



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

April 20, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

RE: Bid #10-026-DR: USDA Commodity Tomato Processing
Price Decrease and Add-On New Products
Red Gold, LLC.

On May 19, 2009, official action (attached) was taken to award the above-referenced bid to Red Gold, LLC. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the agreement will expire on July 31, 2010.

The second year of the contract was Board approved on December 15, 2009 for the period of August 1, 2010 through July 31, 2011 to Red Gold, LLC. However since then, Red Gold, LLC. has offered price reductions on eight products for the 2010-2011 school year. As a result of a recent award through the State of Florida (see attached), Red Gold is now offering these items at the lower price established by the State bid.

Red Gold, LLC. has requested that RPKNA2Z marinara Dipping Cups (60 count/2ounces) and RPK1A99 Sloppy Joe Sauce (6/#10) be removed from the bid, as those items will be discontinued for the 2010-2011 school year.

Current bid language allows new items to be added to the bid by awarded vendors as they become available. Red Gold, LLC. has submitted pricing for five new products using USDA A245 Tomatoes. Food and Nutrition Services is requesting an addition of five (5) new items to the Red Gold, LLC. bid award. 1) Marinara Sauce, 96/2 oz dipping cup, 2) Ketchup, 250/1 oz dunk cup, 3) Marinara Sauce, 250/1 oz dipping cup, 4) Salsa, 4/1 gallon jugs, and 5) Ketchup with natural sugar, three gallon bag-in-a-box. Attached you will find the net off invoice price information for the new products to be effective through June 30, 2011. Adding these items will allow us to better utilize our USDA entitlement monies. Pricing on these products is at or below retail prices and found to be competitive.

Estimated annual purchases are not anticipated to change the total bid award of \$150,000, Special Revenue Funds. Food and Nutrition Services requests these updates to be made to our USDA Commodity Tomato Processing 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.

KDG/dr



Premium Tomato & Food Products
Redpack * Teresa * Sacramento * IL Migliore
Red Gold Food Service Brands

Food Service Brands, 511 Horizon Dr. W, St. Charles, IL , 60175
TEL. (630) 377-5659 • FAX (630) 377-7696 • dsaverino@redgold.com

March 26, 2010

Julie Hedine
Supervisor, Food and Nutrition Services
Pasco County Schools

Dear Julie,

Red Gold has taken a price reduction on several items. Red Gold would like to pass these savings on to Pasco County and the Power Buying Group. I have attached a new price list that reflects the lower prices.

If you have any questions please feel free to call or e-mail me. I can be reached at (630) 377-5659 or dsaverino@redgold.com.

