



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

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

**MEMORANDUM**

**TO: Members of the School Board  
Lori White, Superintendent  
Mitsi Corcoran, Chief Financial Officer**

**FROM: Pat Black, CPPB, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #11-0003 FOR FRESH PRODUCE**

Bids to provide 'Fresh Produce' were received from three vendors on July 13, 2010. The bid of Charles Bliss Produce was the best low bid meeting the advertised specifications. The bid of Sheckler Management was non-responsive to the requirement of submitting documentation regarding the ordering/delivery system, refrigeration of produce, HACCP standards and brand/packaging information. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the budget allocated to the Food and Nutrition Services Department.

**Requested by:**  
Beverly Girard

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 07-27-10

**Fiscal Impact:**

Not to exceed  
\$350,000.00

**Funding:**

7410 – Food Service

**Recommended Motion:** That the bid of Charles Bliss Produce, to provide 'Fresh Produce' in an amount not to exceed \$350,000.00, be approved for award and purchase.

(over)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Fresh Produce-Bid #11-0003

Opened July 13, 2010 at 2:00 p.m.

|                           |  |      |                           | <b>Charles Bliss Produce</b> |                    | Sheckler Management |               | Weyand Food Distributors, Inc. |               |
|---------------------------|--|------|---------------------------|------------------------------|--------------------|---------------------|---------------|--------------------------------|---------------|
| 1                         | 2  | 3    | 4                         | 5                            | 6                  | 5                   | 6             | 5                              | 6             |
| Item #                    | Description  | Unit | Annual Estimated Quantity | Unit Cost                    | Extended Cost      | Unit Cost           | Extended Cost | Unit Cost                      | Extended Cost |
| <b>PRECUT/PREPACKAGED</b> |  |      |                           |                              |                    |                     |               |                                |               |
| 1                         | Apples, Sliced, Precut/Prepackaged: 100 / 2 oz. bags, First Quality, ready to eat.             | case | 1,200                     | <b>\$23.00</b>               | <b>\$27,600.00</b> | \$17.00             | \$20,400.00   | \$25.00                        | \$30,000.00   |
|                           | Brand  |      |                           | <b>Marjon</b>                |                    |                     |               | Simply Fresh/other             |               |
|                           | How Packed   |      |                           | <b>100/2 oz.</b>             |                    | 100/2 oz.           |               | 100/2 oz. bags                 |               |
| 2                         | Broccoli Florets, Precut/Prepackaged: 4 / 3 lb. bags, First Quality, washed, ready to eat.     | case | 2,000                     | <b>\$18.00</b>               | <b>\$36,000.00</b> | \$18.00             | \$36,000.00   | \$17.00                        | \$34,000.00   |
|                           | Brand  |      |                           | <b>Taylor Farms</b>          |                    | Taylor Farms        |               | Mann, Dole, other              |               |
|                           | How Packed   |      |                           | <b>4/3 #</b>                 |                    | 4/3 #               |               | 4/3 lb. bags                   |               |
| 3                         | Cabbage, Red, Shredded, Precut/Prepackaged: 4 / 5 lb. bags.                                    | case | 50                        | <b>\$18.00</b>               | <b>\$900.00</b>    | \$15.24             | \$762.00      | \$13.00                        | \$650.00      |
|                           | Brand  |      |                           | <b>Taylor Farms</b>          |                    | Taylor Farms        |               | Taylor, Freshway, other        |               |
|                           | How Packed   |      |                           | <b>4/5 #</b>                 |                    | 4x5 #               |               | 4/5 lb. bags                   |               |
| 4                         | Carrots, Baby Peeled, Precut/Prepackaged: 4 / 5 lb. bags, First Quality, washed, ready to eat. | case | 700                       | <b>\$15.50</b>               | <b>\$10,850.00</b> | \$23.25             | \$16,275.00   | \$17.00                        | \$11,900.00   |
|                           | Brand  |      |                           | <b>Grimmway</b>              |                    |                     |               | Grimmway, Taylor, other        |               |
|                           | How Packed   |      |                           | <b>4/5 #</b>                 |                    | 4x5 #               |               | 4/5 lb. bags                   |               |
| 5                         | Cauliflower Florets, Precut/Prepackaged: 2 / 3 lb. bags, First Quality, washed, ready to eat.  | case | 200                       | <b>\$13.50</b>               | <b>\$2,700.00</b>  | \$10.50             | \$2,100.00    | \$16.00                        | \$3,200.00    |
|                           | Brand  |      |                           | <b>Taylor Farms</b>          |                    | Taylor              |               | Taylor, other, Freshway        |               |
|                           | How Packed   |      |                           | <b>2/3 #</b>                 |                    | 2x3 #               |               | 2/3 lb. bag (half case)        |               |

