



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
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June 2, 2009

MEMORANDUM

TO: Honorable Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent

RE: Direct Negotiations 10-025-DR
USDA Commodity Peanut Butter Processing

On May 19, 2009, we requested Board approval to directly negotiate USDA Commodity Peanut Butter Processing. The request was a result of both vendors returning submittals that had not been correctly calculated based on a pre-determined formula.

After the Board's approval to negotiate, we contacted both Pierre Foods, Inc. and J. M. Smucker Company, to explain the direct negotiation process. As a result of the negotiations, it is our recommendation to award Group A to J. M. Smucker Company as the "lowest and best" responsive and responsible bid meeting written specifications. As per bid document, Category A will be awarded as an "all or none" group with the "lowest and best" responsive and responsible total bottom line cost. It is our recommendation to award Group B to Pierre Foods, Inc., as the "lowest and best" responsive and responsible bid meeting written specifications for that group.

This bid is for use District use and was solicited on behalf of the P.O.W.E.R. Buying Group. The P.O.W.E.R. Buying Group is made up of the following 37 school boards: Bay County, Brevard County, Calhoun County, Charlotte County, Citrus County, Collier County, Desoto County, Flagler County, Franklin County, Glades County, Hardee County, Hendry County, Hernando County, Highlands County, Indian River County, Jackson County, Lake County, Liberty County, Lee County, Leon County, Levy County, Marion County, Martin County, Miami-Dade County, Monroe County, Nassau County, Okaloosa County, Okeechobee County, Osceola County, Pasco County, Santa Rosa County, Seminole County, St. Johns County, St. Lucie County, Sumter County, Volusia County, and Washington County. Individual School Boards are responsible for their own orders, etc.

This will be the first year of a three-year bid that is renewable annually by written mutual consent and approval by The Board. The first year of the contract will commence on July 1, 2009 and continue through June 30, 2010. Estimated total for this bid for our District is \$335,000 and will be purchased utilizing Special Revenue Funds. Estimated annual savings for our District through this bid is \$13,400. Total savings was based on averaging the current commodity and commercial prices, and then deducting awarded bid.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

Date/Time: May 27, 2009 11:13:00

DISTRICT SCHOOL BOARD OF PASCO COUNTY
BID TABULATION

DATE OF OPENING: May 22, 2009 @ 2:30 p.m.		J. M. Smucker Co.	Pierre Foods, Inc.	
BID TITLE: USDA Commodity Peanut Butter Processing-FNS		1 Strawberry Lane	9990 Princeton Rd.	
BID NUMBER: DN-10-025-DR		Orrville, OH 44667	Cincinnati, OH 45218	
ITEM#	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
DESCRIPTION:				
GROUP A: Products Using A480 Peanut Butter Drum (All or none Category):				
1A	Peanut Butter Sandwich, Grape, White Bread, 2.8 oz:			
	Brand:	Smuckers Uncrustables	Pierre	
	Commodity Code#	6650	92120	
	Commerical Code#	6650	92120	
	Portion Size:	2.8 oz	2.8	
	Portions / Cases:	72	72	
	Case Size:	72/2.8 oz.	12.6	
	Pounds DF / Case	4.95	4.95	
	Fee for Service / Case	23.85		
	NOI Bid Price (Commodity Benchmark Price) / Case:	23.85	24.19	
	DF \$ Value / Case:	4.03	4.03	
	Net (NOI) Price / Case:	27.88	28.22	
	Net (NOI) Price / Portion	0.3313	0.3360	
	Total Price / Portion (Includes DF \$ Value)	0.3872	0.3919	
	Distribution Cost/Portion	0.0175	0.0175	
	Total Delivered Price/Portion	0.4047	0.4094	
	Item Total (Estimated Usage x Total Delivered Price/Portion)	509,950.00	515,900.00	
	Alternate Items:	NB	NB	
	Brand:			
	Commodity Code#			
	Commerical Code#			
	Portion Size:			
	Portions / Cases:			
	Case Size:			
	Pounds DF / Case			
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:			
	DF \$ Value / Case:			
	Net (NOI) Price / Case:			
	Net (NOI) Price / Portion			
	Total Price / Portion (Includes DF \$ Value)			
	Distribution Cost/Portion			
	Total Delivered Price/Portion			
	Item Total (Estimated Usage x Total Delivered Price/Portion)			

