



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, CPPPO, CPPB, Purchasing Agent
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August 16, 2011

MEMORANDUM

TO: Honorable School Board Members

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

RE: Bid #09-112-DR: USDA Commodity Turkey Processing
Food and Nutrition Services
Additional Turkey Products
Jennie-O Turkey Store

On May 19, 2010, official action was taken to award the above-referenced bid to Jennie-O Turkey Store for USDA Commodity Turkey Processing and renewed on January 18, 2011 for the 2011-2012 school year. The current bid language allows for new items to be added to the bid by awarded vendors as they become available.

Jennie-O Turkey Store has submitted pricing for eight (8) new additional sandwiches utilizing USDA Turkey, Bulk: (1) Italian Turkey Combo Pack, Sliced, (2) Turkey Bacon, Sliced, (3) Turkey Sausage, Crumbles, (4) Turkey, Chunked, Breast, (5) Turkey, Chunked, White and Dark, (6) Turkey Breast, Browned, (7) Turkey Breast, Reduced Sodium, and (8) Turkey Burger. Please refer to the fee for service and net off invoice price information (attached) for the sandwich 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 are at or below retail prices and found to be competitive.

Estimated annual purchases are not anticipated to change the total bid award of \$218,000, utilizing Special Revenue Funds. It is my recommendation that these products be added to our USDA Commodity Turkey 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

Attachments



District School Board of Pasco County

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Heather Fiorentino, Superintendent

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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-11-12

July 27, 2011

TO: Stephanie Bunford, Buyer

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

SUBJECT: **USDA Commodity Turkey Processing Bid Additions**

The USDA Commodity Turkey Processing Bid #09-112-DR was awarded to Jennie-O Turkey Store on May 19, 2009 and renewed on January 18, 2011 for the 2011-2012 school year. Current bid language allows new items to be added to the bid by awarded vendors as they become available.

Jennie-O has submitted pricing for new products using USDA A534 Turkey, Bulk. Attached you will find the fee for service and net off invoice price information for the turkey 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 \$218,000.00 Special Revenue Funds. Food and Nutrition Services requests this update to our USDA Commodity Turkey 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 Turkey Processing Bid # 09-112-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.
Processed using A534 Turkey, Bulk			
08/11 A	Italian Turkey Combo Pack, Sliced: Fully cooked, pre-sliced 0.5 oz slices, pepperoni flavored dark meat, salami flavored dark meat, and ham seasoned dark meat, frozen, thaw and serve. 12/1 lb bags.	Brand	Jennie-O
		Commodity Code #	209612
		Commercial Code #	209612
		Portion Size	3.18 oz
		Portions / Pound	5.03
		Portions / Case	63
		Average Case Size (Pounds)	12
		Pounds White Meat DF / Pound	NA
		Pounds Dark Meat DF / Pound	0.8867
		Avg. Pounds White Meat DF / Case	NA
	Avg. Pounds Dark Meat DF / Case	10.64	
	USDA Commodity Used: A534 Turkey, Bulk	Fee for Service / Pound	\$2.0000
		Average Fee for Service / Case	\$24.00
		Net (NOI) Price / Pound	\$2.0000
		Average Net (NOI) Price / Case	\$24.00
		DF \$ Value / Pound	\$0.9000
		DF \$ Value / Case	\$10.80
		NOI Bid Price (Total Price Including DF \$ Value) / Pound	\$2.9000
		Avg. NOI Bid Price (Total Price Including DF \$ Value) / Case	\$34.80
		Net (NOI) Price / Portion	\$0.3976
Total Price / Portion (Including DF \$ Value)		\$0.5765	
	Distribution Cost / Portion	\$0.0200	
	Total Delivered Price / Portion	\$0.5965	
For comparison purposes only:		Commercial Price /Pound Without USDA Commodities	\$2.90

Pricing good September 1, 2011 through June 30, 2012.


