



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
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 21, 2010

MEMORANDUM

TO: Honorable School Board Members

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

RE: Bid # 09-094-DR: USDA Commodity Beef Processing
Food and Nutrition Services
Additional Beef Products
AdvancePierre Foods (formerly known as Pierre Foods)
JTM Provisions Company

On April 21, 2009, official action was taken to award the above-referenced bid to Pierre Foods for Group A "all or none" and JTM Provisions Company for Group B line items and renewed for the second year on December 15, 2009 for term dates of July 1, 2010 through June 30, 2011.

Current bid language allows new items to be added to the bid by awarded vendors as they become available. AdvancePierre Foods (formerly known as Pierre Foods, see attached letter regarding merger between Advance Food Company and Pierre Foods) has submitted pricing for five (5) new products using USDA A594 Beef, Bulk Course and A704 Beef Boneless Fresh Combo: (1) Beef Patty, Flame Broiled, Reduced Sodium, (2) Beef Steak Burger, Flame Broiled, Reduced Sodium, (3) Beef Patty, Rib Shaped, Reduced Sodium, (4) Beef Patty Sandwich, Flame Broiled, Reduced Sodium, and (5) Beef Patty Rib Shaped Sandwich, Reduced Sodium. JTM Provisions Company has submitted pricing for ten (10) new products using USDA A594 Beef, Bulk Coarse: (1) Beef Chili Mac, (2) Taco Filling, Beef, Reduced Fat, Reduced Sodium, (3) Rotini Pasta with Meat Sauce, (4) Whole-Grain Rotini Pasta with Meat Sauce, Reduced Fat and Sodium, (5) Cheeseburger Mac, (6) Beef Patty, Jalapeno Pepper Jack, (7) Mini Twin Cheeseburgers, Jalapeno Pepper Jack, (8) Beefsteak Hoagie, (9) Beef Meatloaf Slices, Reduced Sodium, and (10) Beef Salisbury Steak, Reduced Sodium.. Attached you will find the fee for service price information for the new beef 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 \$95,000, Special Revenue Funds. Julie Hedine, Supervisor, Food and Nutritional Services requests these products be added to our USDA Commodity Beef Processing bid for the remainder of the 2010-2011 school year.

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 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

Food and Nutrition Services

Julie Hedine, Supervisor

813/794-2435 Fax: 813/794-2118

727/774-2435 TDD: 813/794-2484

352/524-2435 jhedine@pasco.k12.fl.us

MEMORANDUM

FNS-058-11

December 6, 2010

TO: Gail Fowler, Buyer

FROM: Julie Hedine, Supervisor, Food and Nutrition Services
Richard Kurtz, Director, Food, Nutrition and Distribution Services

SUBJECT: USDA Commodity Beef Processing Bid Additions and Update

The USDA Commodity Beef Processing Bid #09-094-DR Group A "all or none" items were awarded to Pierre Foods and Group B line items were awarded to JTM Provisions Co. on April 21, 2009 and renewed on December 15, 2009 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.

Pierre Foods has submitted pricing for new products using USDA A594 Beef, Bulk Coarse and A704 Beef Boneless Fresh Combo. JTM Provisions has submitted pricing for new products using USDA A594 Beef, Bulk Coarse. Attached you will find the fee for service price information for the new beef 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.

In addition, Pierre Foods has merged with Advance Food Company to operate as AdvancePierre Foods. The attached letter indicates all bids from the previous companies will be honored and executed by AdvancePierre Foods.

Estimated annual purchases are not anticipated to change the total bid award of \$95,000.00 Special Revenue Funds. Food and Nutrition Services requests this update to our USDA Commodity Beef Processing bid.