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BID NUMBER: DN-10-025-DR		Orrville, OH 44667	Cincinnati, OH 45218	
ITEM#	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
2A	Peanut Butter Sandwich, Strawberry, White or Wheat Bread, 2.8 oz:			
	Brand:	Smuckers Uncrustables	Pierre	
	Commodity Code#	6659	92121	
	Commerical Code#	6659	92121	
	Portion Size:	2.8 oz.	2.8 oz	
	Portions / Cases:	72	72	
	Case Size:	72/2.8 oz.	12.6#	
	Pounds DF / Case	4.95	4.95	
	Fee for Service / Case	24.18		
	NOI Bid Price (Commodity Benchmark Price) / Case:	24.18	24.19	
	DF \$ Value / Case:	4.03	4.03	
	Net (NOI) Price / Case:	28.21	28.22	
	Net (NOI) Price / Portion	0.3358	0.3360	
	Total Price / Portion (Includes DF \$ Value)	0.3918	0.3919	
	Distribution Cost/Portion	0.0175	0.0175	
	Total Delivered Price/Portion	0.4093	0.4094	
	Item Total (Estimated Usage x Total Delivered Price/Portion)	71,505.68	71,529.94	
	Alternate Items:	NB	NB	
	Brand:			
	Commodity Code#			
	Commerical Code#			
	Portion Size:			
	Portions / Cases:			
	Case Size:			
	Pounds DF / Case			
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:			
	DF \$ Value / Case:			
	Net (NOI) Price / Case:			
	Net (NOI) Price / Portion			
	Total Price / Portion (Includes DF \$ Value)			
	Distribution Cost/Portion			
	Total Delivered Price/Portion			
	Item Total (Estimated Usage x Total Delivered Price/Portion)			

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BID NUMBER: DN-10-025-DR		Orrville, OH 44667	Cincinnati, OH 45218	
ITEM#	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
3A	Peanut Butter Sandwich, Grape, Wheat Bread, 2.8 oz:			
	Brand:	Smuckers Uncrustables	Pierre	
	Commodity Code#	6651	92123	
	Commerical Code#	6651	92123	
	Portion Size:	2.8 oz.	2.8 oz	
	Portions / Cases:	72	72	
	Case Size:	72/2.8 oz.	12.6#	
	Pounds DF / Case	4.95	4.95	
	Fee for Service / Case	23.83		
	NOI Bid Price (Commodity Benchmark Price) / Case:	23.83	24.19	
	DF \$ Value / Case:	4.03	4.03	
	Net (NOI) Price / Case:	27.86	28.22	
	Net (NOI) Price / Portion	0.3310	0.3360	
	Total Price / Portion (Includes DF \$ Value)	0.3869	0.3919	
	Distribution Cost/Portion	0.0175	0.0175	
	Total Delivered Price/Portion	0.4044	0.4094	
	Item Total (Estimated Usage x Total Delivered Price/Portion)	320,724.44	324,689.44	
	Alternate Items:	NB	NB	
	Brand:			
	Commodity Code#			
	Commerical Code#			
	Portion Size:			
	Portions / Cases:			
	Case Size:			
	Pounds DF / Case			
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:			
	DF \$ Value / Case:			
	Net (NOI) Price / Case:			
	Net (NOI) Price / Portion			
	Total Price / Portion (Includes DF \$ Value)			
	Distribution Cost/Portion			
	Total Delivered Price/Portion			
	Item Total (Estimated Usage x Total Delivered Price/Portion)			