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|---------------------------|---|------|---------------------------|--|--------------------|---------------------|---------------|---------------------------------|---------------|
| 1                         | 2   | 3    | 4                         | 5  | 6                  | 5                   | 6             | 5                               | 6             |
| Item #                    | Description   | Unit | Annual Estimated Quantity | Unit Cost                                      | Extended Cost      | Unit Cost           | Extended Cost | Unit Cost                       | Extended Cost |
| <b>PRECUT/PREPACKAGED</b> |   |      |                           |  |                    |                     |               |                                 |               |
| 6                         | Lettuce, Iceberg, Shredded Coarse for Sandwiches and Garnish, Precut/Prepackaged: 4 / 5 lb. bags, First Quality, washed, sulfite-free, packaged in gas permeable package, code dated. | case | 500                       | <b>\$12.50</b>                                 | <b>\$6,250.00</b>  | \$11.50             | \$5,750.00    | \$14.90                         | \$7,450.00    |
|                           | Brand   |      |                           | <b>Taylor Farms</b>                            |                    | Taylor              |               | Taylor, Freshway, other         |               |
|                           | How Packed  |      |                           | <b>4/5 #</b>                                   |                    | 4x5 #               |               | 4/5 lb.                         |               |
| 7                         | Spinach, Precut/Prepackaged: 12 / 10 oz. bags per case, stemmed and washed, ready to eat, sulfite-free, packaged in gas permeable package, code dated.                                | case | 250                       | <b>\$15.00</b>                                 | <b>\$3,750.00</b>  | \$12.50             | \$3,125.00    | \$17.00                         | \$4,250.00    |
|                           | Brand   |      |                           | <b>U.S.</b>                                    |                    | Taylor              |               | Taylor, Mann, Dole, other       |               |
|                           | How Packed  |      |                           | <b>12/10 oz.</b>                               |                    | 12x10 oz.           |               | 12/10 oz.                       |               |
| <b>REGULAR PACK</b>       |   |      |                           |  |                    |                     |               |                                 |               |
| 8                         | Apples, Red Delicious: 125 count, 40 lbs. minimum per full container with tray packs, Northwest, U.S. Fancy/Extra Fancy Grades.   | case | 1,200                     | <b>\$19.50</b>                                 | <b>\$23,400.00</b> | \$14.00             | \$16,800.00   | \$20.00                         | \$24,000.00   |
|                           | Brand   |      |                           | <b>Washington/Eastern U.S. Ex. Fcy</b>         |                    |                     |               | Rainer, Trout, Wash, other      |               |
|                           | How Packed  |      |                           | <b>125/138 depending on availability &amp;</b> |                    | 40 #                |               | 125 ct.                         |               |
| 9                         | Bananas: 150 count, petite.   | case | 1,200                     | <b>\$14.75</b>                                 | <b>\$17,700.00</b> | \$11.00             | \$13,200.00   | \$18.00                         | \$21,600.00   |
|                           | Brand   |      |                           | <b>Delmonte</b>                                |                    | Chiquita/Delmonte   |               | Chiquita, Dole, Delmonte, other |               |
|                           | How Packed  |      |                           | <b>150 ct.</b>                                 |                    | 40 #                |               | 150 ct. petite 40 lb.           |               |