Thank you for your assistance with this matter.

cc: Kendra Goodman, Purchasing Agent, Purchasing

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

USDA Commodity Commodity Beef Processing Bid # 09-094-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.
	Beef Patty, Flame Broiled, Reduced Sodium: Fully cooked, flame broiled, may contain VPP, no more than 200 mg sodium per serving, IQF. One 2.4 oz ± patty to equal 2 meat/meat alternate, CN Label.	Brand	Pierre
		Commodity Code #	3715
		Commercial Code #	3815
		Portion Size	2.40 oz
		Portions / Case	135
		Case Size	20.25
		Pounds DF / Case	17.24
	USDA Commodity Used: A694 Beef, Bulk Coarse or A704 Beef, Boneless Fresh Combo	Fee for Service / Case	\$20.05
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$41.20
		Total Price (Includes DF Value) / Case	\$61.25
		Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.453703704
		Distribution Cost / Portion	\$0.0093
	Total Delivered Price / Portion	\$0.4630	
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$43.78
	Beef Steak Burger, Flamebroiled, Reduced Sodium: Fully cooked, flamebroiled, with onion, not more than 200 mg sodium per serving, IQF. One 2.4 oz ± patty to equal 2 meat/meat alternate, CN Label.	Brand	Pierre
		Commodity Code #	3799
		Commercial Code #	3899
		Portion Size	2.40 oz
		Portions / Case	135
		Case Size	20.25
		Pounds DF / Case	31.03
	USDA Commodity Used: A594 Beef, Bulk Coarse or A704 Beef, Boneless Fresh Combo	Fee for Service / Case	\$19.44
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$152.59
		Total Price (Includes DF Value) / Case	\$172.03
		Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	1.274296296
		Distribution Cost / Portion	\$0.0093
	Total Delivered Price / Portion	\$1.2836	
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$64.15

Pricing good January 1, 2011 through June 30, 2011.

Valerie Overholser, Commodities

Signature / Title
AdvancePierre Foods

12-6-10
Date

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

Item No.	Description	Required Information	Required Information to be completed by bidder.
	Beef Patty, Rib Shaped, Reduced Sodium: Fully cooked, flame broiled, with honey BBQ sauce, not more than 370 mg sodium per serving, IQF. One 3.0 oz ± patty to equal 2 meat/meat alternate, CN Label.	Brand	Pierre
		Commodity Code #	3753
		Commercial Code #	3853
		Portion Size	3.00 oz
		Portions / Case	100
		Case Size	18.75
		Pounds DF / Case	12.76
	USDA Commodity Used: A594 Beef, Bulk Coarse or A704 Beef, Boneless Fresh Combo	Fee for Service / Case	\$26.25
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$30.49
		Total Price (Includes DF Value) / Case	\$56.74
		Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.5674
		Distribution Cost / Portion	\$0.0126
	Total Delivered Price / Portion	\$0.5800	
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$48.90
	Beef Patty Sandwich, Flame Broiled, Reduced Sodium: Fully cooked, flame broiled, may contain VPP, on bun, no more than 380 mg sodium per serving, individually wrapped. One 5.0 oz ± package to equal 2 meat/meat alternate and 2.75 bread servings, CN Label.	Brand	Pierre
		Commodity Code #	0440
		Commercial Code #	0439
		Portion Size	5.00 oz
		Portions / Case	36
		Case Size	11.25
		Pounds DF / Case	4.60
	USDA Commodity Used: A594 Beef, Bulk Coarse or A704 Beef, Boneless Fresh Combo	Fee for Service / Case	\$19.01
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$10.99
		Total Price (Includes DF Value) / Case	\$30.00
		Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.833333333
		Distribution Cost / Portion	\$0.0350
	Total Delivered Price / Portion	\$0.8683	
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$25.90

Pricing good January 1, 2011 through June 30, 2011.