Sincerely,

Dana Saverino

Issue date: 12/28/09 Rev: 2/22/10

Issue Date: November 11, 2009
Bid Open Dates: December 1, 2009



SY 2010-2011 K-12 Schools Bid Prices

Pricing Start Date: July 1, 2010
Pricing End Date: June 30, 2011

Pasco County Power Buying Group

UPC Code	Red Gold Item Number	Product Description	Pack/Size	Unit Weight	Units per case	Gross Weight (lbs.)	Net Weight (lbs.)	Case Cube	Case Dimensions L x W x H	Pallet Configuration on Pallet	Commercial Distributor Bid Price for Red Gold Products			commodity PTV discount information	Reference Only / Not for Billing w/commodity discount
											FOB (Alexandria) 48001 Price List	Freight Rate Case \$3.00	Delivered Price to Diver		
KETCHUP															
3-00-72940-11002-7	REDY589	Red Gold Ketchup / Fancy 33% - #10 Cans	6 / #10 cans	115 oz.	6	49	43.13	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$15.79	\$18.29	\$5.40	9.81	\$2.45
3-00-72940-11561-9	REDY572	Red Gold Ketchup / Fancy 33% - 114oz. Pouches	6 / pouches	114 oz.	6	45	42.75	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$15.24	\$17.54	\$5.35	9.72	\$2.03
3-00-72940-11574-9	REDY59P	Red Gold Ketchup / Fancy 33% - 114 oz. Jugs/Pump	6 / jugs	114 oz.	6	48	42.75	1	20 1/8 x 12 X 3/4	8 X 7 = 56	\$20.33	\$22.78	\$5.35	9.72	\$2.90
6-00-72940-11562-7	REDY53H	Red Gold Ketchup / Fancy 33% - Pouches	3 / 1.5 gal.	232 oz.	3	45	43.50	0.3	11 3/4 x 11 3/4 x 10 1/4	12 X 5 = 60	\$15.24	\$17.54	\$5.44	9.69	\$4.03
6-00-72940-11563-4	REDY57D	Red Gold Ketchup / Fancy - Dispenser Pouches	2 / 1.5 gal.	232 oz.	2	31	29.00	0.56	12 3/4 x 11 3/4 x 6 1/2	12 X 6 = 72	\$12.14	\$13.72	\$3.63	6.60	\$5.05
6-00-72940-11560-3	REDYAS3G	Red Gold Ketchup / Fancy 33% - Bag in Box BIB	1 / 3 gal.	456 oz.	1	31	28.50	0.56	12 3/4 x 11 3/4 x 6 1/2	12 X 6 = 72	\$11.74	\$13.32	\$3.56	6.48	\$9.76
6-00-72940-11038-7	REDYA3GWB	Red Gold Ketchup / Fancy 33% BIB Under-bar Valve	1 / 3 gal.	456 oz.	1	31	28.50	0.56	12 3/4 x 11 3/4 x 6 1/2	12 X 6 = 72	\$12.24	\$13.82	\$3.56	6.48	\$10.26
6-00-72940-11565-8	REDYA3SPRB	Red Gold Ketchup / Fancy 33% BIB Probe Spout	1 / 3 gal.	456 oz.	1	31	28.50	0.56	12 3/4 x 11 3/4 x 6 1/2	12 X 6 = 72	\$13.24	\$14.82	\$3.56	6.48	\$10.26
6-00-72940-11577-1	REDY59G	Red Gold Ketchup / Natural with Sugar Bag in Box	1,000 / 9 gm.	9 gm.	1000	23	19.84	.8	15 3/8 x 11 5/8 x 1 1/4	10 X 9 = 90	\$11.47	\$13.05	\$2.32	4.21	\$0.01
6-00-72940-11581-6	REDY59G	Red Gold Ketchup / Fancy 33% - 9gm Packets	1,000 / 1 oz.	1 oz.	250	18	15.63	.6	16 1/2 x 11 1/8 x 5 1/2	9 X 12 = 108	\$18.74	\$19.66	\$1.96	3.56	\$0.07
6-00-72940-11579-9	REDY51Z	Red Gold Ketchup / Fancy 33% - 1oz. Dunk Cups	250 / 1 oz.	1 oz.	250	18	15.63	.6	16 1/2 x 11 1/8 x 5 1/2	9 X 12 = 108	\$18.74	\$19.66	\$1.96	3.56	\$0.07
6-00-72940-11584-4	REDYA64	Red Gold Ketchup / Fancy 33% - Bottles	9 / 64 oz.	64 oz.	9	41	36.00	1.35	16 3/8 x 12 3/8 x 11 1/2	10 X 5 = 50	\$16.94	\$18.03	\$4.65	8.23	\$1.61
TOMATO PRODUCTS															
3-00-72940-82100-8	RPKMA9C	Redpack Spaghetti Sauce	6 / #10 cans	106 oz.	6	45	39.75	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$19.62	\$21.92	\$5.68	10.69	\$2.67
3-00-72940-82107-1	RPKMA9E	Redpack Nutritionally Enhanced Spaghetti Sauce	6 / #10 cans	106 oz.	6	45	39.75	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$21.63	\$23.93	\$5.68	10.32	\$3.04
3-00-72940-82200-5	RPKMA98	Redpack Marinara Sauce	6 / #10 cans	106 oz.	6	45	39.38	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$21.54	\$23.84	\$4.30	7.81	\$3.26
6-00-72940-82205-5	REDNA2Z96	Red Gold Marinara Sauce - 2 oz. Dipping Cup	96 / 2 oz.	2 oz.	96	13	12	.71	19 1/2 x 14 3/4 x 4 1/4	6 X 13 = 78	\$20.49	\$21.16	\$1.69	3.06	\$0.20
6-00-72940-11135-7	REDNA1Z	Red Gold Marinara Sauce - 1oz. Dunk Cups	250 / 1 oz.	1 oz.	250	18	15.63	.6	16 1/2 x 11 1/8 x 5 1/2	9 X 12 = 108	\$21.74	\$22.66	\$2.10	3.88	\$0.06
3-00-72940-11005-8	REDS099	Red Gold Salsa - Chns	6 / #10 cans	103 oz.	6	45	38.80	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$20.69	\$22.99	\$3.02	5.49	\$3.33
5-00-72940-11916-1	REDS09P	Red Gold Salsa - 138 oz. Jugs	4 / jugs	138 oz.	4	37	34.10	1.06	13 9/16 x 11 1/16 x 12 1/4	11 X 4 = 44	\$31.64	\$33.55	\$2.39	4.35	\$1.14
3-00-72940-81903-6	RPKX99	Redpack Pizza Sauce - Fully Prepared	6 / #10 cans	106 oz.	6	46	39.75	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$20.59	\$22.94	\$8.94	16.25	\$2.33
3-00-72940-8150-4	RPKIA99	Redpack Sloppy Joe Sauce	6 / #10 cans	105 oz.	6	46	39.38	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$16.49	\$18.84	\$9.66	15.75	\$1.70
3-00-72940-81400-0	RPKDX99	Redpack Concentrated Crushed Tomatoes	6 / #10 cans	105 oz.	6	48	40.50	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$20.42	\$22.87	\$2.87	10.52	\$2.85
3-00-72940-82300-2	RPKUA99	Redpack Tomato Paste	6 / #10 cans	111 oz.	6	47	41.63	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$16.24	\$18.54	\$10.10	18.37	\$8.44
3-00-72940-81701-8	RPKH69X	Redpack Tomato Paste 1.060	6 / #10 cans	106 oz.	6	45	39.75	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$26.69	\$29.09	\$17.05	30.07	\$2.01
3-00-72940-81800-8	RPKH69X	Redpack Tomato Sauce	6 / #10 cans	106 oz.	6	45	39.75	1	18 3/4 x 12 3/4 x 7 1/4	8 X 7 = 56	\$15.49	\$17.64	\$7.06	12.84	\$2.05
1-00-72940-76002-0	SACVA46	Sacramento Tomato Juice - 46 oz. cans	12 / 46 oz. cans	46 oz.	12	44	36.96	1	17 5/16 x 13 x 7 7/16	8 X 7 = 56	\$13.69	\$15.93	\$3.35	8.45	\$1.03
Red Gold will accept distributor bill-backs to these above FOB prices up to the difference between these Distributor K-12 School FOB prices and Red Gold's published prices. Example: REDY59G Red Gold Packets Current Branded Price List \$15.25. Minus K-12 School Bid Price \$10.99. Maximum bill-back amount \$4.26 case.															
F.O.B. INDIANA Location / Distribution Center															
Red Gold Distribution Center															
2395 West State Road 28															
Alexandria, Indiana 46001															
Tel: (765) 754-8750															
Payment Terms: 2% 10 Days, net 11 Days															
Contact: Toni Hueston Bid Coordinator t.hueston@redgold.com hueston@redgold.com															
Minimum Truckload Delivery - 43,000 lbs. (TL Freight Rate \$5-10 per lb.)															

