



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

December 7, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Second Year Renewal of Three-Year Contract
Bid #10-070-DR: USDA Commodity Fruit Processing
AdvancePierre Foods (formerly known as Pierre Foods)
Horizon Snack Foods
M & B Products, Incorporated
National Food Group, Incorporated
Tabatchnick Fine Foods

On March 16, 2010, official action (attached) was taken to award the above-referenced bid to Pierre Foods, Horizon Snack Foods, M & B Products, Incorporated, National Food Group, Incorporated, Incorporated, and Tabatchnick. 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 June 30, 2011.

Considering services have been satisfactory, Michael S. Turley, Vice President, AdvancePierre Foods (formerly known as Pierre Foods, see attached letter regarding merger between Advance Food Company and Pierre Foods), Curt Connor, National Sales Manager – Schools, Horizon Snack Foods, Incorporated, Rocky Lovelace, Sales Manager, M & B Products, Sean H. Zecman, President, National Food Group, Incorporated, and Ben Tabatchnick, CEO, Tabatchnick Fine Foods, Incorporated were all contacted to verify their willingness to enter into the second year of the agreement. As such they have agreed in writing (attached), to enter into the second year of the contract.

USDA timeline for school districts to place orders for commodity foods and identify processing manufacturers is January 15, 2011 for the 2011/2012 school year. Due to the USDA timeline, it is necessary to renew commodity processing bids six (6) months prior to the term of the contract. Purchase orders and product orders through distributors will not be placed with awarded vendors prior to July 1, 2011. This bid in no way affect contracts already in place for the 2010-2011 school year. Because of the USDA timeline, Food and Nutrition Services is requesting permission from The Board to renew Bid #10-072-DR: USDA Fish Processing bid six months prior to term of contract.

Therefore, at this time, it is my recommendation to enter into the second year of the agreement with High the above-referenced vendors. The second year of the contract will cover the period of July 1, 2011 through June 30, 2012. 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

District Wide Accreditation • Southern Association of Colleges and Schools

Date/Time: December 1, 2010 10:28:00



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BID RENEWAL REQUEST
BID #10-070-DR
BID TITLE: USDA Commodity Fruit Processing

XXX

Yes, I agree to renew Bid #10-070-DR under the same terms and conditions as the existing bid. The second year period shall be from July 1, 2011 through June 30, 2012.

No, I do not agree to renew Bid #10-070-DR

COMPANY NAME: AdvancePierre Foods (Formerly DBA "Pierre Foods)

SIGNATURE: 

TYPED NAME AND TITLE: Michael S. Turley - VP, Education Sales & Government Relations

TELEPHONE (WITH AREA CODE): 800-553-0282

FAX NUMBER (WITH AREA CODE): 513-874-5150

E-MAIL: Jessica.Davis@Pierrefoods.com

DATE: 11/5/2010

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Debra Reaves, Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2219 (PHONE)
(813) 794-2111 (FAX)

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Michael S. Turley
VP, Education Sales & Gov't Rel.
910 W. Park Avenue
Enid, Oklahoma 73701
580.616.4172
580.616.4103 Fax
mturley@advancepierre.com

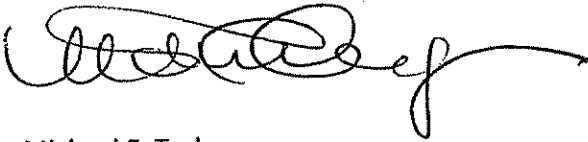
November 4, 2010

On September 30, 2010, the companies formerly known as and doing business as "Advance Food Company" and "Pierre Foods" merged to form AdvancePierre Foods.

Any and all bids, contracts, etc. signed by the previous companies will be honored and executed by AdvancePierre Foods. Likewise, any future contracts will be executed as AdvancePierre Foods.

If you have any questions, please contact me directly at 580-616-4172.

Thank you very much.