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|              |   |          |                           | Charles Bliss Produce                     |               | Sheckler Management |               | Weyand Food Distributors, Inc. |               |
|--------------|---|----------|---------------------------|---|---------------|---------------------|---------------|--------------------------------|---------------|
| 1            | 2   | 3        | 4                         | 5   | 6             | 5                   | 6             | 5                              | 6             |
| Item #       | Description   | Unit     | Annual Estimated Quantity | Unit Cost                                 | Extended Cost | Unit Cost           | Extended Cost | Unit Cost                      | Extended Cost |
| REGULAR PACK |   |          |                           |   |               |                     |               |                                |               |
| 10           | Cantaloupe: Fresh, U.S. Grade No. 1.                                    | case     | 50                        | \$11.00                                   | \$550.00      | \$10.50             | \$525.00      | \$15.00                        | \$750.00      |
|              | Brand   |          |                           | U.S./Central & S. America                 |               |                     |               | Freshquest, Dole, other        |               |
|              | How Packed  |          |                           | 9 ct./12 ct./15 ct. based on availability |               | 12/15 ct.           |               | 15-18 ct.                      |               |
| 11           | Celery, Stalk: 24 count, approximately 55 lbs. per case, First Quality. | case     | 150                       | \$18.00                                   | \$2,700.00    | \$14.50             | \$2,175.00    | \$22.00                        | \$3,300.00    |
|              | Brand   |          |                           | U.S.                                      |               |                     |               | Dole, other                    |               |
|              | How Packed  |          |                           | 24 ct.                                    |               | 24 ct.              |               | 24 ct. case                    |               |
| 12           | Celery, Stalk: 6 count, approximately 10 lbs., First Quality.           | 6/ count | 600                       | \$4.50                                    | \$2,700.00    | \$3.60              | \$2,160.00    | \$6.00                         | \$3,600.00    |
|              | Brand   |          |                           | U.S.                                      |               |                     |               | Dole, other                    |               |
|              | How Packed  |          |                           | 6 ct.                                     |               |                     |               | 6 ct. break                    |               |
| 13           | Cucumbers: 6" minimum, 5 lb. bag.                                       | bag      | 1,800                     | \$1.60                                    | \$2,880.00    | \$2.15              | \$3,870.00    | \$2.50                         | \$4,500.00    |
|              | Brand   |          |                           | U.S.                                      |               |                     |               | Eastern, misc.                 |               |
|              | How Packed  |          |                           | 5 #                                       |               |                     |               | 5 lb. bag                      |               |
| 13a          | Cucumbers: 6" minimum, 50-55 lbs. per case.                             | case     | 125                       | \$16.00                                   | \$2,000.00    | \$8.00              | \$1,000.00    | \$17.00                        | \$2,125.00    |
|              | Brand   |          |                           | U.S.                                      |               |                     |               | Eastern, misc.                 |               |
|              | How Packed  |          |                           | 50 # case                                 |               |                     |               | case 40-50 lbs.                |               |
| 14           | Grapefruit, Red: 32 count, 38-40 lbs.                                   | case     | 130                       | \$10.00                                   | \$1,300.00    | \$10.00             | \$1,300.00    | \$16.00                        | \$2,080.00    |
|              | Brand   |          |                           | U.S.                                      |               |                     |               | misc.                          |               |
|              | How Packed  |          |                           | 32 ct.                                    |               |                     |               | 40 lb. case                    |               |