Valerie Saurbark, Commodity Program

Signature / Title
AdvancePierre Foods

12-6-10
Date

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

Item No.	Description	Required Information	Required information to be completed by bidder.	
	Beef Patty Rib Shaped Sandwich, Reduced Sodium: Fully cooked, flame broiled, with honey BBQ sauce on bun, not more than 530 mg sodium per serving, individually wrapped. One 5.4 oz ± package to equal 2 meat/meat alternate and 2.5 bread servings, CN Label.	Brand	Pierre	
		Commodity Code #	0442	
		Commercial Code #	0441	
		Portion Size	5.40 oz	
		Portions / Case	36	
		Case Size	12.15	
		Pounds DF / Case	4.60	
		USDA Commodity Used: A594 Beef, Bulk Coarse or A704 Beef, Boneless Fresh Combo	Fee for Service / Case	\$22.50
			Net (NOI) Price / Case	N/A
			DF \$ Value / Case	\$10.99
			Total Price (Includes DF Value) / Case	\$33.49
			Net (NOI) Price / Portion	N/A
			Total Price / Portion (Includes DF \$ Value)	0.93027778
			Distribution Cost / Portion	\$0.0350
			Total Delivered Price / Portion	\$0.9653
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$27.50	

Pricing good January 1, 2011 through June 30, 2011.

Valerie Jantock, Commodity Program

Signature / Title

AdvancePierre Foods

12-6-10

Date



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.

A handwritten signature in black ink, appearing to read "Michael S. Turley", written in a cursive style.

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

Regarding Pasco County bids:

Beef 09-094-DR

Pork 10-069-DR

Fruit 10-070-DR

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

USDA Commodity Commodity Beef Processing Bid # 09-094-DR

Item No.	Description	Required Information	Required Information to be completed by bidder
	Beef Chili Mac: Fully cooked ground beef, drained, with VPP, with macaroni and chili seasoning, 6/5 lb. boilable bags. 7.10 oz ± oz to equal 2 oz meat/meat alternate, 1/2 cup vegetable and 1 serving bread alternate, CN Label.	Brand	JTM
		Commodity Code #	CP5391
		Commercial Code #	5391CE
		Portion Size	7.1
		Portions / Case	68
		Case Size	30# case (6 bags)
		Pounds DF / Case	9.10
		Fee for Service / Case	\$27.00
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$13.34
	Total Price (Includes DF \$ Value) / Case	\$40.34	
	USDA Commodity Used: A594 Beef, Bulk	Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.596745562
	Size of serving to equal 2 oz meat/meat alternate: _____ oz.	Distribution Cost / Portion	\$0.0186
		Total Delivered Price / Portion	\$0.6154
For comparison purposes only	Commercial Price / Case Without USDA Commodities	\$46.00	
	Taco Filling, Beef, Reduced Fat, Reduced Sodium: Fully cooked, frozen, ground beef with taco seasoning, not more than 39% calories from fat, less than 300 mg sodium per serving, 3.17 oz ± to equal 2 oz meat/meat alternate, 5# boilable bags, CN Label.	Brand	JTM
		Commodity Code #	CP5250
		Commercial Code #	5250CE
		Portion Size	3.17
		Portions / Case	151
		Case Size	30# case (6 bags)
		Pounds DF / Case	16.70
		Fee for Service / Case	\$26.00
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$24.48
	Total Price (Includes DF \$ Value) / Case	\$50.48	
	USDA Commodity Used: A594 Beef, Bulk	Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.3334214
	Size of serving to equal 2 oz meat/meat alternate: _____ oz.	Distribution Cost / Portion	\$0.0083
		Total Delivered Price / Portion	\$0.3417
For comparison purposes only	Commercial Price / Case Without USDA Commodities	\$48.70	

Pricing good January 1, 2011 through June 30, 2011.

M. J. Spain / National Sales Mgr.
Signature / Title

J.T.M. Provisions Co., Inc.