Michael S. Turley
Vice President, Education Sales & Government Relations
FoodService/Schools Division
AdvancePierre Foods



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BID RENEWAL REQUEST

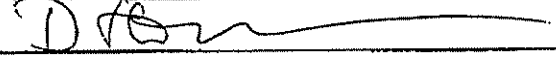
BID #10-070-DR

BID TITLE: USDA Commodity Fruit and Juice Processing

Yes, I agree to renew Bid #10-070-DR under the same terms and conditions as the existing bid. The second year period shall be from July 1, 2011 through June 30, 2012.

No, I do not agree to renew Bid #10-070-DR

COMPANY NAME: Horizon Snack Foods

SIGNATURE: 

TYPED NAME AND TITLE: Curt Connor, National Sales Manager - Schools

TELEPHONE (WITH AREA CODE): 925-215-4232

FAX NUMBER (WITH AREA CODE): 925-215-4233

E-MAIL: cconnor@horizonfoodgroup.com

DATE: 10/21-10

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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BID RENEWAL REQUEST

BID #10-070-DR

BID TITLE: USDA Commodity Fruit and Juice Processing

✓

Yes, I agree to renew Bid #10-070-DR under the same terms and conditions as the existing bid. The second year period shall be from **July 1, 2011 through June 30, 2012.**

No, I do not agree to renew Bid #10-070-DR

COMPANY NAME: M & B Products, Inc.

SIGNATURE: 

TYPED NAME AND TITLE: Rocky Lovelace, Sales Manager

TELEPHONE (WITH AREA CODE): 813-988-2211

FAX NUMBER (WITH AREA CODE): 813-980-6596

E-MAIL: rocky@mbproducts.com

DATE: 10.18.2010

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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BID RENEWAL REQUEST

BID #10-070-DR

BID TITLE: USDA Commodity Fruit and Juice Processing

_____ ✓

Yes, I agree to renew Bid #10-070-DR under the same terms and conditions as the existing bid. The second year period shall be from **July 1, 2011 through June 30, 2012.**

No, I do not agree to renew Bid #10-070-DR

COMPANY NAME: National Food Group, Inc. dba United Commodity Group, Inc.

SIGNATURE: _____

TYPED NAME AND TITLE: Sean H. Zecman, President

TELEPHONE (WITH AREA CODE): 888-824-0700

FAX NUMBER (WITH AREA CODE): 248-669-3010

E-MAIL: mshelton@unitedcommoditygroup.com

DATE: _____

10/15/11

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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10/15/2010 14:37

813-794-2713

PURCHASING

PAGE 01/01



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352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

BID RENEWAL REQUEST

BID #10-070-DR

BID TITLE: USDA Commodity Fruit and Juice Processing

Yes, I agree to renew Bid #10-070-DR under the same terms and conditions as the existing bid. The second year period shall be from July 1, 2011 through June 30, 2012.

No, I do not agree to renew Bid #10-070-DR

COMPANY NAME: Tabatchnick Fine Foods, Inc.

SIGNATURE:

TYPED NAME AND TITLE: Ben Tabatchnick, CEO

TELEPHONE (WITH AREA CODE): 732-247-6668

FAX NUMBER (WITH AREA CODE): 732-247-6556

E-MAIL: ben@tabatchnick.com

DATE: 10-15-10

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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June 15, 2010

MEMORANDUM

TO: Honorable School Board Members

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

RE: Bid # 10-070-DR: USDA Commodity Fruit and Juice Processing
 Food and Nutrition Services
 Price Decrease
 Pierre Foods, Incorporated

On March 16, 2010, official action was taken to award the above-referenced bid to Pierre Foods, Incorporated for line items number 11C: Frozen Peach cups and line item number 12C, frozen pear cups. Pierre Foods, Incorporated has submitted price decreases resulting in price reductions for both items. The net-off-invoice (NOI) pricing submitted for the bid award incorrectly included the value of the donated food. Attached you will find the correct price information submitted for both products with the donated food value removed from the NOI pricing. The pricing corrections and savings per case are as follows:

Product	Code Number	Current Net Off Invoice Price/Case	Donated Food Value/Case	Corrected Net Off Invoice Price/Case	Savings per Case
Fruit Cup, Peaches, Frozen, 4 ounce	80140	\$33.12	\$10.21	\$22.91	\$10.21
Fruit Cup, Pears, Frozen, 4 ounce	80240	\$27.12	\$13.59	\$13.53	\$13.59

Estimated annual purchases are not anticipated to change the total bid award of \$90,000, Special Revenue Funds. Food and Nutrition Services requests these updates be made to our USDA Commodity Fruit and Juice Processing Bid. Should you wish to review the original tab sheet please contact Debra Reaves in the Purchasing Department.

dsr

Date/Time:

District School Board
of Pasco County

OFFICIAL BID FORM DISTRICT SCHOOL BOARD OF PASCO COUNTY, FLORIDA

Bid Title: USDA Commodity Fruit and Juice Processing

Due Date/Time: January 15, 2010, 2:30 pm

Bid Number: 10-070-DR

Item No.	Description	Approved Brand(s) and USDA Commodity Codes Available for Processing	Estimated Annual Commodity Usage (Portions)	Estimated Annual Commodity Usage (Portions)	Required Information	Specified Items Required Information to be completed by bidder	Alternate Items Required Information to be completed by bidder
Group C - Fruit Cup, Frozen, 4 oz (All stations category)							
12C	Fruit Cup, Pears, Frozen, 4 oz: Diced pears in fruit juice, frozen, 4 oz individual cup with lid, thaw and serve, to equal 1/2 cup fruit.	Pierre #80240 Equivalent Alternate	50,000	100,000	Brand Commodity Code # Commercial Code # Portion Size Portions / Case Case Size Pounds DF / Case 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 Item Total (Estimated Usage x Total Delivered Price / Portion)	Pierre 80240 80240 4 96 24 23.40 \$13.53 \$13.59 \$27.12 0.1409 0.2825 0.0131 0.2956 14,781.2500	
	USDA Commodity Codes Available for Processing: (List in next cell to the right)	A433 A434					
Group C Grand Total							
\$32,687.5000							

District School Board
of Pasco County

JUN 15 2010

Board Approved

Company Name / Initials _____

OFFICIAL BID FORM DISTRICT SCHOOL BOARD OF PASCO COUNTY, FLORIDA

Bid Title: USDA Commodity Fruit and Juice Processing

Due Date/Time: January 15, 2010, 2:30 pm

Bid Number: 10-070-DR

Item No.	Description	Approved Brands (and USDA Commodity Codes Available for Processing)	Estimated Annual Commodity Usage (Portions)	Estimated Annual Commodity Usage (Portions)	Required Information	Specified Items Required Information to be completed by Bidder	Alternate Items Required Information to be completed by Bidder
Group C: Fruit Cup Products, Frozen, Using Various Commodity Codes (All 6 items category)							
111C	Fruit Cup, Peaches, Frozen, 4 oz: Diced pears in fruit juice, frozen, 4 oz individual cup with lid, thaw and serve, to equal 1/2 cup fruit.	Pierre #80140 Equivalent Alternate	50,000	70,000	Brand Commodity Code # Commercial Code # Portion Size Portions / Case Case Size Pounds DF / Case 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 Item Total (Estimated Usage x Total Delivered Price / Portion)	Pierre 80140 80140 4 96 24 23.52 \$22.91 \$10.21 \$33.12 0.2386 0.3450 0.0131 0.3581 17,906.2500	
	USDA Commodity Codes Available for Processing: (List in next cell to the right)	A408 A409					