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BID NUMBER: DN-10-025-DR		Orrville, OH 44667	Cincinnati, OH 45218	
ITEM#	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
4A	Peanut Butter Sandwich, Honey, Wheat Bread, 2.8 oz:			
	Brand:	Smuckers Uncrustables	Pierre	
	Commodity Code#	6675	A1282	
	Commerical Code#	6675	A1282	
	Portion Size:	2.8 oz.	2.8oz	
	Portions / Cases:	72	72	
	Case Size:	72/2.8 oz.	12.6 #'	
	Pounds DF / Case	4.95	4.95	
	Fee for Service / Case	24.50		
	NOI Bid Price (Commodity Benchmark Price) / Case:	24.50	24.57	
	DF \$ Value / Case:	4.03	4.03	
	Net (NOI) Price / Case:	28.53	28.60	
	Net (NOI) Price / Portion	0.3403	0.3413	
	Total Price / Portion (Includes DF \$ Value)	0.3963	0.3972	
	Distribution Cost/Portion	0.0175	0.0175	
	Total Delivered Price/Portion	0.4138	0.4147	
	Item Total (Estimated Usage x Total Delivered Price/Portion)	4,344.38	4,354.58	
	Alternate Items:	NB	NB	
	Brand:			
	Commodity Code#			
	Commerical Code#			
	Portion Size:			
	Portions / Cases:			
	Case Size:			
	Pounds DF / Case			
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:			
	DF \$ Value / Case:			
	Net (NOI) Price / Case:			
	Net (NOI) Price / Portion			
	Total Price / Portion (Includes DF \$ Value)			
	Distribution Cost/Portion			
	Total Delivered Price/Portion			
	Item Total (Estimated Usage x Total Delivered Price/Portion)			

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BID NUMBER: DN-10-025-DR		Orrville, OH 44667	Cincinnati, OH 45218	
ITEM#	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
5A	Peanut Butter Sandwich, Grape, Wheat Bread, 4.8 oz package:			
	Brand:	Smuckers Uncrustables	Pierre	
	Commodity Code#	6656	A1004	
	Commerical Code#	6656	A1004	
	Portion Size:	4.8 oz.	5.6 oz	
	Portions / Cases:	72	36	
	Case Size:	72/4.8 oz.	12.6 #	
	Pounds DF / Case	9.90	4.95	
	Fee for Service / Case	35.08		
	NOI Bid Price (Commodity Benchmark Price) / Case:	35.08	28.51	
	DF \$ Value / Case:	8.07	4.03	
	Net (NOI) Price / Case:	43.15	32.54	
	Net (NOI) Price / Portion	0.4872	0.7919	
	Total Price / Portion (Includes DF \$ Value)	0.5993	0.9039	
	Distribution Cost/Portion	0.0175	0.0350	
	Total Delivered Price/Portion	0.6168	0.9389	
	Item Total (Estimated Usage x Total Delivered Price/Portion)	160,061.04	243,641.67	
	Alternate Items:	NB	NB	
	Brand:			
	Commodity Code#			
	Commerical Code#			
	Portion Size:			
	Portions / Cases:			
	Case Size:			
	Pounds DF / Case			
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:			
	DF \$ Value / Case:			
	Net (NOI) Price / Case:			
	Net (NOI) Price / Portion			
	Total Price / Portion (Includes DF \$ Value)			
	Distribution Cost/Portion			
	Total Delivered Price/Portion			
	Item Total (Estimated Usage x Total Delivered Price/Portion)			
	Group A Grand Total- Specified Items:	1,066,585.54	1,160,115.64	

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BID NUMBER: DN-10-025-DR		Orrville, OH 44667	Cincinnati, OH 45218	
ITEM#	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
GROUP B: Products Using A480 Peanut Butter Drum (Line Item Category):		NB		
6B	Peanut Butter Cup, 1.1 oz.			
	Brand:		Pierre	
	Commodity Code#		90011	
	Commerical Code#		90011	
	Portion Size:		1.11 oz	
	Portions / Cases:		100	
	Case Size:		6.94 #	
	Pounds DF / Case		6.94	
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:		17.93	
	DF \$ Value / Case:		5.65	
	Net (NOI) Price / Case:		23.58	
	Net (NOI) Price / Portion		0.1793	
	Total Price / Portion (Includes DF \$ Value)		0.2358	
	Distribution Cost/Portion		0.0126	
	Total Delivered Price/Portion		0.2484	
	Item Total (Estimated Usage x Total Delivered Price/Portion)		32,465.88	
	Alternate Items:	NB	NB	
	Brand:			
	Commodity Code#			
	Commerical Code#			
	Portion Size:			
	Portions / Cases:			
	Case Size:			
	Pounds DF / Case			
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:			
	DF \$ Value / Case:			
	Net (NOI) Price / Case:			
	Net (NOI) Price / Portion			
	Total Price / Portion (Includes DF \$ Value)			
	Distribution Cost/Portion			
	Total Delivered Price/Portion			
	Item Total (Estimated Usage x Total Delivered Price/Portion)			

