



**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 #12-0104 FOR FLUID MILK**

Bids to provide 'Fluid Milk' were received from four vendors on June 22, 2011. The bid of M & B Products, Inc., 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

"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: 07-12-11

**Fiscal Impact:**

Not to exceed  
\$1,650,000.00

**Funding:**

Food and Nutrition  
Services Funding

**Recommended Motion:** That the bid of M & B Products, Inc., to provide 'Fluid Milk' in an amount not to exceed \$1,650,000.00, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Fluid Milk - Bid #12-0104

Opened June 22, 2011 - 2:00 p.m.

Item #	Description	ESTIMATED USAGE	Clover Creek Foods		M & B Products, Inc.	
			UNIT PRICE	UNIT TOTAL	UNIT PRICE	UNIT TOTAL
TO BE AWARDED ALL OR NONE						
1.	MILK, whole white - 8 ounce unit	20,000	\$0.2763	\$5,526.00	\$0.2441	\$4,882.00
	Brand offered:		Velda		Cool Cow	
	Indicate packaging:		50/case		8 oz gable top carton packed in 35 count recyclable corrugated tray	
2.	MILK, 1% low-fat white - gallon unit	1,200	\$3.90	\$4,680.00	\$3.40	\$4,080.00
	Brand offered:		Velda		Sunny Florida	
	Indicate packaging:		per unit		4-1 gallon units per case	
3.	MILK, 1% low-fat white - 8 ounce unit	380,000	\$0.2469	\$93,822.00	\$0.2282	\$86,716.00
	Brand offered:		Velda		Cool Cow	
	Indicate packaging:		50/case		8 oz gable top carton packed in 35 count recyclable corrugated tray	
4.	MILK, ½% or less low-fat strawberry, maximum 22 grams sugar - 8 ounce unit, Gable Top	900,000	\$0.262	\$235,800.00	\$0.2338	\$210,420.00
	Brand offered:		Velda		Cool Cow	
	Indicate packaging:		50/case		8 oz gable top carton packed in 35 count recyclable corrugated tray	
5.	MILK, ½% or less low-fat chocolate, maximum 22 grams sugar - 8 ounce unit, Gable Top	5,200,000	\$0.2639	\$1,372,280.00	\$0.2275	\$1,183,000.00
	Brand offered:		Velda			
	Indicate packaging:		50/per case		8 oz gable top carton packed in 35 count recyclable corrugated tray	
6.	MILK, ½% or less low-fat chocolate - maximum 22 grams sugar - 8 ounce unit, Pouch	5,200,000			\$0.2175	\$1,131,000.00
	Brand offered:				Cool Cow	
	Indicate packaging:				8 oz. pouch packed in 60 count recyclable corrugated box	

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Tabulation for Fluid Milk - Bid #12-0104

Opened June 22, 2011 - 2:00 p.m.

Item #	Description	ESTIMATED USAGE	Sunny Florida Dairy		T.G. Lee Dairy	
			UNIT PRICE	UNIT TOTAL	UNIT PRICE	UNIT TOTAL
TO BE AWARDED ALL OR NONE						
1.	MILK, whole white - 8 ounce unit	20,000	\$0.2577	\$5,154.00	\$0.27	\$5,400.00
	Brand offered:		Sunny Florida Dairy/T.G. Lee		T.G. Lee	
	Indicate packaging:		carton		carton	
2.	MILK, 1% low-fat white - gallon unit	1,200	\$3.50	\$4,200.00	\$3.75	\$4,500.00
	Brand offered:		Sunny Florida Dairy/T.G. Lee		T.G. Lee	
	Indicate packaging:		HDPE bottle		plastic	
3.	MILK, 1% low-fat white - 8 ounce unit	380,000	\$0.2317	\$88,046.00	\$0.255	\$96,900.00
	Brand offered:		Sunny Florida Dairy/T.G. Lee		T.G. Lee	
	Indicate packaging:		carton		carton	
4.	MILK, ½% or less low-fat strawberry, maximum 22 grams sugar - 8 ounce unit, Gable Top	900,000	\$0.2399	\$215,910.00	\$0.27	\$243,000.00
	Brand offered:		Sunny Florida Dairy/T.G. Lee		T.G. Lee	
	Indicate packaging:		carton		carton	
5.	MILK, ½% or less low-fat chocolate, maximum 22 grams sugar - 8 ounce unit, Gable Top	5,200,000	\$0.231	\$1,201,200.00	\$0.26	\$1,352,000.00
	Brand offered:		Sunny Florida Dairy/T.G. Lee		T.G. Lee	
	Indicate packaging:		carton		carton	
	Optional - Pouch					
6.	MILK, ½% or less low-fat chocolate - maximum 22 grams sugar - 8 ounce unit, Pouch	5,200,000				
	Brand offered:					
	Indicate packaging:					

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Item #	Description	ESTIMATED USAGE	Clover Creek Foods		M & B Products, Inc.	
			UNIT PRICE	UNIT TOTAL	UNIT PRICE	UNIT TOTAL
TO BE AWARDED ALL OR NONE						
7.	MILK, skim - 8 ounce unit, Gable Top	170,000	\$0.246	\$41,820.00	<b>\$0.219</b>	<b>\$37,230.00</b>
	Brand offered:		Velda		Cool Cow	
	Indicate packaging:		50/case		8 oz gable top carton packed in 35 count recyclable corrugated tray	
TOTAL LUMP SUM BID			\$1,753,928.00		\$1,526,328.00	
NOTES					Will discount 8 oz gable top milk carton prices .01 cent, if upon mutual agreement other flavors are chosen in 8 oz container.	
Contact Name:			Ivan Wishard		Dale McClellan	
Address:			6050 Siesta Lane		8601 Harney Road	
			Port Richey, FL 34668		Temple Terrace, FL 33637	
Phone:			727-849-6579		813-988-2211	
Fax:			727-842-9973		813-980-6596	
Federal ID#:			592851297		592827854	
E-Mail Address:					<a href="mailto:dale@mbproducts.com">dale@mbproducts.com</a>	

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Tabulation for Fluid Milk - Bid #12-0104

Opened June 22, 2011 - 2:00 p.m.

Item #	Description	ESTIMATED USAGE	Sunny Florida Dairy		T.G. Lee Dairy	
			UNIT PRICE	UNIT TOTAL	UNIT PRICE	UNIT TOTAL
TO BE AWARDED ALL OR NONE						
7.	MILK, skim - 8 ounce unit, Gable Top	170,000	\$0.222	\$37,740.00	\$0.245	\$41,650.00
	Brand offered:				T.G. Lee	
	Indicate packaging:				carton	
TOTAL LUMP SUM BID				\$1,552,250.00		\$1,743,450.00
NOTES						
Contact Name:			Dan Page		Bill Giovanetti	
Address:			2209 North 40th Street		315 North Bumby Avenue	
			Tampa, FL 33605		Orlando, FL 32803	
Phone:			813-248-3151		800-432-4872	
Fax:			813-248-6254		407-895-5571	
Federal ID#:			591955638		98492004	
E-Mail Address:			<a href="mailto:lguagliardo@sunnyfloridadairy.com">lguagliardo@sunnyfloridadairy.com</a>		<a href="mailto:bill_giovanetti@deanfoods.com">bill_giovanetti@deanfoods.com</a>	
			Recorded by: Peggy Long		Witnessed by: Carol A. Lichon	