



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

October 4, 2011

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent

RE: Bid #09-081-DR: USDA Commodity Cheese Processing
Food and Nutrition Services
Land O'Lakes Incorporated
Price Decrease

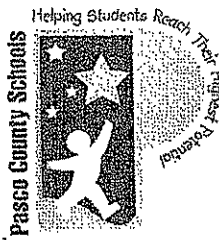
On January 20, 2009, official action was taken to award line items in Group A to Land O'Lakes Incorporated for USDA Commodity Cheese Products and renewed on April 5, 2011 for the 2011-2012 school year. At that time Land O'Lakes renewed their bid with an increase according to bid language using the producer price indexes published by the Bureau of Statistics, U.S. Department of Labor. Land O'Lakes has since contacted us with amended pricing resulting in a lower cost to the district. Attached you will find a summary sheet showing the savings per case and the percentage discount of each product.

It is my recommendation to request these price adjustments be made to the USDA Commodity Cheese 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



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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-17-12

September 2, 2011

TO: Stephanie Bunford, Buyer

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

SUBJECT: USDA Commodity Cheese Processing Bid Price Corrections

The USDA Commodity Cheese Processing Bid #09-081-DR Group A items were awarded to Land O' Lakes Incorporated on January 20, 2009 and renewed on January 10, 2010 for the 2010-2011 school year. A renewal for the 2011-2012 school year was approved on April 5, 2011 with Land O' Lakes products receiving an increase according to bid language using the producer price indexes published by the Bureau of Statistics, U.S. Department of Labor. Land O' Lakes has since contacted us with corrected pricing resulting in a lower cost to the district. Attached you will find a Land O' Lakes 2011-2012 Price List for Florida Schools and a summary sheet with the savings per case and by percentage.

Food and Nutrition Services requests these price corrections be made to our USDA Commodity Cheese Processing bid.

Thank you for your assistance with this matter.

Julie Hedine

From: Johnson, Tami <TSJohnson@landolakes.com>
Sent: Wednesday, August 24, 2011 11:45 AM
To: jhedine@pasco.k12.fl.us
Cc: dreaves@pasco.k12.fl.us
Subject: Pasco County bid #09-081-DR USDA Commodity Cheese Processing
Attachments: Land o Lakes - 11-12 USF FL pricing K12 3 16 11_revised_06_13_11.xls

Hello,

This email is to confirm that the pricing on the attached State of FL 11-12 SY Pricing spreadsheet is for the Pasco County bid #09-081-DR USDA Commodity Cheese Processing to correct the renewal pricing submitted by Land O' Lakes for the 2011-2012 renewal. We value your business and look forward to another great year!!

Please let me know if you have any questions,

Thank You,

Tami Johnson

Land O' Lakes | K12 Bid Specialist
Office: 715.822.2700 | Fax: 651.234.8654 | Email: tsjohnson@landolakes.com

www.k12.landolakesfoodservice.com
www.processorlink.com



Land O'Lakes Florida Pricing SY 2011-2012 - For Shipments To State of Florida Schools Only

For USF Ormond, Lakeland, Tampa, SE FL Boca, Montgomery AL

Effective for SY 11-12 starting July 1, 2011 through June 30, 2012



SCHOOL YEAR 2011-2012

Prepared By HB:

3/16/2011 USDA B049 value for 2011-2012 SY: \$1.5465 per lb.