12/2/10

Date

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

Item No.	Description	Required Information	Required Information to be completed by bidder
	Rotini Pasta with Meat Sauce: Fully cooked ground beef, drained, with rotini pasta and Italian seasoning, 6/5 lb. boilable bags. 8.0 oz ± oz to equal 2 oz meat/meat alternate, 1/2 cup vegetable and 1 serving bread alternate, CN Label.	Brand	JTM
		Commodity Code #	CP5591
		Commercial Code #	5591CE
		Portion Size	8
		Portions / Case	60
		Case Size	30# Case (6 bags)
		Pounds DF / Case	11.36
	USDA Commodity Used: A594 Beef, Bulk	Fee for Service / Case	\$30.00
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$16.66
		Total Price (Includes DF \$ Value) / Case	\$46.66
	Size of serving to equal 2 oz meat/meat alternate: _____ oz.	Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.777666667
		Distribution Cost / Portion	\$0.0210
		Total Delivered Price / Portion	\$0.7987
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	\$46.00
	Whole-Grain Rotini Pasta with Meat Sauce, Reduced Fat and Sodium: Fully cooked ground beef, drained, with whole grain rotini pasta and Italian seasoning, not more than 24% calories from fat or 437 mg sodium per serving, 6/5 lb. boilable bags. 7.8 oz ± oz to equal 2 oz meat/meat alternate, 1/2 cup vegetable & 1 serving bread, CN Label.	Brand	JTM
		Commodity Code #	CP5592
		Commercial Code #	5592CE
		Portion Size	7.8
		Portions / Case	62
		Case Size	30# Case (6 bags)
		Pounds DF / Case	7.80
	USDA Commodity Used: A594 Beef, Bulk	Fee for Service / Case	\$32.00
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$12.98
		Total Price (Includes DF \$ Value) / Case	\$44.98
	Size of serving to equal 2 oz meat/meat alternate: _____ oz.	Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.731382114
		Distribution Cost / Portion	\$0.0205
		Total Delivered Price / Portion	\$0.7519
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	\$48.00

Pricing good January 1, 2011 through June 30, 2011.

J.T.M. Provisions Co., Inc.
Signature / Title

J.T.M. Provisions Co., Inc.

12 / 2 / 10
Date

Pasco County Schools New Item Bid Addition Request

Item No.	Description	Required Information	Required Information to be completed by bidder.
	Cheeseburger Mac: Fully cooked ground beef, drained, with VPP, with macaroni and cheeseburger flavorings, 6/5 lb. boilable bags.	Brand	JTM
		Commodity Code #	CP5151
		Commercial Code #	5151CE
		Portion Size	5
		Portions / Case	96
		Case Size	30# Case (6 bags)
		Pounds DF / Case	8.75
	USDA Commodity Used: A594 Beef, Bulk	Fee for Service / Case	\$32.00
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$12.83
		Total Price (Includes DF \$ Value) / Case	\$44.83
	Size of serving to equal 2 oz meat/meat alternate: _____ oz.	Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.466979167
		Distribution Cost / Portion	\$0.0131
		Total Delivered Price / Portion	\$0.4801
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	\$77.70
	Beef Patty, Jalapeno PepperJack: Fully cooked, jalapeno and pepperjack flavored beef patty, may contain VPP, IQF. One 2.4 oz ± patty to equal 2 oz meat/meat alternate, CN Label.	Brand	JTM
		Commodity Code #	CP5673
		Commercial Code #	5673CE
		Portion Size	2.4
		Portions / Case	200
		Case Size	30# Case (6 bags)
		Pounds DF / Case	23.80
	USDA Commodity Used: A594 Beef, Bulk	Fee for Service / Case	\$33.00
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$34.89
		Total Price (Includes DF \$ Value) / Case	\$67.89
		Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.33945
		Distribution Cost / Portion	\$0.0063
		Total Delivered Price / Portion	\$0.3458
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	\$76.00

Pricing good January 1, 2011 through June 30, 2011.

Mr. Space / National Sales Mgr.

Signature / Title

J.T.M. Provisions Co., Inc.

