



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
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December 21, 2010

MEMORANDUM

TO: Honorable School Board Members

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

RE: Bid # 10-070-DR: USDA Commodity Fruit Processing
Food and Nutrition Services
Additional Fruit Products
Horizon Foods
AdvancePierre Foods (formerly known as Pierre Foods)
Tabachnick Foods
United Commodity Group

On March 16, 2009, official action was taken to award the above-referenced bid to Horizon Foods, Pierre Foods, Tabachnick Foods, and United Commodity Group and renewed for the second year on December 7, 2010 for term dates of July 1, 2011 through June 30, 2012.

Current bid language allows new items to be added to the bid by awarded vendors as they become available. Horizon Foods has submitted pricing for four (4) new items: (1) Fruit Turnover, Apple, 3.0 ounce, (2) Fruit Turnover, Apple, 2.0 ounce, (3) Fruit Turnover, Cherry, 3.0 ounces, and (4) Fruit Turnover, Cherry, 2.0 ounce. AdvancePierre Foods (formerly known as Pierre Foods, see attached letter regarding merger between Advance Food Company and Pierre Foods), has submitted pricing for one (1) new item: Mixed Fruit Cup, Frozen, 4 ounce. Tabachnick Foods has submitted pricing for two (2) new items: (1) Cherry Ice Cups, 6 ounce, and (2) Berry Ice Cups, 6 ounce, and United Commodity Group has submitted pricing for two (2) new products: Applesauce Cups, Tropical Flavored, Shelf-Stable, 4 ounce, and Applesauce Cups, Lemonade Flavored, Shelf-Stable, 4 ounce, all items using various USDA Fruits.

Attached you will find the fee for service price information for the new fruit products to be effective through June 30, 2012. 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 \$90,000, Special Revenue Funds. Julie Hedine, Supervisor, Food and Nutritional Services requests these products be added to our USDA Commodity Fruit Processing bid for the remainder of the 2010-2011 school year and the 2011-2012 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

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Food and Nutrition Services
Julie Hedine, Supervisor
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352/524-2435 jhedine@pasco.k12.fl.us

MEMORANDUM
FNS-052-11

December 6, 2010

TO: Gail Fowler, Buyer

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

SUBJECT: USDA Commodity Fruit Processing Bid Additions and Update

The USDA Commodity Fruit Processing Bid #10-070-DR was awarded to Horizon Foods, Pierre Foods, Tabachnick Foods and United Commodity Group on March 16, 2010. Current bid language allows new items to be added to the bid by awarded vendors as they become available.

Horizon Foods, Pierre Foods, Tabachnick Foods and United Commodity Group have submitted pricing for new products using various USDA fruits. Attached you will find the fee for service and net off invoice price information for the USDA fruit 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 are 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 \$90,000.00 Special Revenue Funds. Food and Nutrition Services requests this update to our USDA Commodity Fruit 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 Fruit Processing Bid #10-070-DR

Item No.	Description	Required Information	Required Information to be completed by bidder	
	Fruit Turnover, Apple, 3.0 oz: Fully cooked, whole grain, lightly glazed, with apple filling, not to exceed 30% calories from fat, individually wrapped, thaw and serve, 3.0 oz ± to equal 1.6 bread servings and 3/8 cup fruit.	Brand	Horizon Snack Foods	
		Commodity Code #	3201-94	
		Commercial Code #	3201-94	
		Portion Size	3oz	
		Portions / Case	80	
		Case Size	15 Lbs	
		Pounds DF / Case	3.06	
		USDA Commodity Used:	Fee for Service / Case	
		A346 Apples	Net (NOI) Price / Case	\$20.55
			DF \$ Value / Case	\$1.20
			NOI Bid Price (Commodity Benchmark Price) / Case	\$20.55
			Net (NOI) Price / Portion	\$0.257
			Total Price / Portion (Includes DF \$ Value)	\$0.257
			Distribution Cost / Portion	\$0.0157
	Total Delivered Price / Portion	\$0.2727		
For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$22.30		
	Fruit Turnover, Apple, 2.0 oz: Fully cooked, whole grain, lightly glazed, with apple filling, not to exceed 30% calories from fat, individually wrapped, thaw and serve, 2.0 oz ± to equal 1 bread serving and 1/4 cup fruit.	Brand	Horizon Snack Foods	
		Commodity Code #	2501-94	
		Commercial Code #	2501-94	
		Portion Size	2oz	
		Portions / Case	120	
		Case Size	15 Lbs	
		Pounds DF / Case	3.14	
		USDA Commodity Used:	Fee for Service / Case	
		A346 Apples	Net (NOI) Price / Case	\$23.20
			DF \$ Value / Case	\$1.30
			NOI Bid Price (Commodity Benchmark Price) / Case	\$23.20
			Net (NOI) Price / Portion	\$0.193
			Total Price / Portion (Includes DF \$ Value)	\$0.193
			Distribution Cost / Portion	\$0.010
	Total Delivered Price / Portion	\$0.203		
For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$24.85		