District School Board of Pasco County

JUN 15 2010

Board Approved

Company Name / Initials _____



District School Board of Pasco County

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June 15, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Bid # 10-070-DR: USDA Commodity Fruit and Juice Processing
 Food and Nutrition Services
 Price Decrease
 Pierre Foods, Incorporated

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Product	Code Number	Current Net Off Invoice Price/Case	Donated Food Value/Case	Corrected Net Off Invoice Price/Case	Savings per Case
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Fruit Cup, Pears, Frozen, 4 ounce	80240	\$27.12	\$13.59	\$13.53	\$13.59

Estimated annual purchases are not anticipated to change the total bid award of \$90,000, Special Revenue Funds. Food and Nutrition Services requests these updates be made to our USDA Commodity Fruit and Juice Processing Bid. Should you wish to review the original tab sheet please contact Debra Reaves in the Purchasing Department.

dsr

Date/Time:

OFFICIAL BID FORM DISTRICT SCHOOL BOARD OF PASCO COUNTY, FLORIDA

Bid Title: USDA Commodity Fruit and Juice Processing

Due Date/Time: January 15, 2010, 2:30 pm

Bid Number: 10-070-DR

Item No.	Description	Approved Brand(s) and USDA Commodity Codes Available for Processing	Estimated Annual Commodity Usage (Portions)	Estimated Annual Commercial Usage (Portions)	Required Information	Specified Items Required Information to be completed by bidder	Alternate Items Required Information to be completed by bidder
Group C: Fruit Cup Products, Frozen, Using Various Commodity Fruits (All of one category)							
12C	Fruit Cup, Pears, Frozen, 4 oz: Diced pears in fruit juice, frozen, 4 oz individual cup with lid, thaw and serve, to equal 1/2 cup fruit.	Pierre #80240 Equivalent Alternate	50,000	100,000	Brand	Pierre	
					Commodity Code #	80240	
					Commercial Code #	80240	
					Portion Size	4	
					Portions / Case	96	
					Case Size	24	
					Pounds DF / Case	23.40	
					Fee for Service / Case		
		A433 A434			Net (NOI) Price / Case	\$ 13.53	
					DF \$ Value / Case	\$13.59	
					NOI Bid Price (Commodity Benchmark Price) / Case	\$27.12	
					Net (NOI) Price / Portion	0.1409	
					Total Price / Portion (Includes DF \$ Value)	0.2825	
					Distribution Cost / Portion	0.0131	
					Total Delivered Price / Portion	0.2956	
					Item Total (Estimated Usage x Total Delivered Price / Portion)	14,781.2500	
					Group C Grand Total	\$32,687.5000	

Company Name / Initials _____

OFFICIAL BID FORM DISTRICT SCHOOL BOARD OF PASCO COUNTY, FLORIDA

Bid Title: USDA Commodity Fruit and Juice Processing

Due Date/Time: January 15, 2010, 2:30 pm

Bid Number: 10-070-DR

Item No.	Description	Approved Brands and USDA Commodity Codes Available for Processing	Estimated Annual Commodity Usage (Portions)	Estimated Annual Commercial Usage (Portions)	Required Information	Specified Items Required Information to be completed by bidder.	Alternate Items Required Information to be completed by bidder.
Group C: Fruit Cup Products, Frozen, Using Various Commodity Fruit (All items category)							
11C	Fruit Cup, Peaches, Frozen, 4 oz: Diced pears in fruit juice, frozen, 4 oz individual cup with lid, thaw and serve, to equal 1/2 cup fruit.	Pierre #80140 Equivalent Alternate	50,000	70,000	Brand	Pierre	
					Commodity Code #	80140	
					Commercial Code #	80140	
					Portion Size	4	
					Portions / Case	96	
					Case Size	24	
					Pounds DF / Case	23.52	
					Fee for Service / Case		
		A408 A409			Net (NOI) Price / Case	\$22.91	
					DF \$ Value / Case	\$10.21	
					NOI Bid Price (Commodity Benchmark Price) / Case	\$33.12	
					Net (NOI) Price / Portion	0.2386	
					Total Price / Portion (Includes DF \$ Value)	0.3450	
					Distribution Cost / Portion	0.0131	
					Total Delivered Price / Portion	0.3581	
					Item Total (Estimated Usage x Total Delivered Price / Portion)	17,906.2500	