12/2/10
Date

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

Item No.	Description	Required Information	Required Information to be completed by bidder.	
	Mini Twin Cheeseburgers, Jalapeno PepperJack: Fully cooked, jalapeno flavored beef patty on bun, with pepperjack cheese, IQF, two sandwiches per 4.94 oz package. One package to equal 2 oz meat/meat alternate and 2 bread servings, CN Label.	Brand	JTM	
		Commodity Code #	CP5804	
		Commercial Code #	5804CE	
		Portion Size	5	
		Portions / Case	80	
		Case Size	25# (80 IW packs)	
		Pounds DF / Case	8.89	
		USDA Commodity Used: A594 Beef, Bulk	Fee for Service / Case	\$51.20
			Net (NOI) Price / Case	N/A
			DF \$ Value / Case	\$10.36
			Total Price (Includes DF \$ Value) / Case	\$61.56
			Net (NOI) Price / Portion	N/A
			Total Price / Portion (Includes DF \$ Value)	0.7695
			Distribution Cost / Portion	\$0.0158
			Total Delivered Price / Portion	\$0.7853
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$76.00	
	Beefsteak Hoagie: Fully cooked beef patty, may contain VPP, hoagie shaped, IQF. One 2.12 oz ± patty to equal 2 oz meat/meat alternate, CN Label.	Brand	JTM	
		Commodity Code #	CP5630	
		Commercial Code #	5630CE	
		Portion Size	2.12	
		Portions / Case	226	
		Case Size	30# Case (6 bags)	
		Pounds DF / Case	27.60	
		USDA Commodity Used: A594 Beef, Bulk	Fee for Service / Case	\$29.00
			Net (NOI) Price / Case	N/A
			DF \$ Value / Case	\$39.96
			Total Price (Includes DF \$ Value) / Case	\$68.96
			Net (NOI) Price / Portion	N/A
			Total Price / Portion (Includes DF \$ Value)	0.30459364
			Distribution Cost / Portion	\$0.0056
			Total Delivered Price / Portion	\$0.3102
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$58.50	

Prices good January 1, 2011 through June 30, 2011.

J.R. Speer / NATIONAL SALES MGR
Signature / Title

12 / 2 / 10

Date

J.T.M. Provisions Co., Inc.

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

Item No.	Description	Required Information	Required Information to be completed by bidder.	
	Beef Meatloaf Slices, Reduced Sodium: Fully cooked, may contain VPP, without ketchup, loaf shaped slice, contains no more than 448 mg sodium per serving, IQF. One 3.2 oz ± piece to equal 2 oz meat/meat alternate, CN Label.	Brand	JTM	
		Commodity Code #	CP5631	
		Commercial Code #	5631CE	
		Portion Size	3.2	
		Portions / Case	150	
		Case Size	30# Case (6 bags)	
		Pounds DF / Case	22.16	
		USDA Commodity Used: A594 Beef, Bulk	Fee for Service / Case	\$29.00
			Net (NOI) Price / Case	N/A
			DF \$ Value / Case	\$32.09
			Total Price (Includes DF \$ Value) / Case	\$61.09
			Net (NOI) Price / Portion	N/A
			Total Price / Portion (Includes DF \$ Value)	0.407266667
			Distribution Cost / Portion	\$0.0084
			Total Delivered Price / Portion	\$0.4157
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	\$62.80	
	Beef Salisbury Steak, Reduced Sodium: Fully cooked, may contain VPP, contains no more than 454 mg sodium per serving, IQF. One 2.78 oz ± piece to equal 2 oz meat/meat alternate, CN Label.	Brand	JTM	
		Commodity Code #	CP5632	
		Commercial Code #	5632CE	
		Portion Size	2.78	
		Portions / Case	173	
		Case Size	30# Case (6 bags)	
		Pounds DF / Case	23.80	
		USDA Commodity Used: A594 Beef, Bulk	Fee for Service / Case	\$29.00
			Net (NOI) Price / Case	N/A
			DF \$ Value / Case	\$34.89
			Total Price (Includes DF \$ Value) / Case	\$63.89
			Net (NOI) Price / Portion	N/A
			Total Price / Portion (Includes DF \$ Value)	0.369947887
			Distribution Cost / Portion	\$0.0073
			Total Delivered Price / Portion	\$0.3772
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	\$61.70	

Pricing good January 1, 2011 through June 30, 2011.

J.T.M. Provisions Co., Inc.
Signature / Title

J.T.M. Provisions Co., Inc.

12/2/10
Date