



**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  
Dr. Gary Norris, Superintendent  
Mr. Scott Lempe, Associate Superintendent**

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

**TITLE: APPROVAL TO AWARD BID #7039 FOR FLUID MILK AND OTHER DAIRY PRODUCTS**

Bids to provide 'Fluid Milk and Other Dairy Products' were received from three vendors on November 8, 2006. The bid of Velda Farms, LLC, was the best low bid meeting the advertised specifications. 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 Food and Nutrition Services Budget.

**Requested by:**  
Beverly Girard

**Evaluated by:**  
Beverly Girard  
Carolyn LeBlanc  
Randy Sautter

"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: 12-5-06

**Fiscal Impact:**

Not to exceed  
\$975,000.00

**Funding:**

7410 Food Service

**Recommended Motion:** That the bid of Velda Farms, LLC, to provide 'Fluid Milk and Other Dairy Products' in an amount not to exceed \$975,000.00, be approved for award and purchase.

(over)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid tabulation for Fluid Milk and Other Dairy Products - Bid #7039

Bids opened and recorded on November 8, 2006 - 2:00 P.M.

Item & Description		Estimated Usage	M & B Products, Inc.		T.G. Lee Dairy		Velda Farms, LLC	
			Unit Price	Unit Total	Unit Price	Unit Total	Unit Price	Unit Total
1.	MILK, whole white - 8 ounce unit	15,000	\$0.1952	\$ 2,928.00	\$0.23	\$ 3,450.00	\$0.20	\$ 3,000.00
	Brand offered:		Gustafson's		T.G. Lee Dairy		Velda Farms*	
	Packaging:		70 - 8 oz. Cartons/Box		Paper		Gable-Top Paper Carton	
2.	Milk, 2 % low-fat white- 8 ounce unit	825,000	\$0.1870	\$ 154,275.00	\$0.225	\$185,625.00	\$0.1875	\$ 154,687.50
	Brand offered:		Gustafson's		T.G. Lee Dairy		Velda Farms*	
	Packaging:		70 - 8 oz. Cartons/Box		Paper		Gable-Top Paper Carton	
3.	MILK, 1% low-fat white - 8 ounce unit	275,000	\$0.1788	\$ 49,170.00	\$0.22	\$ 60,500.00	\$0.1825	\$ 50,187.50
	Brand offered:		Gustafson's		T.G. Lee Dairy		Velda Farms*	
	Packaging:		70 - 8 oz. Cartons/Box		Paper		Gable-Top Paper Carton	
4.	MILK, ≤ (less than or equal to), 1% low-fat strawberry - 8 ounce unit	625,000	\$0.1863	\$ 116,437.50	\$0.22	\$137,500.00	\$0.1875	\$ 117,187.50
	Brand offered:		Gustafson's		T.G. Lee Dairy		Velda Farms*	
	Packaging:		70 - 8 oz. Cartons/Box		Paper		Gable-Top Paper Carton	
5.	MILK, ½% low-fat chocolate - 8 ounce unit	2,500,000	\$0.1802	\$ 450,500.00	\$0.22	\$550,000.00	\$0.1760	\$ 440,000.00
	Brand offered:		Gustafson's		T.G. Lee Dairy		Velda Farms*	
	Packaging:		70 - 8 oz. Cartons/Box		Paper		Gable-Top Paper Carton	
6.	MILK, skim - 8 ounce unit	100,000	\$0.1752	\$ 17,520.00	\$0.215	\$ 21,500.00	\$0.175	\$ 17,500.00
	Brand offered:		Gustafson's		T.G. Lee Dairy		Velda Farms*	
	Packaging:		70 - 8 oz. Cartons/Box		Paper		Gable-Top Paper Carton	
7.	Milk, ≤ (less than or equal to), 1% chocolate - 16 ounce unit (Healthy Cow, Cool Cow, or equivalent)	100,000	\$0.64	\$ 64,000.00	No Bid	No Bid	\$0.55	\$ 55,000.00
	Brand offered:		Gustafson's		No Bid		Healthy Cow (Velda Farms*)	
	Packaging:		20 - 16 oz./Case		No Bid		Plastic Resealable Bottle	
8.	Milk, ≤ (less than or equal to), 2% vanilla - 16 ounce unit (Healthy Cow, Cool Cow, or equivalent)	50,000	\$0.64	\$ 32,000.00	No Bid	No Bid	\$0.55	\$ 27,500.00
	Brand offered:		Gustafson's		No Bid		Healthy Cow (Velda Farms*)	
	Packaging:		20 - 16 oz./Case		No Bid		Plastic Resealable Bottle	