Code	Description	Meal Contribution	Servings Per Case	Portion Size	Donated Food #'s per case	Net Weight of Case	Type of Storage	NOI Gross	PTV	NOI Net
FROZEN ENTREES										
43280	6/5# Prepared Macaroni & Cheese	6.0 oz = 2 M/M & 1 Bread	80	6 oz	8.73	30.00	Froz	\$ 46.50	\$13.50	\$ 33.00
43284	6/5# Reduced Fat Prepared Macaroni & Cheese	6.0 oz = 2 M/M & 1 Bread	80	6 oz	6.25	30.00	Froz	\$ 43.90	\$ 9.67	\$34.23
43294	25% Reduced Sodium 50% Reduced Fat 6/5# Prepared Macaroni and Cheese**	6.0 oz = 2 M/M & 1 Bread	80	6 oz	6.66	30.00	Froz	\$ 48.10	\$10.30	\$37.80
43277	50% reduced Fat Macaroni and cheese Entree with Whole Grain Noodle**	6.0 oz = 2 M/M & 1 Bread	80	6 oz	6.25	30.00	Froz	\$ 47.47	\$ 9.67	\$37.80
CHEESE SAUCE- CUPS, POUCH (shelf stable)										
39927	140/3 oz Ultimate Cheddar™ Cheese Cup NA SY 11-12	1 (3 oz) cup = 1 M/M	140	3 oz	8.92	26.25	Dry	Replaced by 39942		
39929	140/3 oz Mucho Queso™ Jalapeno Cheese Cup NA SY 11-12	1 (3 oz) cup = 1 M/M	140	3 oz	8.92	26.25	Dry	Replaced by 39943		
39930	6/106 oz Ultimate Cheddar™ Cheese Sauce Pouch NA SY 11-12	3 oz = 1 M/M	212	3 oz	13.50	39.75	Dry	Replaced by 39940		
39932	6/106 oz Mucho Queso™ Jalapeno Cheese Sauce Pouch NA SY 11-12	3 oz = 1 M/M	212	3 oz	13.50	39.75	Dry	Replaced by 39941		
39942	25 % Reduced Sodium 140/3 oz Ultimate Cheddar™ Cheese Cup**	1 (3 oz) cup = 1 M/M	140	3 oz	8.92	26.25	Dry	\$ 60.65	\$13.79	\$46.86
39943	25 % Reduced Sodium 140/3 oz Mucho Queso™ Jalapeno Cheese Cup**	1 (3 oz) cup = 1 M/M	140	3 oz	8.92	26.25	Dry	\$ 60.65	\$13.79	\$46.86
39940	25 % Reduced Sodium 6/106 oz Ultimate Cheddar™ Cheese Sauce Pouch**	3 oz = 1 M/M	212	3 oz	13.50	39.75	Dry	\$ 54.27	\$20.88	\$33.39
39941	25 % Reduced Sodium 6/106 oz Mucho Queso™ Jalapeno Cheese Sauce Pouch**	3 oz = 1 M/M	212	3 oz	13.50	39.75	Dry	\$ 54.27	\$20.88	\$33.39
STICKS										
44877	168/1 oz Co-Jack® Portions	1 Portion = 1 M/M	168	1 oz	10.50	10.50	Refr	\$ 30.57	\$16.24	\$14.33
44878	168/1 oz Reduced Fat 25% Co-Jack® Portions	1 Portion = 1 M/M	168	1 oz	10.50	10.50	Refr	\$ 36.24	\$16.24	\$20.00
44879	168/1 oz Mild Cheddar Portions	1 Portion = 1 M/M	168	1 oz	10.50	10.50	Refr	\$ 30.47	\$16.24	\$14.23
44881	168/1 oz Reduced Fat 25% Mild Cheddar Portions	1 Portion = 1 M/M	168	1 oz	10.50	10.50	Refr	\$ 37.50	\$16.24	\$21.26
59701	168/1 oz Mozzarella String Cheese	1 Portion = 1 M/M	168	1 oz	10.50	10.50	Refr	\$ 28.37	\$16.24	\$12.13
59703	168/1 oz Light Mozzarella String Cheese	1 Portion = 1 M/M	168	1 oz	10.50	10.50	Refr	\$ 29.10	\$16.24	\$12.86
SLICES, SHREDS, LOAF										
46253	6/5# 160 Slice Reduced Fat American - Yellow	2 slices = 1 M/M	480	1 oz	22.48	30.00	Refr	\$ 57.12	\$34.77	\$22.35
46255	6/5# 160 Slice American - Yellow	2 slices = 1 M/M	480	1 oz	21.77	30.00	Refr	\$ 53.92	\$33.67	\$20.25
46268	6/5# 160 Slice 25% Reduced Sodium 50% Reduced Fat American - Y	2 slices = 1 M/M	480	1 oz	23.04	30.00	Refr	\$ 59.03	\$35.63	\$23.40
46288	6/5# 160 Slice 50% Reduced Sodium 50% Reduced Fat American - Y	2 slices = 1 M/M	480	1 oz	22.95	30.00	Refr	\$ 61.89	\$35.49	\$26.40
46219	6/5# 160 Slice American - White	2 slices = 1 M/M	480	1 oz	19.43	30.00	Refr	\$ 53.60	\$30.05	\$23.55
46174	6/5# Process American Cheese Loaf - Yellow	1 oz = 1 M/M	320	1 oz	22.78	30.00	Refr	\$ 55.78	\$35.23	\$20.55
41725	4/5# Shredded Sharp American	1 oz = 1 M/M	320	1 oz	16.16	20.00	Refr	\$ 39.29	\$24.99	\$14.30
41728	4/5# Shredded Reduced Fat American	1 oz = 1 M/M	320	1 oz	15.50	20.00	Refr	\$ 43.97	\$23.97	\$20.00
25104	50% Reduced Sodium 50% Reduced Fat Shred Cheddar**	1 oz = 1 M/M	320	1 oz	19.80	20.00	Refr	\$ 51.72	\$30.62	\$21.10
41749	4/5# Shredded Mild Cheddar Cheese	1 oz = 1 M/M	320	1 oz	19.96	20.00	Refr	\$ 42.37	\$30.87	\$11.50
41698	4/5# Shredded Mozzarella Cheese LMPS	1 oz = 1 M/M	320	1 oz	19.80	20.00	Refr	\$ 41.92	\$30.62	\$11.30



