provided. ISDA will specify with each sample submission which turn-around time is required. To ensure that the required turn-around time specified by ISDA is met, Vendor must record and report to ISDA the dates and times samples were received and processed.

- In the event that a violative substance is detected, or upon direction from ISDA, the Vendor must store the sample until the contamination issue is resolved by ISDA, following the sample retention directives in **Exhibit B, NOP 2611, Section 4.3**

- The Vendor must provide technical assistance and customer support on an as needed basis for the life of the contract.

- The Vendor must have at least one year of experience running NOP Pesticide Profiles and provide a reference from at least one customer upon submission of quote in response to this solicitation.

Data Confidentiality:

With their quote, vendors must submit a completed **Exhibit F, Non-Disclosure Agreement**, to provide results of any and all tests to the ISDA only and not to share this information with any other party unless written consent is granted from ISDA. Vendors that do not submit a completed Non-Disclosure Agreement will be considered nonresponsive and will not be considered for award.

Estimated Contract Usage:

The total number of samples to be analyzed each contract year is estimated at fifteen (15) samples; however, there is no guarantee of any minimum number of samples; and the number of samples may also exceed 15. Samples will be submitted on an "as needed" basis utilizing the sample rate and turn-around time provided by the Vendor on **Exhibit G, Price Sheet**.

EXHIBIT B
RFQ 20210919
LABORATORY ANALYSIS SERVICES FOR THE ISDA ORGANICS PROGRAM
NOP 2611 TESTING PROTOCOLS

Instruction
Laboratory Selection Criteria for Pesticide Residue Testing

Links Update: September 13, 2018

1. Purpose

This document outlines the laboratory criteria recommended by the National Organic Program (NOP) for parties conducting pesticide residue analysis of organic agricultural products under the requirements at § 205.670 of the NOP regulations.

2. Scope

These procedures apply to certifying agents, State officials representing State organic programs, and representatives of the NOP who submit samples of organically produced agricultural products for pesticide residue testing.

3. Policy

Section § 205.670 of the NOP regulations specifies the conditions under which responsible parties should conduct testing of agricultural products that will be sold, labeled, or represented as "100 percent organic," "organic," or "made with organic (specified ingredients or food group(s))." To meet this requirement, these parties are responsible for obtaining analyses of samples from organic agricultural products that are capable of detecting the presence of residues in violation of the NOP regulations as specified under § 205.105 or other applicable laws as provided for at § 205.670(e). To ensure consistency in the analytical approach and quality assurance of the data by parties conducting residue testing, the NOP is issuing the following instruction for the responsible parties to establish laboratory criteria as part of meeting the residue testing requirements under § 205.670 of the NOP regulations. Furthermore, under § 205.504(b)(6) certifiers must have procedures for sampling and residue testing to ensure that proper testing is routinely followed.

4. Procedures

4.1 Current Methods of Analysis

Analytical methods capable of determining multiple pesticide residues in a single analysis have been developed in recent years. The NOP recognizes that an international harmonized method for residue testing may not be possible at this time, but that sufficient policies and procedures must be in place to ensure that false positives and false negatives are not reported. To assess the incidence of pesticide residues remaining on foods, the NOP uses monitoring data compiled by USDA Agricultural Marketing Service (AMS), Science and Technology Program and U.S. state agricultural laboratories employing slight modifications to the QuEChERS method. The QuEChERS method has been readily accepted by many pesticide residue analysts and some

modifications to the original method have been subsequently introduced to ensure efficient extraction of pH dependent compounds, to minimize degradation of susceptible compounds, expand the spectrum of matrices covered, and improve recoveries of pesticides not analyzed in the original reports.

The NOP recognizes that not all registered pesticides can be reliably determined using the QuEChERS method and that at this time no method exists which will analyze all registered pesticides efficiently. In collaboration with the USDA AMS Science and Technology Program, NOP created a "target" analyte list (NOP 2611-1) by examination of all pesticides/metabolites/environmental contaminants that have been detected in samples analyzed for the USDA Pesticide Data Program. Laboratories employed by certifying agents should attempt to analyze as many compounds on this list as possible. If certifying agents suspect a prohibited substance was used that is not included on the NOP "target" list, they should initiate sampling/testing and investigation.

4.2 Laboratory Selection Criteria

Certifying agents should consider the following when selecting a laboratory for residue analysis of their samples:

1. Laboratories should hold current accreditation to either:
   - ISO/IEC 17025:2005, *General Requirements for the Competence of Testing and Calibration Laboratories*.
   - An alternate standard approved by the NOP on a case-by-case basis. Certifying agents should contact their NOP Accreditation Manager for additional information.