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Item & Description		Estimated Usage	M & B Products, Inc.		T.G. Lee Dairy		Velda Farms, LLC	
			Unit Price	Unit Total	Unit Price	Unit Total	Unit Price	Unit Total
9.	Milk, ≤ (less than or equal to), 2% strawberry - 16 ounce unit (Healthy Cow, Cool Cow or equivalent)	20,000	\$0.64	\$ 12,800.00	No Bid	No Bid	\$0.55	\$ 11,000.00
	Brand offered:		Gustafson's		No Bid		Healthy Cow (Velda Farms*)	
	Packaging:		20 - 16 oz./Case		No Bid		Plastic Resealable Bottle	
10.	COTTAGE CHEESE, small curd - 2% milk fat 5 pound unit	800	\$6.00	\$ 4,800.00	\$6.25	\$ 5,000.00	\$6.25	\$ 5,000.00
	Brand offered:		Morning Song		Dean Foods Company		Dairy Fresh	
	Packaging:		4 - 5 Pound/Case		Plastic		Plastic Tub	
11.	SOUR CREAM - 5 pound unit	600	\$6.00	\$ 3,600.00	\$6.25	\$ 3,750.00	\$5.75	\$ 3,450.00
	Brand offered:		Dixie Fresh		Dean Foods Company		Southeast Dairy	
	Packaging:		4 - 5 Pound/Case		Plastic		Plastic Tub	
12.	ORANGE JUICE, 100% Florida - (from concentrate) 8 ounce unit	400,000	\$0.2252	\$ 90,080.00	\$0.27	\$108,000.00	\$0.1925	\$ 77,000.00
	Brand offered:		Mr. J.		T.G. Lee Dairy/McArthur		Sol Tropical (Velda Farms)	
	Packaging:		70 - 8 oz./Box		Paper		Gable-Top Paper Carton	
Total lump bid on estimated usage:			<b>\$998,110.50</b>		<b>\$1,075,325.00</b>		<b>\$961,512.50</b>	
Delivery or completion calendar days after receipt of purchase order:			5		2		2	
Notes:							*Milk cost based on November 2006 raw milk costs.	
<b>Company Name:</b>			M & B Products, Inc.		T.G. Lee Dairy		Velda Farms, LLC*	
<b>Contact Name:</b>			Rocky Lovelace		William Giovanetti		James E. Green	
<b>Address:</b>			8601 Harvey Road		315 N. Bumby Avenue		402 S. Kentucky Avenue, Suite #500	
			Tampa, FL 33637		Orlando, FL 32803		Lakeland, FL 33801	
<b>Phone:</b>			800-899-7255		407-894-4941		863-686-4441/ 800-795-4649	
<b>Fax:</b>			813-980-6596		407-895-5571		863-686-7792	
<b>Federal ID#:</b>			59-2827854		59-1379635		65-0535168	
<b>E-Mail:</b>			<a href="mailto:rocky@mbproducts.com">rocky@mbproducts.com</a>				<a href="mailto:jim.green@veldafarms.com">jim.green@veldafarms.com</a>	
<b>Recorded By:</b> Michelle F. Miller			<b>Witnessed By:</b> Candy Bellew					