Steve Atchison, Central Regional Manager
Jennie-O Turkey Store

7-27-11
Date

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

USDA Commodity Turkey Processing Bid # 09-112-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.
Processed using A534 Turkey, Bulk			
08/11 B	Turkey Bacon, Sliced: Fully cooked white and dark meat, sliced, bacon appearance, flavor and texture, 8.57 slices to equal 2 oz meat/meat alternate. 12/50 slices.	Brand	Jennie-O
		Commodity Code #	2711-06
		Commercial Code #	2711-06
		Portion Size	5 g
		Portions / Pound	89.6
		Portions / Case	600
		Average Case Size (Pounds)	7.5
		Pounds White Meat DF / Pound	0.4120
		Pounds Dark Meat DF / Pound	0.4733
		Avg. Pounds White Meat DF / Case	3.09
	Avg. Pounds Dark Meat DF / Case	3.55	
	USDA Commodity Used: A534 Turkey, Bulk	Fee for Service / Pound	\$9.0600
		Average Fee for Service / Case	\$67.95
		Net (NOI) Price / Pound	\$9.0600
		Average Net (NOI) Price / Case	\$67.95
		DF \$ Value / Pound	\$0.9000
		DF \$ Value / Case	\$6.75
		NOI Bid Price (Total Price Including DF \$ Value) / Pound	\$9.9600
		Avg. NOI Bid Price (Total Price Including DF \$ Value) / Case	\$74.70
		Net (NOI) Price / Portion	\$0.1011
	Total Price / Portion (Including DF \$ Value)	\$0.1112	
	Distribution Cost / Portion	\$0.0021	
	Total Delivered Price / Portion	\$0.1133	
	For comparison purposes only:	Commercial Price /Pound Without USDA Commodities	\$9.96

Pricing good September 1, 2011 through June 30, 2012.


Steve Atchison, Central Regional Manager
Jennie-O Turkey Store

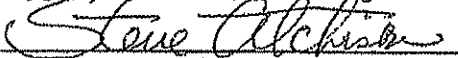
7-27-11
Date

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

USDA Commodity Turkey Processing Bid # 09-112-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.
Processed using A534 Turkey, Bulk			
08/11 C	Turkey Sausage, Crumbles: Fully cooked dark meat, crumble form, sausage seasonings, 2.2 oz to equal 2 oz meat/meat alternate. 10# case.	Brand	Jennie-O
		Commodity Code #	6150-10
		Commercial Code #	6150-10
		Portion Size	2.29 oz
		Portions / Pound	6.9869
		Portions / Case	69
		Average Case Size (Pounds)	10
		Pounds White Meat DF / Pound	NA
		Pounds Dark Meat DF / Pound	1.1410
		Avg. Pounds White Meat DF / Case	NA
		Avg. Pounds Dark Meat DF / Case	11.41
USDA Commodity Used: A534 Turkey, Bulk		Fee for Service / Pound	\$1.7200
		Average Fee for Service / Case	\$17.20
		Net (NOI) Price / Pound	\$1.7200
		Average Net (NOI) Price / Case	\$17.20
		DF \$ Value / Pound	\$1.1600
		DF \$ Value / Case	\$11.60
		NOI Bid Price (Total Price Including DF \$ Value) / Pound	\$2.8800
		Avg. NOI Bid Price (Total Price Including DF \$ Value) / Case	\$28.80
		Net (NOI) Price / Portion	\$0.2462
		Total Price / Portion (Including DF \$ Value)	\$0.4122
		Distribution Cost / Portion	\$0.0183
		Total Delivered Price / Portion	\$0.4305
For comparison purposes only:		Commercial Price /Pound Without USDA Commodities	\$2.88

Pricing good September 1, 2011 through June 30, 2012.


Steve Atchison, Central Regional Manager
Jennie-O Turkey Store

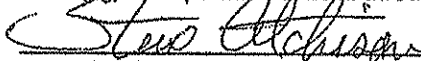
7-27-11
Date

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

USDA Commodity Turkey Processing Bid # 09-112-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.	
Processed using A534 Turkey, Bulk				
08/11 D	Turkey, Chunked, Breast: Fully cooked breast meat, chunked, IQF, 2.92 oz to equal 2 oz meat/meat alternate. 4/5# bags.	Brand	Jennie-O	
		Commodity Code #	6448-20	
		Commercial Code #	6448-20	
		Portion Size	2.92 oz	
		Portions / Pound	5.4795	
		Portions / Case	109	
		Average Case Size (Pounds)	20	
		Pounds White Meat DF / Pound	1.0870	
		Pounds Dark Meat DF / Pound	NA	
		Avg. Pounds White Meat DF / Case	21.74	
		Avg. Pounds Dark Meat DF / Case	NA	
		USDA Commodity Used: A534 Turkey, Bulk	Fee for Service / Pound	\$1.8000
			Average Fee for Service / Case	\$36.00
			Net (NOI) Price / Pound	\$1.8000
Average Net (NOI) Price / Case	\$36.00			
DF \$ Value / Pound	\$1.1000			
DF \$ Value / Case	\$22.00			
NOI Bid Price (Total Price Including DF \$ Value) / Pound	\$2.9000			
Avg. NOI Bid Price (Total Price Including DF \$ Value) / Case	\$58.00			
	Net (NOI) Price / Portion	\$0.3285		
	Total Price / Portion (Including DF \$ Value)	\$0.5292		
	Distribution Cost / Portion	\$0.0116		
	Total Delivered Price / Portion	\$0.5408		
	For comparison purposes only:	Commercial Price / Pound Without USDA Commodities	\$2.90	