   A copy of the accreditation certificate should be provided to the certifying agent prior to shipping samples and should be attached to laboratory results when they are reported back to the certifying agent.

2. Laboratories should participate in an international proficiency test program. A proficiency testing program is the determination of the calibration or testing performance of a laboratory by means of inter-laboratory comparison. A copy of the proficiency test results from the most recent round of proficiency testing should be available from the laboratory together with any corrective actions taken if the laboratory has failed the proficiency test. Contact information for two international proficiency programs is provided in the references below.

3. Laboratories should be capable of screening for the "target" analyte list of pesticides included on the document NOP 2611-1, analyzing the samples using gas chromatography (GC) and/or liquid chromatography coupled to a mass spectrometer (MS) or tandem mass spectrometers (MS/MS).

4. Laboratories should provide evidence that their analytical method is appropriate for the submitted sample and that suitable validation data are available. Correspondence should be available to the certifying agent documenting that the method meets the laboratories' minimum internal quality assurance requirements.

5. Certifying agents should direct the laboratory to provide analytical results as follows: If no residue is detected, then the result should be provided as not detected (ND). The limit of detection should be provided.

   If some residue is detected below the limit of quantification (LOQ), then the result should be provided as "Trace" or "BQL" (below quantifiable level).

   If residue is detected at or above the LOQ, then the result should be reported in parts per million (ppm). Parts per million (ppm) is equivalent to milligrams per kilogram (mg/kg).

4.3 Suggested Laboratory Practices

Laboratories should use a unique identifier to track the sample throughout the handling and analysis. Before homogenization, the sample may be stored at 4 degrees Celsius for up to 72 hours, if fresh, or stored at ambient temperature in the case of samples normally stored at room temperature. If a sample was previously frozen and shipped on ice packs, then it should be homogenized upon receipt at the laboratory. The entire sample as received (up to 5 pounds (~2.5 kg)) should be homogenized by the laboratory to obtain a suitable representative portion for analysis. Homogenized samples should be stored at less than -20 degrees Celsius. Violative sample homogenates should be retained (preferably stored at -80 degrees Celsius) until the contamination issue is resolved by the certifying agent.

Samples should not normally be washed or peeled (e.g. bananas, oranges). However, certain commodities may be hulled (e.g. hazelnuts, fresh soybeans), and/or pitted (e.g. mango, avocado) prior to homogenization. In some cases a sample will have to be reconstituted (frozen concentrated juices). It should be noted that U.S. EPA establishes tolerances on specific raw agricultural commodities (RACs) and feedstuffs derived from crops listed in Table 1 of the Residue Chemistry Guidance that may not apply to the submitted sample. For example, tolerances on sweet corn are established from samples of sweet corn containing kernels and cob with the husk removed. A certifying agent submitting a sample of sweet corn for residue testing might chose to have the sample tested with the kernels, cob and husk and should direct the laboratory to do so. In those cases, sample results should indicate which part of the crop was tested.

5. References

Inspection and testing of agricultural product to be sold or labeled "organic", 7 CFR, pt.205. Print.

Allowed and prohibited substances, methods, and ingredients in organic production and handling 7 CFR pt.205. Print.

United States. Department of Agriculture. Agricultural Marketing Service. *AMS Pesticide Data Program Standard Operating Procedures: SOP No: PDP QC*. Revision 1. Washington, DC: United States Department of Agriculture, 2009. Print.

United States. Environmental Protection Agency. *OCSPP Harmonized Test Guidelines Series 860 - Residue Chemistry Test Guidelines*. United States Environmental Protection Agency, Aug. 1996. Web. 21 Dec. 2010.

"ISO/IEC 17025:2005 - General requirements for the competence of testing and calibration laboratories." ISO - International Organization for Standardization. 21 Dec. 2010.

AOAC INTERNATIONAL Homepage. 21 Dec. 2010 <http://www.aoac.org/>.

FAPAS Proficiency testing schemes - Quality assurance for laboratories worldwide. 21 Dec. 2010 <http://www.fapas.com/>.

Quechers.com | home. 21 Dec. 2010 <http://www.quechers.com/>.