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BID NUMBER: DN-10-025-DR		Orrville, OH 44667	Cincinnati, OH 45218	
ITEM#	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
7B	Peanut Butter Graham Bar, 2.2 oz:	NB		
	Brand:		Pierre	
	Commodity Code#		92100	
	Commerical Code#		92100	
	Portion Size:		2.2 oz	
	Portions / Cases:		160	
	Case Size:		22 #	
	Pounds DF / Case		12.30	
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:		36.96	
	DF \$ Value / Case:		10.02	
	Net (NOI) Price / Case:		46.98	
	Net (NOI) Price / Portion		0.2310	
	Total Price / Portion (Includes DF \$ Value)		0.2936	
	Distribution Cost/Portion		0.0079	
	Total Delivered Price/Portion		0.3015	
	Item Total (Estimated Usage x Total Delivered Price/Portion)		25,024.50	
	Alternate Items:	NB	NB	
	Brand:			
	Commodity Code#			
	Commerical Code#			
	Portion Size:			
	Portions / Cases:			
	Case Size:			
	Pounds DF / Case			
	Fee for Service / Case			
	NOI Bid Price (Commodity Benchmark Price) / Case:			
	DF \$ Value / Case:			
	Net (NOI) Price / Case:			
	Net (NOI) Price / Portion			
	Total Price / Portion (Includes DF \$ Value)			
	Distribution Cost/Portion			
	Total Delivered Price/Portion			
	Item Total (Estimated Usage x Total Delivered Price/Portion)			

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BID NUMBER: DN-10-025-DR		Orrville, OH 44667	Cincinnati, OH 45218	
ITEM#	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
Group AA: Products Using B480 B480 Peanut Butter Drum (All or None Category)				
6611	Product: Smuckers Peanut Butter Sandwich, Grape, Whole Wheat Bread		NB	
	Brand:	Smuckers Uncrustable		
	Commodity Code#	6611		
	Commerical Code#	6611		
	Portion Size:	2.8 oz.		
	Portions / Cases:	72		
	Case Size:	72/2.8oz.		
	Pounds DF / Case	4.95		
	Fee for Service / Case	29.51		
	NOI Bid Price (Commodity Benchmark Price) / Case:	29.51		
	DF \$ Value / Case:	4.03		
	Net (NOI) Price / Case:	33.54		
	Net (NOI) Price / Portion	0.4099		
	Total Price / Portion (Includes DF \$ Value)	0.4658		
	Distribution Cost/Portion	0.0175		
	Total Delivered Price/Portion	0.4833		
	Item Total (Estimated Usage x Total Delivered Price/Portion)			
6612	Product: Smuckers Peanut Butter Sandwich, Grape, Whole Wheat Bread		NB	
	Brand:	Smuckers Uncrustable		
	Commodity Code#	6612		
	Commerical Code#	6612		
	Portion Size:	5.0 oz.		
	Portions / Cases:	72		
	Case Size:	72/5.0oz.		
	Pounds DF / Case	9.90		
	Fee for Service / Case	43.19		
	NOI Bid Price (Commodity Benchmark Price) / Case:	43.19		
	DF \$ Value / Case:	8.07		
	Net (NOI) Price / Case:	51.26		
	Net (NOI) Price / Portion	0.5999		
	Total Price / Portion (Includes DF \$ Value)	0.7119		
	Distribution Cost/Portion	0.0175		
	Total Delivered Price/Portion	0.7294		