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

D. Connor National Sales Mgr - Schools

11-30-10
Date

Signature / Title
Horizon Snack Foods

Pasco County Schools New Item Bid Addition Request

USDA Commodity Fruit Processing Bid #10-070-DR

Item No.	Description	Required Information	Required information to be completed by bidder
	Fruit Turnover, Cherry 3.0 oz: Fully cooked, whole grain, lightly glazed, with cherry filling, not to exceed 30% calories from fat, individually wrapped, thaw and serve, 3.0 oz ± to equal 1.6 bread servings and 3/8 cup fruit. USDA Commodity Used: A310 Apples A365 Cherries	Brand	Horizon Snack Foods
		Commodity Code #	3206-94
		Commercial Code #	3206-94
		Portion Size	3.02
		Portions / Case	80
		Case Size	15 Lbs
		Pounds DF / Case	3.17
		Fee for Service / Case	NA
		Net (NOI) Price / Case	\$20.55
		DF \$ Value / Case	\$1.97
		NOI Bid Price (Commodity Benchmark Price) / Case	\$20.55
		Net (NOI) Price / Portion	\$0.257
		Total Price / Portion (Includes DF \$ Value)	\$0.257
		Distribution Cost / Portion	\$0.0157
		Total Delivered Price / Portion	\$0.2727
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$22.30
	Fruit Turnover, Cherry 2.0 oz: Fully cooked, whole grain, lightly glazed, with cherry filling, not to exceed 30% calories from fat, individually wrapped, thaw and serve, 2.0 oz ± to equal 1 bread serving and 1/4 cup fruit. USDA Commodity Used: A365 Cherries	Brand	Horizon Snack Foods
		Commodity Code #	2506-94
		Commercial Code #	2506-94
		Portion Size	2.02
		Portions / Case	120
		Case Size	15 Lbs
		Pounds DF / Case	3.08
		Fee for Service / Case	NA
		Net (NOI) Price / Case	\$23.20
		DF \$ Value / Case	\$1.91
		NOI Bid Price (Commodity Benchmark Price) / Case	\$23.20
		Net (NOI) Price / Portion	\$0.193
		Total Price / Portion (Includes DF \$ Value)	\$0.193
		Distribution Cost / Portion	\$0.010
		Total Delivered Price / Portion	\$0.203
	For comparison purposes only:	Commercial Price / Case Without USDA Commodities	\$24.95

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

[Signature] National Sales Mgr-Schools

Signature / Title
Horizon Snack Foods

11-30-10
Date

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

USDA Commodity Fruit Processing Bid #10-070-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.	
	Mixed Fruit Cup, Frozen, 4 oz: Diced pears in fruit juice, frozen, 4 oz individual cup with lid, thaw and serve, to equal 1/2 cup fruit.	Brand	Pierre	
		Commodity Code #	A1262	
		Commercial Code #	N/A	
		Portion Size	4.00 oz	
		Portions / Case	96	
		Case Size	24	
		Pounds DF / Case	23.53	
		USDA Commodity Used: A470 Fruit Mix	Fee for Service / Case	\$15.67
			Net (NOI) Price / Case	N/A
			DF \$ Value / Case	\$10.96
		NOI Bid Price (Commodity Benchmark Price) / Case	\$10.96	
		Net (NOI) Price / Portion	N/A	
		Total Price / Portion (Includes DF \$ Value)	\$0.1142	
		Distribution Cost / Portion	\$0.0131	
		Total Delivered Price / Portion	\$0.1273	
	For comparison purposes only: Commercial Price / Case Without USDA Commodities	N/A		