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|---------------------|---|------|---------------------------|------------------------------|--------------------|---------------------|---------------|-----------------------------------|---------------|
| 1                   | 2   | 3    | 4                         | 5                            | 6                  | 5                   | 6             | 5                                 | 6             |
| Item #              | Description   | Unit | Annual Estimated Quantity | Unit Cost                    | Extended Cost      | Unit Cost           | Extended Cost | Unit Cost                         | Extended Cost |
| <b>REGULAR PACK</b> |   |      |                           |                              |                    |                     |               |                                   |               |
| 15                  | Grapes, Seedless Red: 18-23 lbs. per case, U. S. Grade No. 1. | case | 2,200                     | <b>\$10.50</b>               | <b>\$23,100.00</b> | \$12.50             | \$27,500.00   | \$18.00                           | \$39,600.00   |
|                     | Brand   |      |                           | <b>U.S./ S. America</b>      |                    |                     |               | Dole, Delmonte, other misc.       |               |
|                     | How Packed  |      |                           | <b>18-23 #</b>               |                    | 9x2 #               |               | 18 lb. case                       |               |
| 16                  | Lemons: 140-200 count, one dz. per bag, U.S. Grade No. 1.     | bag  | 100                       | <b>\$1.50</b>                | <b>\$150.00</b>    | \$1.08              | \$108.00      | \$2.50                            | \$250.00      |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                    |                     |               | Grimmway, Sunkist, other          |               |
|                     | How Packed  |      |                           | <b>140-200 ct.</b>           |                    |                     |               | (165 ct.) dozen bag               |               |
| 17                  | Lettuce, Iceberg, Trimmed: 24 head.                           | case | 600                       | <b>\$19.00</b>               | <b>\$11,400.00</b> | \$12.50             | \$7,500.00    | \$22.00                           | \$13,200.00   |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                    |                     |               | Mann, Dole, other misc.           |               |
|                     | How Packed  |      |                           | <b>24 ct.</b>                |                    |                     |               | 24 ct. case                       |               |
| 18                  | Lettuce, Romaine: 24 head, U.S. Grade No. 1.                  | case | 1,000                     | <b>\$15.00</b>               | <b>\$15,000.00</b> | \$11.50             | \$11,500.00   | \$19.00                           | \$19,000.00   |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                    |                     |               | Mann, Dole, other misc.           |               |
|                     | How Packed  |      |                           | <b>24 ct.</b>                |                    |                     |               | 24 ct. case                       |               |
| 19                  | Melons, Honeydew: 8 count, U.S. Grade No. 1.                  | case | 100                       | <b>\$11.00</b>               | <b>\$1,100.00</b>  | \$10.00             | \$1,000.00    | \$14.00                           | \$1,400.00    |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                    |                     |               | Freshquest, Dole, Delmonte, other |               |
|                     | How Packed  |      |                           | <b>8 ct.</b>                 |                    |                     |               | 6-8 ct. case                      |               |
| 20                  | Onions, Red: 5 lb bag, medium size, U.S. Grade No. 1.         | bag  | 100                       | <b>\$3.00</b>                | <b>\$300.00</b>    | \$2.50              | \$250.00      | \$5.00                            | \$500.00      |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                    |                     |               | Western, misc.                    |               |
|                     | How Packed  |      |                           | <b>5 #</b>                   |                    |                     |               | 5 lb. bag                         |               |