Commodity	Unit price with PTV	Disc. When available	Commodity	Unit price with PTV	Disc. When available
3-00-72940-11002-7	\$2.45		3-00-72940-11002-7	\$2.45	
3-00-72940-11561-9	\$2.03		3-00-72940-11561-9	\$2.03	
3-00-72940-11574-9	\$2.90		3-00-72940-11574-9	\$2.90	
6-00-72940-11562-7	\$4.03		6-00-72940-11562-7	\$4.03	
6-00-72940-11563-4	\$5.05		6-00-72940-11563-4	\$5.05	
6-00-72940-11560-3	\$9.76		6-00-72940-11560-3	\$9.76	
6-00-72940-11038-7	\$10.26		6-00-72940-11038-7	\$10.26	
6-00-72940-11565-8	\$10.26		6-00-72940-11565-8	\$10.26	
6-00-72940-11577-1	\$0.01		6-00-72940-11577-1	\$0.01	
6-00-72940-11581-6	\$0.07		6-00-72940-11581-6	\$0.07	
6-00-72940-11579-9	\$0.07		6-00-72940-11579-9	\$0.07	
6-00-72940-11584-4	\$1.61		6-00-72940-11584-4	\$1.61	
3-00-72940-82100-8	\$2.67		3-00-72940-82100-8	\$2.67	
3-00-72940-82107-1	\$3.04		3-00-72940-82107-1	\$3.04	
3-00-72940-82200-5	\$3.26		3-00-72940-82200-5	\$3.26	
6-00-72940-82205-5	\$0.20		6-00-72940-82205-5	\$0.20	
6-00-72940-11135-7	\$0.06		6-00-72940-11135-7	\$0.06	
3-00-72940-11005-8	\$3.33		3-00-72940-11005-8	\$3.33	
5-00-72940-11916-1	\$1.14		5-00-72940-11916-1	\$1.14	
3-00-72940-81903-6	\$2.33		3-00-72940-81903-6	\$2.33	
3-00-72940-8150-4	\$1.70		3-00-72940-8150-4	\$1.70	
3-00-72940-81400-0	\$2.85		3-00-72940-81400-0	\$2.85	
3-00-72940-82300-2	\$8.44		3-00-72940-82300-2	\$8.44	
3-00-72940-81701-8	\$2.05		3-00-72940-81701-8	\$2.05	
3-00-72940-81800-8	\$2.05		3-00-72940-81800-8	\$2.05	
1-00-72940-76002-0	\$1.03		1-00-72940-76002-0	\$1.03	