Pricing good September 1, 2011 through June 30, 2012.


Steve Atchison, Central Regional Manager
Jennie-O Turkey Store

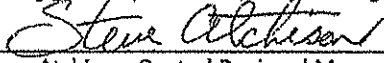
7-27-11
Date

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

USDA Commodity Turkey Processing Bid # 09-112-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.	
Processed using A534 Turkey, Bulk				
08/11 E	Turkey, Chunked, White and Dark: Fully cooked white and dark meat, chunked, IQF, 2.89 oz to equal 2 oz meat/meat alternate. 4/5# bags.	Brand	Jennie-O	
		Commodity Code #	6447-20	
		Commercial Code #	6447-20	
		Portion Size	2.89 oz	
		Portions / Pound	5.5363	
		Portions / Case	110	
		Average Case Size (Pounds)	20	
		Pounds White Meat DF / Pound	0.5055	
		Pounds Dark Meat DF / Pound	0.5815	
		Avg. Pounds White Meat DF / Case	10.11	
		Avg. Pounds Dark Meat DF / Case	11.63	
		USDA Commodity Used: A534 Turkey, Bulk	Fee for Service / Pound	\$1.7000
			Average Fee for Service / Case	\$34.00
			Net (NOI) Price / Pound	\$1.7000
Average Net (NOI) Price / Case	\$34.00			
DF \$ Value / Pound	\$1.1100			
DF \$ Value / Case	\$22.20			
NOI Bid Price (Total Price Including DF \$ Value) / Pound	\$2.8100			
Avg. NOI Bid Price (Total Price Including DF \$ Value) / Case	\$56.20			
	Net (NOI) Price / Portion	\$0.3071		
	Total Price / Portion (Including DF \$ Value)	\$0.5076		
	Distribution Cost / Portion	\$0.0115		
	Total Delivered Price / Portion	\$0.5190		
	For comparison purposes only: Commercial Price /Pound Without USDA Commodities	\$2.81		

Pricing good September 1, 2011 through June 30, 2012.


Steve Atchison, Central Regional Manager
Jennie-O Turkey Store

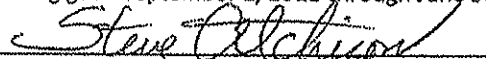
7-27-11
Date

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

USDA Commodity Turkey Processing Bid # 09-112-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.
Processed using A534 Turkey, Bulk			
08/11 F	Turkey Breast, Browned: Fully cooked turkey breast, natural with no ingredients added other than water, salt, turbinado sugar and vegetable oil, 2.92 oz to equal 2 oz meat/meat alternate.	Brand	Jennie-O
		Commodity Code #	8469-02
		Commercial Code #	8469-02
		Portion Size	2.7 oz
		Portions / Pound	5.9259
		Portions / Case	91
		Average Case Size (Pounds)	15.5
		Pounds White Meat DF / Pound	NA
		Pounds Dark Meat DF / Pound	1.0252
		Avg. Pounds White Meat DF / Case	NA
	Avg. Pounds Dark Meat DF / Case	15.89	
	USDA Commodity Used: A534 Turkey, Bulk	Fee for Service / Pound	\$2.3500
		Average Fee for Service / Case	\$36.43
		Net (NOI) Price / Pound	\$2.3500
		Average Net (NOI) Price / Case	\$36.43
		DF \$ Value / Pound	\$1.0400
		DF \$ Value / Case	\$16.12
		NOI Bid Price (Total Price Including DF \$ Value) / Pound	\$3.3900
		Avg. NOI Bid Price (Total Price Including DF \$ Value) / Case	\$62.55
		Net (NOI) Price / Portion	\$0.3966
	Total Price / Portion (Including DF \$ Value)	\$0.5721	
	Distribution Cost / Portion	\$0.0138	
	Total Delivered Price / Portion	\$0.5859	
	For comparison purposes only:	Commercial Price /Pound Without USDA Commodities	\$3.39

Pricing good September 1, 2011 through June 30, 2012.