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|---------------------|--|---------------------------------|---------------------------|-------------------------------|---------------|---------------------|---------------|--------------------------------|---------------|
| 1                   | 2  | 3                               | 4                         | 5                             | 6             | 5                   | 6             | 5                              | 6             |
| Item #              | Description  | Unit                            | Annual Estimated Quantity | Unit Cost                     | Extended Cost | Unit Cost           | Extended Cost | Unit Cost                      | Extended Cost |
| <b>REGULAR PACK</b> |  |                                 |                           |                               |               |                     |               |                                |               |
| 21                  | Onions, Yellow: 10 lb. bag, medium size, U.S. Grade No. 1.                 | bag                             | 300                       | \$4.00                        | \$1,200.00    | \$2.20              | \$660.00      | \$6.00                         | \$1,800.00    |
|                     | Brand  |                                 |                           | U.S.                          |               |                     |               | Western, misc.                 |               |
|                     | How Packed   |                                 |                           | 10 #                          |               |                     |               | 10 lb. bag                     |               |
| 22                  | Onions, Yellow: 50 lb. bag, medium size, U.S. Grade No. 1.                 | bag                             | 175                       | \$20.00                       | \$3,500.00    | \$8.00              | \$1,400.00    | \$25.00                        | \$4,375.00    |
|                     | Brand  |                                 |                           | U.S.                          |               |                     |               | Western, misc.                 |               |
|                     | How Packed   |                                 |                           | 50 #                          |               |                     |               | 50 lb. bag                     |               |
| 23                  | Oranges: 125 count, 40-42 lbs. minimum per full case, U.S. Grade No. 1.    | case                            | 1,500                     | \$14.00                       | \$21,000.00   | \$8.50              | \$12,750.00   | \$18.00                        | \$27,000.00   |
|                     | Brand  |                                 |                           | Fla/Cal seasonal availability |               |                     |               | Grimmway, Sunkist, misc.       |               |
|                     | How Packed   |                                 |                           | 125/138                       |               |                     |               | 138 ct. case 40 lb.            |               |
| 24                  | Pineapple: fresh, U.S. Grade No. 1.  | case                            | 700                       | \$9.00                        | \$6,300.00    | \$9.50              | \$6,650.00    | \$17.00                        | \$11,900.00   |
|                     |  | equalized count - doubled Bliss |                           | \$18.00                       | \$12,600.00   |                     |               |                                |               |
|                     | Brand  |                                 |                           | U.S.                          |               |                     |               | Dole, Delmonte, misc.          |               |
|                     | How Packed   |                                 |                           | 6-8 ct.                       |               |                     |               | 12-14 ct.                      |               |
| 25                  | Peppers, Sweet, Green: minimum 2 1/2", 5 lb. bag, U.S. Grade No. 1.        | bag                             | 800                       | \$3.00                        | \$2,400.00    | \$1.90              | \$1,520.00    | \$3.50                         | \$2,800.00    |
|                     | Brand  |                                 |                           | U.S.                          |               |                     |               | Eastern, misc.                 |               |
|                     | How Packed   |                                 |                           | 5 #                           |               |                     |               | 5 lb. bag                      |               |
| 26                  | Peppers, Sweet, Green: minimum 2 1/2", 25 lbs. per case, U.S. Grade No. 1. | case                            | 175                       | \$15.00                       | \$2,625.00    | \$7.00              | \$1,225.00    | \$16.00                        | \$2,800.00    |
|                     | Brand  |                                 |                           | U.S.                          |               |                     |               | Eastern, misc.                 |               |
|                     | How Packed   |                                 |                           | 25 # case                     |               |                     |               | case 25 lb.                    |               |