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

Valerie Courtach
Signature / Title
AdvancePierre Foods

12-6-10
Date



Michael S. Turley
VP, Education Sales & Gov't Rel.
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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

Regarding Pasco County bids:

Beef 09-094DR

Pork 10-069-DR

Fruit 10-070-DR

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

USDA Commodity Fruit Processing Bid #10-070-DR

Item No.	Description	Required Information	Required Information to be completed by bidder
	Cherry Ice Cups, 6 oz: Blended mixture of fruit juice and cherries, containing Whey Protein Isolate, frozen, 6 oz individual cup to equal 3/4 cup fruit serving.	Brand	Tabachnick
		Commodity Code #	99689
		Commercial Code #	99689
		Portion Size	6.0oz
		Portions / Case	96
		Case Size	96/6.0oz
		Pounds DF / Case	51.86lb
	USDA Commodity Used:	Fee for Service / Case	\$7.68
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$40.82
		Total Price (Includes DF \$ Value) / Case	\$48.50
		Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.505208333
		Distribution Cost / Portion	\$0.0131
		Total Delivered Price / Portion	\$0.5183
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	
	Berry Ice Cups, 6 oz: Blended mixture of fruit juice and blackberry puree, containing Whey Protein Isolate, frozen, 6 oz individual cup to equal 3/4 cup fruit serving.	Brand	Tabachnick
		Commodity Code #	99690
		Commercial Code #	99690
		Portion Size	6.0oz
		Portions / Case	96
		Case Size	96/3.0oz
		Pounds DF / Case	51.86lb
	USDA Commodity Used:	Fee for Service / Case	\$7.68
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$40.82
		Total Price (Includes DF \$ Value) / Case	\$48.50
		Net (NOI) Price / Portion	N/A
		Total Price / Portion (Includes DF \$ Value)	0.505208333
		Distribution Cost / Portion	\$0.0131
		Total Delivered Price / Portion	\$0.5183
For comparison purposes only:		Commercial Price / Case Without USDA Commodities	

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

Mark Blate
Signature / Title
Tabachnick

12-6-10
Date

Pasco County Schools New Item Bid Addition Request

USDA Commodity Fruit Processing Bid #10-070-DR

Item No.	Description	Required Information	Required Information to be Completed by Bidder
	Applesauce Cups, Tropical Flavored, Shelf-Stable, 4 oz: Fully cooked smooth applesauce, with tropical fruit flavor, shelf stable, plastic cups with foil lids, 4 oz ± cup to equal 1/2 cup fruit serving.	Brand	United Commodity
		Commodity Code #	3590
		Commercial Code #	88960
		Portion Size	4oz
		Portions / Case	96
		Case Size	96/4 fl oz
		Pounds DF / Case	A346: 23.5; A345: 28.6
	USDA Commodity Used: A346, A345	Fee for Service / Case	\$19.65
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$6.70
		NOI Bid Price (Commodity Benchmark Price) / Case	
		Net (NOI) Price / Portion	
		Total Price / Portion (Includes DF \$ Value)	\$0.2047
		Distribution Cost / Portion	\$0.0131
	Total Delivered Price / Portion	\$0.2178	
	For comparison purposes only	Commercial Price / Case Without USDA Commodities	\$26.35
	Applesauce Cups, Lemonade Flavored, Shelf-Stable, 4 oz: Fully cooked smooth applesauce, with lemonade flavor, shelf stable, plastic cups with foil lids, 4 oz ± cup to equal 1/2 cup fruit serving.	Brand	United Commodity Group
		Commodity Code #	3580
		Commercial Code #	88700
		Portion Size	4oz
		Portions / Case	96
		Case Size	96/4 fl oz
		Pounds DF / Case	A346: 23.5; A345: 28.6
	USDA Commodity Used: A346, A345	Fee for Service / Case	\$19.65
		Net (NOI) Price / Case	N/A
		DF \$ Value / Case	\$6.70
		NOI Bid Price (Commodity Benchmark Price) / Case	
		Net (NOI) Price / Portion	
		Total Price / Portion (Includes DF \$ Value)	\$0.2047
		Distribution Cost / Portion	\$0.0131
	Total Delivered Price / Portion	\$0.2178	
	For comparison purposes only	Commercial Price / Case Without USDA Commodities	\$26.35

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

12/3/2010

Signature / Title

United Commodity Group, Inc.

Date