Approval

Miles V. McEvoy
Deputy Administrator
National Organic Program

EXHIBIT C
RFQ 20210919
LABORATORY ANALYSIS SERVICES FOR THE ISDA ORGANICS PROGRAM
LIST OF PROHIBITED PESTICIDES FOR NOP PROGRAM

Prohibited Pesticides for NOP Residue Testing

1-Naphthol
3-Hydroxycarbofuran
5-Hydroxythiabendazole
Acephate
Acetamiprid
Acetochlor
Aldicarb
Aldicarb sulfone
Aldicarb sulfoxide
Allethrin
Atrazine
Azinphos methyl
Azoxystrobin
Bendiocarb
BHC alpha
Bifenazate
Bifenthrin
Bitertanol
Boscalid
Bromacil
Buprofezin
Captan
Carbaryl
Carbendazim (MBC)
Carbofuran
Chlorantraniprole
Chlordane cis
Chlordane trans
Chlorfenapyr
Chlorothalonil
Chlorpropham
Chlorpyrifos
Chlorpyrifos methyl
Clofentezine
Clopyralid
Clothianidin
Coumaphos
Cyazofamid
Cycloate
Cyfluthrin
Cyhalothrin, Total (Cyhalothrin-L + R157836 epimer)
Cypermethrin
Cyprodinil
Cyromazine
DCPA
DDD o,p'
DDD p,p'
DDE o,p'
DDE p,p'
DDT o,p'
DDT p,p'
DEF (Tribufos)
Deltamethrin (includes parent Tralomethrin)
Diazinon
Diazinon oxygen analog
Dichlorvos (DDVP)
Dicloran
Dicofol o,p'
Dicofol p,p'
Dieldrin
Difenoconazole
Diflubenzuron
Dimethoate
Dimethomorph
Dinotefuran
Diphenamid
Diphenylamine (DPA)
Disulfoton
Disulfoton sulfone
Diuron
Endosulfan I
Endosulfan II
Endosulfan sulfate
Endrin
Esfenvalerate+Fenvalerate Total
Ethephon
Ethion
Ethoprop
Ethoxyquin

Etoxazole
Famoxadone
Fenamidone
Fenamiphos
Fenamiphos sulfone
Fenamiphos sulfoxide
Fenarimol
Fenbuconazole
Fenhexamid
Fenpropathrin
Fenpyroximate
Fenthion
Fipronil
Flonicamid
Fludioxonil
Fluoxastrobin
Fluridone
Flutolanil
Fluvalinate
Folpet
Fonofos
Formetanate hydrochloride
Heptachlor epoxide
Hexachlorobenzene (HCB)
Hexaconazole
Hexythiazox
Hydroprene
Imazalil
Imidacloprid
Indoxacarb
Iprodione
Iprodione metabolite isomer
Lindane (BHC gamma)
Linuron
Malathion
Malathion oxygen analog
Metalaxyl
Methamidophos
Methidathion
Methiocarb
Methomyl
Methoxychlor Total
Methoxyfenozide
Metolachlor
Metribuzin
Mevinphos Total
MGK-264
Myclobutanil
Naled
Napropamide
Nonachlor cis
Nonachlor trans
Norflurazon
Norflurazon desmethyl
Omethoate
O-Phenylphenol
Oxadixyl
Oxamyl
Oxamyl oxime
Oxydemeton methyl sulfone
Parathion methyl
Pendimethalin
Pentachloroaniline (PCA)
Pentachlorobenzene (PCB)
Pentachlorophenyl methyl sulfide
Permethrin Total
Phenmedipham
Phorate sulfone
Phorate sulfoxide
Phosalone
Phosmet
Piperonyl butoxide
Pirimicarb
Pirimiphos methyl
Prallethrin
Prochloraz
Procymidone
Prometryn
Pronamide
Propargite
Propiconazole
Pymetrozine
Pyraclostrobin
Pyridaben
Pyrimethanil
Pyriproxyfen
Quinoxyfen
Quintozene (PCNB)
Resmethrin
Simazine

Spinetoram
Spiromesifen Total (parent + enol metabolite)
Sulfentrazone
Tebuconazole
Tebufenozide
Tetrachlorvinphos
Tetradifon
Tetrahydrophthalimide (THPI)
Thiabendazole
Thiacloprid
Thiamethoxam
Thiobencarb
Thiodicarb
Triadimefon
Triadimenol
Trifloxystrobin
Triflumizole
Trifluralin
Vinclozolin

References

NOP Program Handbook: Guidance and Instructions for Accredited Certifying Agents and Certified Operations
NOP 2610: Sampling Procedures for Residue Testing. July 22, 2011.
NOP 2611: Laboratory Selection Criteria for Pesticide Residue Testing. July 22, 2011.