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|---------------------|---|------|---------------------------|------------------------------|-------------------|---------------------|---------------|--------------------------------|---------------|
| 1                   | 2   | 3    | 4                         | 5                            | 6                 | 5                   | 6             | 5                              | 6             |
| Item #              | Description   | Unit | Annual Estimated Quantity | Unit Cost                    | Extended Cost     | Unit Cost           | Extended Cost | Unit Cost                      | Extended Cost |
| <b>REGULAR PACK</b> |   |      |                           |                              |                   |                     |               |                                |               |
| 27                  | Peppers, Sweet, Red: minimum 2 1/2", 2 lb. bag, U.S. Grade No. 1. | bag  | 100                       | <b>\$2.75</b>                | <b>\$275.00</b>   | \$2.30              | \$230.00      | \$3.50                         | \$350.00      |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                   |                     |               | Eastern, misc.                 |               |
|                     | How Packed  |      |                           | <b>2 #</b>                   |                   |                     |               | 2 lb. bag                      |               |
| 28                  | Potatoes, Bakers: 100 count, U.S Grade No. 1.                     | case | 350                       | <b>\$12.00</b>               | <b>\$4,200.00</b> | \$9.00              | \$3,150.00    | \$13.00                        | \$4,550.00    |
|                     | Brand   |      |                           | <b>Idaho/U.S.</b>            |                   |                     |               | Western, misc.                 |               |
|                     | How Packed  |      |                           | <b>100 ct./50 # box</b>      |                   |                     |               | 100 ct. 50 lb.                 |               |
| 29                  | Potatoes, Small Red: 50 lb.bag, U.S. Grade No. 1.                 | bag  | 250                       | <b>\$15.00</b>               | <b>\$3,750.00</b> | \$9.25              | \$2,312.50    | \$18.00                        | \$4,500.00    |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                   |                     |               | Western, misc.                 |               |
|                     | How Packed  |      |                           | <b>50 #</b>                  |                   |                     |               | case 50 lb. bag                |               |
| 30                  | Radishes: 6 oz. bag, 10 package bag.                              | bag  | 125                       | <b>\$2.50</b>                | <b>\$312.50</b>   | \$0.44              | \$55.00       | \$14.00                        | \$1,750.00    |
|                     | Brand   |      |                           |                              |                   |                     |               | misc.                          |               |
|                     | How Packed  |      |                           | <b>10/6 oz. bags</b>         |                   |                     |               | 6/10 bag                       |               |
| 31                  | Squash, Yellow: medium, 5 lb. bag, U.S. Grade No. 1.              | bag  | 150                       | <b>\$1.25</b>                | <b>\$187.50</b>   | \$1.67              | \$250.50      | \$3.00                         | \$450.00      |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                   |                     |               | Eastern, misc.                 |               |
|                     | How Packed  |      |                           | <b>5 #</b>                   |                   |                     |               | 5 lb. bag                      |               |
| 32                  | Squash, Yellow: medium, case, U.S. Grade No. 1.                   | case | 125                       | <b>\$7.50</b>                | <b>\$937.50</b>   | \$6.00              | \$750.00      | \$14.00                        | \$1,750.00    |
|                     | Brand   |      |                           | <b>U.S.</b>                  |                   |                     |               | Eastern, misc.                 |               |
|                     | How Packed  |      |                           | <b>3/4 bu.</b>               |                   |                     |               | case                           |               |

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|---------------------|--|------|---------------------------|--------------------------------------|-------------------|---------------------|---------------|---------------------------------|---------------|
| 1                   | 2  | 3    | 4                         | 5                                    | 6                 | 5                   | 6             | 5                               | 6             |
| Item #              | Description  | Unit | Annual Estimated Quantity | Unit Cost                            | Extended Cost     | Unit Cost           | Extended Cost | Unit Cost                       | Extended Cost |
| <b>REGULAR PACK</b> |  |      |                           |                                      |                   |                     |               |                                 |               |
| 33                  | Squash, Zucchini: medium 6-7 ", 5 lb. bag, U.S. Grade No. 1. | bag  | 300                       | <b>\$2.20</b>                        | <b>\$660.00</b>   | \$1.67              | \$501.00      | \$3.00                          | \$900.00      |
|                     | Brand  |      |                           | <b>U.S.</b>                          |                   |                     |               | Eastern, misc.                  |               |
|                     | How Packed   |      |                           | <b>5 #</b>                           |                   |                     |               | 5 lb. bag                       |               |
| 34                  | Squash, Zucchini: medium, case, U.S. Grade No. 1.            | case | 250                       | <b>\$8.50</b>                        | <b>\$2,125.00</b> | \$6.00              | \$1,500.00    | \$14.00                         | \$3,500.00    |
|                     | Brand  |      |                           | <b>U.S.</b>                          |                   |                     |               | Eastern, misc.                  |               |
|                     | How Packed   |      |                           | <b>1/2 bu.</b>                       |                   |                     |               | case 20 lb.                     |               |
| 35                  | Strawberries: 12 pints per flat, U.S. Grade No. 1.           | flat | 500                       | <b>\$14.00</b>                       | <b>\$7,000.00</b> | \$8.00              | \$4,000.00    | \$15.50                         | \$7,750.00    |
|                     | Brand  |      |                           | <b>Cal/Fla seasonal availability</b> |                   |                     |               | Driscoll, Coastal, other, misc. |               |
|                     | How Packed   |      |                           | <b>12/1 pts.</b>                     |                   |                     |               | 12/1 flat<br>8/1 clamshells     |               |
| 36                  | Tangerines: 120 count, 47 lbs.                               | case | 700                       | <b>\$12.00</b>                       | <b>\$8,400.00</b> | \$11.50             | \$8,050.00    | \$18.00                         | \$12,600.00   |
|                     | Brand  |      |                           | <b>Fla seasonal availability</b>     |                   |                     |               | misc.                           |               |
|                     | How Packed   |      |                           | <b>120 ct. 4/5 bu.</b>               |                   |                     |               | 40 lb. case                     |               |
| 37                  | Tomatoes, Cherry: 12 pints per flat, U.S. Grade No. 1.       | flat | 145                       | <b>\$13.00</b>                       | <b>\$1,885.00</b> | \$9.00              | \$1,305.00    | \$13.00                         | \$1,885.00    |
|                     | Brand  |      |                           | <b>U.S.</b>                          |                   |                     |               | Eastern, misc.                  |               |
|                     | How Packed   |      |                           | <b>12/1 pt.</b>                      |                   |                     |               | 12/1 pt. flat                   |               |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Fresh Produce-Bid #11-0003