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

April 5, 2011

MEMORANDUM

TO: Honorable School Board Members

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

RE: Third Year Renewal of Three-Year Contract
Bid #09-081-DR: USDA Commodity Cheese Processing
East Side Entrees
JTM Provisions Company, Incorporated
Land O'Lakes, Incorporated
Schwan's Food Service, Incorporated
Rich Products Corporation
Tasty Brands

On February 20, 2009, official action (attached) was taken to award the above-referenced bid to East Side Entrees, JTM Provisions Company, Inc., Land O'Lakes, Inc., Schwan's Food Service, Inc., Rich Products Corporation, and Tasty Brands. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. Subsequently, the second year of the agreement was awarded on January 19, 2010. The second year of the agreement will expire on June 30, 2011.

Considering services have been satisfactory, Luis Santiago, VP Sales, East Side Entrees, Brian Hofmeier, Director of School Sales, JTM Provisions Company, Incorporated, John Ellenberger, Vice President, Land O'Lakes, Incorporated, Brian Rademacher, Vice President of Finance, Schwan's Food Service, Incorporated, Diana Schaefer, Commodity Coordinator, Rich Products Corporation, and David Horowitz, E. V. P. Sales & Marketing, Tasty Brands, were contacted to verify their willingness to enter into the third year of the agreement. As such, Jeff Rowe, Brian Hofmeier, Brian Rademacher, and Diana Martinez have agreed in writing (attached), to enter into the third year of the contract at the 2010-2011 bid prices. However, John Ellenberger, and David Horowitz have agreed with a price increase of 1.04%. The increase is based on the monthly producer price indexes published by the Bureau of Statistics, U.S. Department of Labor using 50% weighting from Industry Data Series ID: #PCU48412-48412-, and 50% weighting from Industry Data Series ID: #PCU311---311---, using the month of May, final version. The annual percentage change in the Producer Price Index is based on the May, 2010 index for the third contract year, as stated in the bid document.

USDA timeline for school districts to place orders for commodity foods and identify processing manufacturers is several months before the beginning of the 2011/2012 school year. Due to the USDA timeline, it is necessary to renew commodity processing bids several 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 affects 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 #09-081-DR: USDA Commodity Cheese Processing bid two months prior to term of contract.

Therefore, at this time, it is my recommendation to enter into the third year of the agreement with the above-referenced vendors. The third 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

District School Board
of Pasco County

APR 05 2011

Board Approved

**District School Board of Pasco County**

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

BID RENEWAL REQUEST**BID #09-081-DR****BID TITLE: USDA Commodity Cheese Processing**

X - With attached
Proposed pricing

Yes, I agree to renew Bid #09-081-DR under the same terms and conditions as the existing bid. The third year period shall be from July 1, 2011 through June 30, 2012.

No, I do not agree to renew Bid #09-081-DR

COMPANY NAME: Land O'Lakes, Inc.SIGNATURE: *John Ellenberger*TYPED NAME AND TITLE: John Ellenberger, Vice PresidentTELEPHONE (WITH AREA CODE): 715-822-2700FAX NUMBER (WITH AREA CODE): 715-822-4001E-MAIL: tsjohnson@landolakes.comDATE: 3-3-11

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).

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)

and the District
of Pasco County

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**District School Board
of Pasco County****APR 05 2011****Board Approved**