Steve Atchison, Central Regional Manager
Jennie-O Turkey Store

Date 7-27-11

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

USDA Commodity Turkey Processing Bid # 09-112-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.
Processed using A534 Turkey, Bulk			
08/11 G	Turkey Breast, Reduced Sodium, Sliced: Fully cooked turkey breast, nomore than 300 mg per 59 gram serving, 3.17 oz to equal 2 oz meal/meat alternate.	Brand	Jennie-O
		Commodity Code #	8312-12
		Commercial Code #	8312-12
		Portion Size	3.17 oz
		Portions / Pound	5.0473
		Portions / Case	60
		Average Case Size (Pounds)	12
		Pounds White Meat DF / Pound	0.9942
		Pounds Dark Meat DF / Pound	NA
		Avg. Pounds White Meat DF / Case	11.93
	Avg. Pounds Dark Meat DF / Case	NA	
	USDA Commodity Used: A534 Turkey, Bulk	Fee for Service / Pound	\$2.3500
		Average Fee for Service / Case	\$28.20
		Net (NOI) Price / Pound	\$2.3500
		Avgerage Net (NOI) Price / Case	\$28.20
		DF \$ Value / Pound	\$1.6300
		DF \$ Value / Case	\$19.56
		NOI Bid Price (Total Price Including DF \$ Value) / Pound	\$3.9800
		Avg. NOI Bid Price (Total Price Including DF \$ Value) / Case	\$47.76
		Net (NOI) Price / Portion	\$0.4656
Total Price / Portion (Including DF \$ Value)		\$0.7885	
	Distribution Cost / Portion	\$0.0210	
	Total Delivered Price / Portion	\$0.8095	
For comparison purposes only:		Commercial Price /Pound Without USDA Commodities	\$3.98

Pricing good September 1, 2011 through June 30, 2012.


Steve Atchison, Central Regional Manager
Jennie-O Turkey Store

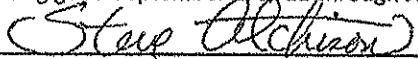
7-27-11
Date

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

USDA Commodity Turkey Processing Bid # 09-112-DR

Item No.	Description	Required Information	Required Information to be completed by bidder.
Processed using A534 Turkey, Bulk			
08/11 H	Turkey Burger: Fully cooked, white dark blend turkey, 91% lean, no more than 320 mg sodium per serving, Each 2.22 oz burger to equal 2 oz meat /meat alternate.	Brand	Jennie-O
		Commodity Code #	6134
		Commercial Code #	6134
		Portion Size	2.22 oz
		Portions / Pound	7.2072
		Portions / Case	200
		Average Case Size (Pounds)	27.75
		Pounds White Meat DF / Pound	0.4984
		Pounds Dark Meat DF / Pound	0.5730
		Avg. Pounds White Meat DF / Case	13.83
	Avg. Pounds Dark Meat DF / Case	15.90	
	USDA Commodity Used: A534 Turkey, Bulk	Fee for Service / Pound	\$2.4100
		Average Fee for Service / Case	\$66.88
		Net (NOI) Price / Pound	\$2.4100
		Average Net (NOI) Price / Case	\$66.88
		DF \$ Value / Pound	\$1.0900
		DF \$ Value / Case	\$30.25
		NOI Bid Price (Total Price Including DF \$ Value) / Pound	\$3.5000
		Avg. NOI Bid Price (Total Price Including DF \$ Value) / Case	\$97.13
		Net (NOI) Price / Portion	\$0.3344
	Total Price / Portion (Including DF \$ Value)	\$0.4856	
	Distribution Cost / Portion	\$0.0063	
	Total Delivered Price / Portion	\$0.4919	
	For comparison purposes only:	Commercial Price /Pound Without USDA Commodities	\$3.50

Pricing good September 1, 2011 through June 30, 2012.


Steve Atchison, Central Regional Manager
Jennie-O Turkey Store

Date 7-27-11