**Pasco County Schools
New Item Bid Addition Request**

USDA Commodity Tomato Paste Processing Bid # 10-026-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.
17 Add-on	Product Description: Marinara Sauce, 2 oz dipping cup	Brand	Red Gold
		Commodity Code #	REDNA2Z96
		Commercial Code #	REDNA2Z96
		Portion Size	2 oz
		Portions / Case	96
		Case Size	96 /2 oz
		Pounds DF / Case	3.06
	USDA Commodity Used: A245 Tomatoes	Fee for Service / Case	
		Net (NOI) Price / Case	\$19.47
		DF \$ Value / Case	\$1.68
		NOI Bid Price (Commodity Benchmark Price) / Case	\$21.15
		Net (NOI) Price / Portion	\$0.2028
		Total Price / Portion (Includes DF \$ Value)	\$0.2203
		Distribution Cost / Portion	\$0.0131
	Total Delivered Price / Portion	\$0.2334	
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$21.15
18 Add-on	Product Description: Ketchup, 1 oz dunk cup	Brand	Red Gold
		Commodity Code #	REDY51Z
		Commercial Code #	REDY51Z
		Portion Size	1oz
		Portions / Case	250.00
		Case Size	250/1oz
		Pounds DF / Case	3.56
	USDA Commodity Used: A245 Tomatoes	Fee for Service / Case	
		Net (NOI) Price / Case	\$17.70
		DF \$ Value / Case	\$1.96
		NOI Bid Price (Commodity Benchmark Price) / Case	\$19.66
		Net (NOI) Price / Portion	\$0.0708
		Total Price / Portion (Includes DF \$ Value)	\$0.0786
		Distribution Cost / Portion	\$0.0050
	Total Delivered Price / Portion	\$0.0837	
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$19.66