EXHIBIT D
RFQ 20210919
LABORATORY ANALYSIS SERVICES
FOR THE ISDA ORGANICS PROGRAM
7 CFR PART 205.670

Excerpt from NOP Regulations
Title 7: Agriculture-PART 205—NATIONAL ORGANIC PROGRAM (Current as of January, 8 2020)

Inspection and Testing, Reporting, and Exclusion from Sale

§205.670 Inspection and testing of agricultural products to be sold or labeled as "100 percent organic," "organic," or "made with organic (specified ingredients or food group(s))."

(a) All agricultural products that are to be sold, labeled, or represented as "100 percent organic," "organic," or "made with organic (specified ingredients or food group(s))" must be made accessible by certified organic production or handling operations for examination by the Administrator, the applicable State organic program's governing State official, or the certifying agent.

(b) The Administrator, applicable State organic program's governing State official, or the certifying agent may require preharvest or postharvest testing of any agricultural input used or agricultural product to be sold, labeled, or represented as "100 percent organic," "organic," or "made with organic (specified ingredients or food group(s))" when there is reason to believe that the agricultural input or product has come into contact with a prohibited substance or has been produced using excluded methods. Samples may include the collection and testing of soil; water; waste; seeds; plant tissue; and plant, animal, and processed products samples. Such tests must be conducted by the applicable State organic program's governing State official or the certifying agent at the official's or certifying agent's own expense.

(c) A certifying agent must conduct periodic residue testing of agricultural products to be sold, labeled, or represented as "100 percent organic," "organic," or "made with organic (specified ingredients or food group(s))." Samples may include the collection and testing of soil; water; waste; seeds; plant tissue; and plant, animal, and processed products samples. Such tests must be conducted by the certifying agent at the certifying agent's own expense.

(d) A certifying agent must, on an annual basis, sample and test from a minimum of five percent of the operations it certifies, rounded to the nearest whole number. A certifying agent that certifies fewer than thirty operations on an annual basis must sample and test from at least one operation annually. Tests conducted under paragraphs (b) and (c) of this section will apply to the minimum percentage of operations.

(e) Sample collection pursuant to paragraphs (b) and (c) of this section must be performed by an inspector representing the Administrator, applicable State organic program's governing State official, or certifying agent. Sample integrity must be maintained throughout the chain of custody, and residue testing must be performed in an accredited laboratory. Chemical analysis must be made in accordance with the methods described in the most current edition of the Official Methods of Analysis of the AOAC International or other current applicable validated methodology for determining the presence of contaminants in agricultural products.

(f) Results of all analyses and tests performed under this section will be available for public access, unless the testing is part of an ongoing compliance investigation.

(g) If test results indicate a specific agricultural product contains pesticide residues or environmental contaminants that exceed the Food and Drug Administration's or the Environmental Protection Agency's regulatory tolerances, the certifying agent must promptly report such data to the Federal health agency whose regulatory tolerance or action level has been exceeded. Test results that exceed federal regulatory tolerances must also be reported to the appropriate State health agency or foreign equivalent.

§205.671 Exclusion from organic sale.

When residue testing detects prohibited substances at levels that are greater than 5 percent of the Environmental Protection Agency's tolerance for the specific residue detected or unavoidable residual environmental contamination, the agricultural product must not be sold, labeled, or represented as organically produced. The Administrator, the applicable State organic program's governing State official, or the certifying agent may conduct an investigation of the certified operation to determine the cause of the prohibited substance.

§205.672 Emergency pest or disease treatment.

When a prohibited substance is applied to a certified operation due to a Federal or State emergency pest or disease treatment program and the certified operation otherwise meets the requirements of this part, the certification status of the operation shall not be affected as a result of the application of the prohibited substance: Provided, That:

(a) Any harvested crop or plant part to be harvested that has contact with a prohibited substance applied as the result of a Federal or State emergency pest or disease treatment program cannot be sold, labeled, or represented as organically produced; and

(b) Any livestock that are treated with a prohibited substance applied as the result of a Federal or State emergency pest or disease treatment program or product derived from such treated livestock cannot be sold, labeled, or represented as organically produced: Except, That:

(1) Milk or milk products may be sold, labeled, or represented as organically produced beginning 12 months following the last date that the dairy animal was treated with the prohibited substance; and

(2) The offspring of gestating mammalian breeder stock treated with a prohibited substance may be considered organic: Provided, That, the breeder stock was not in the last third of gestation on the date that the breeder stock was treated with the prohibited substance.

§§205.673-205.679 [Reserved]