Opened July 13, 2010 at 2:00 p.m.

|                   |  |        |                           | Charles Bliss Produce                    |               | Sheckler Management |               | Weyand Food Distributors, Inc.      |               |
|-------------------|--|--------|---------------------------|--|---------------|---------------------|---------------|-------------------------------------|---------------|
| 1                 | 2  | 3      | 4                         | 5  | 6             | 5                   | 6             | 5                                   | 6             |
| Item #            | Description  | Unit   | Annual Estimated Quantity | Unit Cost                                | Extended Cost | Unit Cost           | Extended Cost | Unit Cost                           | Extended Cost |
| REGULAR PACK      |  |        |                           |  |               |                     |               |                                     |               |
| 38                | Tomatoes, Grape: 12 pints, U.S. Grade No. 1.   | case   | 1,500                     | \$9.00                                   | \$13,500.00   | \$7.00              | \$10,500.00   | \$16.00                             | \$24,000.00   |
|                   | Brand  |        |                           | U.S.                                     |               |                     |               | Eastern, misc.                      |               |
|                   | How Packed   |        |                           | 12/1 pts.                                |               |                     |               | 12/1 pt. flat                       |               |
| 39                | Tomatoes, Red, Firm: 72 count, 25 lbs. per case minimum, U.S. Grade No. 1.             | case   | 900                       | \$10.00                                  | \$9,000.00    | \$8.00              | \$7,200.00    | \$18.00                             | \$16,200.00   |
|                   | Brand  |        |                           | U.S.                                     |               |                     |               | Eastern, misc.                      |               |
|                   | How Packed   |        |                           | 25 # case                                |               |                     |               | 72 ct., 25 lb. bulk 6x6 gassed      |               |
| 40                | Watermelon: 2 count box, 22-26 lbs. each, U.S. Grade No. 1.                            | box    | 1,300                     | \$3.50                                   | \$4,550.00    | \$2.50              | \$3,250.00    | \$7.00                              | \$9,100.00    |
|                   | Brand  |        |                           | U.S. seasonal availability               |               |                     |               | Eastern, misc.                      |               |
|                   | How Packed   |        |                           | 2 ct.                                    |               |                     |               | (2 ct. bid) would rather send 1 ct. |               |
| TOTAL             |  |        |                           |  | \$292,437.50  |                     | \$240,559.00  |                                     | \$367,315.00  |
| SUMMARY BID SHEET |  |        |                           |  |               |                     |               |                                     |               |
| A                 | Transfer to this line the total from the last line of column 6 on the Product Bid Form |        |                           | \$292,437.50                             |               | \$240,559.00        |               | \$367,315.00                        |               |
| B                 | Enter your fixed fee per full unbroken carton  | carton | 8,500                     | \$2.50                                   | \$21,250.00   | \$3.50              | \$29,750.00   | \$2.75                              | \$23,375.00   |
| C                 | Enter your fixed fee per full broken/split carton                                      | carton | 4,000                     | \$1.50                                   | \$6,000.00    | \$3.50              | \$14,000.00   | \$1.75                              | \$7,000.00    |
| D                 | Enter your total cost plus fixed fees from lines A, B, and C, above                    |        |                           | \$319,687.50                             |               | \$284,309.00        |               | \$397,690.00                        |               |
| Notes             |  |        |                           | *adjusted totals for equalization of #24 |               |                     |               |                                     |               |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Fresh Produce-Bid #11-0003

