



## 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](http://www.pasco.k12.fl.us)

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### 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](mailto:kgoodman@pasco.k12.fl.us)

August 21, 2012

### MEMORANDUM

TO: Honorable School Board Members

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

RE: Trident Beverage d/b/a Juice Alive  
Permission to Piggyback Alachua County Public Schools  
Bid #10-07: 100% Fruit Slushes

Per DOE Rule 6A-1.012(6) the District is permitted to piggyback bids from other governmental entities, should it choose to do so. We are requesting permission to utilize Alachua County Public Schools Bid #10-07: 100% Fruit Slushes from November 17, 2012 through November 16, 2013.

Norman Todd, National Sales Manager, Trident Beverage d/b/a Juice Alive, has agreed to extend the terms and conditions of Bid #10-07: 100% Fruit Slushes Food Service to our District - see attached.

Food and Nutrition Services estimates an 8 ounce serving cup would cost approximately \$ .30 with a sell price of \$ .75, yielding a profit of \$ .45 per 8 ounce serving. The product would generate approximately \$142 profit per case. Food and Nutrition Services anticipates they will purchase 2,600 cases which will be an approximate expenditure of \$220,000, using Special Revenue funds, and in return they are anticipating generating an overall profit of approximately \$370,000.

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



20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

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**REQUEST FOR PROPOSAL PIGGYBACK REQUEST  
ALACHUA COUNTY PUBLIC SCHOOLS  
RFP # 10-07: BID TITLE: 100% FRUIT SLUSHES**

                   **X**      **Yes, I agree to renew Bid #10-07 under the same terms and conditions as the existing bid. The third year period shall be from November 17, 2012 through November 16, 2013.**

                        **No, I do not agree to renew Bid #10-07**

COMPANY NAME: Trident Beverage d/b/a Juice Alive

SIGNATURE: 

TYPED NAME AND TITLE: Norman Todd, National Sales Manager

TELEPHONE (WITH AREA CODE): 334-703-7441

FAX NUMBER (WITH AREA CODE): 334-290-0430

E-MAIL: buddytodd@juicealive.net

DATE: July 25, 2012

**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)**

**BOARD MEMBERS**

April M. Griffin  
Carol Oyenarte  
Gunnar F. Paulson, Ed.D.  
Eileen F. Roy  
Barbara Sharpe



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Gainesville, Florida 32601  
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**SUPERINTENDENT OF SCHOOLS**

W. Daniel Boyd, Jr., Ed.D.

August 8, 2012

Attn: Mr. John B. Walker, President  
Trident Beverage d/b/a Juice Alive  
23611 Litchfield Bend Lane  
Katy, Texas 77494

Re: RFP #10-07 – 100% Fruit Slushes - **Contract Renewal**

Dear Mr. Walker:

It is our pleasure to inform you that on August 7, 2012, the School Board renewed its contract with your firm to provide 100% fruit slushes to participating school cafeterias in strict accordance with the RFP, your firm's proposal, and this renewal letter, which together form the contract between the parties. The contract renewal period begins November 17, 2012, and ends November 16, 2013. Contract renewal is contingent on your firm's compliance with the contract's specifications and terms and conditions, and all pertinent laws of the State of Florida. Please note that this is the final renewal period available under the contract.

As a condition of renewal, and throughout the renewal term, your firm shall maintain the insurance coverage stipulated in the RFP. A Certificate of Insurance evidencing coverage in accordance with the RFP, page 10, item 51, shall be forwarded to the Purchasing Department by your firm's broker on or before September 30, 2012. Failure to provide proof of insurance will render this renewal void.

We look forward to continuing our successful business relationship with your firm. Please do not hesitate to contact my office should you have any questions about the renewal term.

Respectfully,

**THE SCHOOL BOARD OF ALACHUA COUNTY, FLORIDA**

A handwritten signature in black ink, appearing to read "Wayne D. Hackett". The signature is stylized with a large "W" and "H" and a cursive "D".

Wayne D. Hackett, CPCM  
Purchasing Director

Cc: M. Eunice, FNS Director  
C. Dixon, FNS Sr. Accountant  
Contract File



RFP #10-07 - 100% SLUSHIES  
PEC SUMMARY TABULATION

	Weight	Tropical Paradise d/b/a/ Cool Tropics		Trident Beverage d/b/a/ Juice Alive	
		R.S.	Points	R.S.	Points
Product Offering (Donna Andersen)	20	8	160	9	180
Other Data (Maria Eunice)	10	9	90	9	90
Past Performance (Catha Dixon)	10	5	50	10	100
Product Testing (Santa Fe HS, Terwilliger ES)	25	7	175	8.27	206.625
Product Prices (Committee)	35		331.79		350
			806.79		<u>926.63</u>

RFP #10-07 - 100% FRUIT SLUSHIES - TASTE TEST RESULTS

		Yes (5)	No (1)	Good (2)	Great (3.5)	Fantastic (5)	Total	Average Score Per Product
<i>Cool Tropics</i>								
<i>100% Juice</i>								
Kiwi Strawberry	Count	7	3	5	2	0		
	Score	35	3	10	7		55	5.5
Blue Raspberry	Count	9	1	2	6	1		
	Score	45	1	4	21	5	76	7.6
								6.55
<i>Natural</i>								
Orange	Count	10	0	3	0	7		
	Score	50		6		35	91	9.1
Kiwi Strawberry	Count	7	3	5		2		
	Score	35	3	10		10	58	5.8
								7.45
							<b>Total Score 7</b>	

		Yes (5)	No (1)	Good (2)	Great (3.5)	Fantastic (5)	Total	Average Score Per Product
<i>Juice Alive</i>								
<i>100% Juice</i>								
Kiwi Strawberry	Count	10	0	1	5	4		
	Score	50		2	17.5	20	89.5	8.95
Blue Raspberry	Count	7	2	3	3	1		
	Score	35	2	6	10.5	5	58.5	6.5
								7.725
<i>Natural</i>								
Orange	Count	9	1	2	1	6		
	Score	45	1	4	3.5	30	83.5	8.35
Kiwi Strawberry	Count	10	0	1	3	6		
	Score	50		2	10.5	30	92.5	9.25
								8.8
							<b>Total Score</b>	<b>8.2625</b>

SEP 06 2011

District School Board  
of Pasco County

Board Approved

JUN 21 2011

District School Board  
of Pasco County

Board Approved