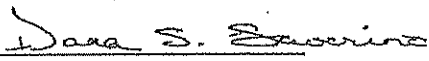
Pasco County Schools New Item Bid Addition Request

Item No.	Description	Required Information	Required Information to be completed by bidder.
19 Add-on	Product Description: Marinara Sauce, 1 oz dipping cup	Brand	Red Gold
		Commodity Code #	REDNA1Z
		Commercial Code #	REDNA1Z
		Portion Size	1oz
		Portions / Case	250
		Case Size	250 /1oz
		Pounds DF / Case	3.98
	USDA Commodity Used: A245 Tomatoes	Fee for Service / Case	
		Net (NOI) Price / Case	\$20.47
		DF \$ Value / Case	\$2.19
		NOI Bid Price (Commodity Benchmark Price) / Case	\$22.66
		Net (NOI) Price / Portion	\$0.0819
		Total Price / Portion (Includes DF \$ Value)	\$0.0906
		Distribution Cost / Portion	\$0.0050
		Total Delivered Price / Portion	\$0.0957
For comparison purposes only.		Commercial Price / Case Without USDA Commodities	\$22.66
20 Add-on	Product Description: Salsa, 4/1 gal jugs.	Brand	Red Gold
		Commodity Code #	REDSC9P
		Commercial Code #	REDSC9P
		Portion Size	2 oz
		Portions / Case	260.00
		Case Size	4/1gal
		Pounds DF / Case	4.35
	USDA Commodity Used: A245 Tomatoes	Fee for Service / Case	
		Net (NOI) Price / Case	\$31.14
		DF \$ Value / Case	\$2.39
		NOI Bid Price (Commodity Benchmark Price) / Case	\$33.53
		Net (NOI) Price / Portion	\$0.1198
		Total Price / Portion (Includes DF \$ Value)	\$0.1290
		Distribution Cost / Portion	\$0.0048
		Total Delivered Price / Portion	\$0.1338
For comparison purposes only.		Commercial Price / Case Without USDA Commodities	\$33.53

**Pasco County Schools
New Item Bid Addition Request**

Item No.	Description	Required Information	Required Information to be completed by bidder.
19 Add-on	Product Description: Ketchup with natural sugar, 3 gallon bag-in-a-box.	Brand	Red Golod
		Commodity Code #	REDYS3G
		Commercial Code #	REDYS3G
		Portion Size	.6 oz
		Portions / Case	760
		Case Size	3/1 gal
		Pounds DF / Case	6.48
	USDA Commodity Used: A245 Tomatoes	Fee for Service / Case	
		Net (NOI) Price / Case	\$11.26
		DF \$ Value / Case	\$3.56
		NOI Bid Price (Commodity Benchmark Price) / Case	\$14.82
		Net (NOI) Price / Portion	\$0.0148
		Total Price / Portion (Includes DF \$ Value)	\$0.0195
		Distribution Cost / Portion	\$0.0017
Total Delivered Price / Portion		\$0.0212	
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	\$14.82
20 Add-on	Product Description:	Brand	
		Commodity Code #	
		Commercial Code #	
		Portion Size	
		Portions / Case	
		Case Size	
		Pounds DF / Case	
	USDA Commodity Used: A245 Tomatoes	Fee for Service / Case	
		Net (NOI) Price / Case	
		DF \$ Value / Case	
		NOI Bid Price (Commodity Benchmark Price) / Case	
		Net (NOI) Price / Portion	
		Total Price / Portion (Includes DF \$ Value)	
		Distribution Cost / Portion	
Total Delivered Price / Portion			
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	

Pricing good July 1, 2010 through June 30, 2011.

Signature / Title

 Red Gold, LLC

Date
 2/24/2010