Opened July 13, 2010 at 2:00 p.m.

|  |             |      |                           | <b>Charles Bliss Produce</b>   |               | Sheckler Management  |               | Weyand Food Distributors, Inc.   |               |
|--|-------------|------|---------------------------|--|---------------|--|---------------|--|---------------|
| 1  | 2           | 3    | 4                         | 5  | 6             | 5  | 6             | 5  | 6             |
| Item #   | Description | Unit | Annual Estimated Quantity | Unit Cost  | Extended Cost | Unit Cost  | Extended Cost | Unit Cost  | Extended Cost |
| Location of Distribution Center                              |             |      |                           | <b>Charles Bliss Produce</b>   |               | Sheckler Produce   |               | Weyand Food Distributors, Inc;   |               |
| Name   |             |      |                           | <b>3119 3rd Avenue</b>   |               | 3037 South McCall Road   |               | 2707 East Wilder Avenue  |               |
| Address  |             |      |                           | <b>Tampa, FL 33605</b>   |               | Englewood, FL 34224  |               | Tampa, FL 33610  |               |
| City, State, Zip   |             |      |                           | <b>10 rail car loads</b>   |               | 25,000 sq. ft./19,000 sq. ft. refrigerated   |               | 50,000 sq. ft., 30 million \$ sales volume   |               |
| Capacity of Distribution Center                              |             |      |                           |  |               |  |               |  |               |
| Contach information for Account Manager assigned to the SBSC |             |      |                           |  |               |  |               |  |               |
| Name   |             |      |                           | <b>Jimmy Turner</b>  |               | James Kripp  |               | 1. Jeff Hawkins x110<br>2. Mariane Bellini x103<br>3. John Kuhn x201   |               |
| Address  |             |      |                           | <b>3119 3rd Avenue</b>   |               | 3037 South McCall Road   |               | 2707 East Wilder Avenue  |               |
| City, State, Zip   |             |      |                           | <b>Tampa, FL 33605</b>   |               | Englewood, FL 34224  |               | Tampa, FL 33610  |               |
| Phone Number   |             |      |                           | <b>813-248-6187</b>  |               | 941-468-3637   |               | 813-236-5923   |               |
| Contact  |             |      |                           | <b>Charles Alan Bliss</b>  |               | James Kripp  |               | Jeff Hawkins   |               |
| Address  |             |      |                           | <b>3119 3rd Avenue</b>   |               | 3037 South McCall Road   |               | 2707 East Wilder Avenue  |               |
|  |             |      |                           | <b>Tampa, FL 33605</b>   |               | Englewood, FL 34224  |               | Tampa, FL 33610  |               |
| Telephone  |             |      |                           | <b>813-248-6187</b>  |               | 941-474-1471   |               | 813-236-5923   |               |
| Fax  |             |      |                           | <b>813-248-6611</b>  |               | 941-475-6462   |               | 813-237-8410   |               |
| Federal I.D.   |             |      |                           | <b>590732461</b>   |               | 203844617  |               | 591732553  |               |
| E-Mail Address   |             |      |                           | <a href="mailto:blissproduce@verizon.net">blissproduce@verizon.net</a> |               | <a href="mailto:jimk@shecklerproduce.com">jimk@shecklerproduce.com</a><br><a href="mailto:jshc41054@aol.com">jshc41054@aol.com</a> |               | <a href="mailto:weyandfood@aol.com">weyandfood@aol.com</a><br><a href="mailto:jhawkins@weyandfood.com">jhawkins@weyandfood.com</a> |               |
|  |             |      |                           | Recorded by: Peggy Long      Witnessed by: Carol A. Lichon             |               |  |               |  |               |