Company Name / Initials _____

OFFICIAL BID FORM DISTRICT SCHOOL BOARD OF PASCO COUNTY, FLORIDA

Bid Title: USDA Commodity Fruit and Juice Processing

Due Date/Time: January 15, 2010, 2:30 pm

Bid Number: 10-070-DR

Item No.	Description	Approved Brand(s) and USDA Commodity Codes Available for Processing	Estimated Annual Commodity Usage (Portions)	Estimated Annual Commodity Usage (Portions)	Required Information	Specified Items Required Information to be completed by bidder.	Alternate Items Required Information to be completed by bidder.
Group C: Fruit Cup Products, Frozen, Using Various Commodity Fruits: (All of same category)							
12C	Fruit Cup, Pears, Frozen, 4 oz: Diced pears in fruit juice, frozen, 4 oz individual cup with lid, thaw and serve, to equal 1/2 cup fruit.	Pierre #80240 Equivalent Alternate	50,000	100,000	Brand	Pierre	
					Commodity Code #	80240	
					Commercial Code #	80240	
					Portion Size	4	
					Portions / Case	96	
					Case Size	24	
					Pounds DF / Case	23.40	
					Fee for Service / Case		
		A433 A434			Net (NOI) Price / Case	\$13.53	
					DF \$ Value / Case	\$13.59	
					NOI Bid Price (Commodity Benchmark Price) / Case	\$27.12	
					Net (NOI) Price / Portion	0.1409	
					Total Price / Portion (Includes DF \$ Value)	0.2825	
					Distribution Cost / Portion	0.0131	
					Total Delivered Price / Portion	0.2956	
					Item Total (Estimated Usage x Total Delivered Price / Portion)	14,781.2500	
					Group C Grand Total	\$32,687.5000	

Company Name / Initials _____

District School Board of Pasco County Bid Recommendation

Bid Title	USDA Commodity Fruit and Juice Processing	Number of Vendors Notified	227
Bid Number	10-070-DR	Number of Bids Distributed	47
Date Solicited	11/18/2009	Number of Vendors Bidding	5
Date Opened	01/20/2010	Number of Formal "No Bid" Responses	NA
Date Board Presentation	3/16/2010	Funding Source	Special Revenue
Total Savings	\$17,710 Estimated Annually	Grand Total of Bid	\$90,000 Estimated Annual District Expenditure

Recommendation: Recommend acceptance of bids as noted on attached tabulation sheet as lowest and best responsive, responsible bids meeting written specifications.

Term of Contract: This bid is for the USDA Commodity Fruit and Juice Processing for Food and Nutrition Services for use throughout the District and on behalf of the P.O.W.E.R. Buying Group. This is the first year of a three-year bid, renewable annually by written consent of both parties. The first year of the contract is effective July 1, 2010 through June 30, 2011.

Notations and Exceptions: The District is acting as the lead agency for 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.

Total savings were determined by averaging all non-awarded vendors pricing and subtracting from recommended vendor's pricing in Group A.

Although we received only one bid for each of the following Groups: B, C, D, E, F, and G, prices have been deemed competitive based on a comparison between submitted prices and the commercial prices.

Total savings and grand total of bid is an estimate of the District's anticipated annual expenditure.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bids Evaluated By: Julie Hedine, Supervisor for Director, Food & Nutrition Services

Bids Prepared By: Debra Reaves, Buyer Assistant

Reviewed and Authorized By: Kendra Goodman, CPPO, CPPB, Purchasing Agent *[Signature]*

Date/Time:

District School Board
of Pasco County

MAR 16 2010

Board Approved