



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 #15-0104 FOR FLUID MILK

Bids to provide 'Fluid Milk' were received from four vendors on June 19, 2014. 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: 07/15/2014

Fiscal Impact:

Not to exceed
\$1,650,000.00

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 as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Fluid Milk - Bid #15-0104

Opened June 19, 2014 at 2:00 p.m.

TO BE AWARDED ALL OR NONE			Borden Dairy Company of Florida		Dean Dairy Holdings, LLC dba McArthur Dairy, LLC	
Item #	Description	ESTIMATED USAGE	UNIT PRICE	UNIT TOTAL	UNIT PRICE	UNIT TOTAL
1	MILK, whole white - 8 ounce unit, Gable Top	6,500	\$0.2692	\$1,749.80	\$0.2645	\$1,719.25
	Brand offered:		Borden		McArthur	
	Indicate packaging:		Paper Carton		Paper	
2	MILK, 1% low-fat white - gallon unit	1,800	\$3.63	\$6,534.00	\$4.10	\$7,380.00
	Brand offered:		Borden		McArthur	
	Indicate packaging:		Plastic Jug		Plastic	
3	MILK, 1% low-fat white - 8 ounce unit, Gable Top	1,000,000	\$0.2541	\$254,100.00	\$0.2495	\$249,500.00
	Brand offered:		Borden		McArthur	
	Indicate packaging:		Paper Carton		Paper	
4	MILK, 1/2% or less low-fat strawberry, maximum 22 grams sugar - 8 ounce unit, Gable Top	500,000	\$0.2582	\$129,100.00	\$0.2495	\$124,750.00
	Brand offered:		Borden		McArthur	
	Indicate packaging:		Paper Carton		Paper	
5	MILK, 1/2% or less low-fat chocolate, maximum 22 grams sugar - gallon unit	500			\$4.60	\$2,300.00
	Brand offered: REJECT				McArthur	
	Indicate packaging:				Plastic	

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TO BE AWARDED ALL OR NONE			M & B Products, Inc.		Sunny Florida Dairy	
Item #	Description	ESTIMATED USAGE	UNIT PRICE	UNIT TOTAL	UNIT PRICE	UNIT TOTAL
1	MILK, whole white - 8 ounce unit, Gable Top	6,500	\$0.2614	\$1,699.10	\$0.2653	\$1,724.45
	Brand offered:		Cool Cow, M & B Products, Inc.		T.G. Lee	
	Indicate packaging:		8 oz, gable top carton packed in 35 ct recyclable corrugated tray.		Sunny Florida Dairy	
2	MILK, 1% low-fat white - gallon unit	1,800	\$3.63	\$6,534.00	\$3.64	\$6,552.00
	Brand offered:		Sunny Florida		T.G. Lee	
	Indicate packaging:		plastic			
3	MILK, 1% low-fat white - 8 ounce unit, Gable Top	1,000,000	\$0.2363	\$236,300.00	\$0.2502	\$250,200.00
	Brand offered:		Cool Cow, M & B Products, Inc.		T.G. Lee	
	Indicate packaging:		8 oz, gable top carton packed in 35 ct recyclable corrugated tray.		Sunny Florida Dairy	
4	MILK, 1/2% or less low-fat strawberry, maximum 22 grams sugar - 8 ounce unit, Gable Top	500,000	\$0.2384	\$119,200.00	\$0.2561	\$128,050.00
	Brand offered:		Cool Cow, M & B Products, Inc.		T.G. Lee	
	Indicate packaging:		8 oz, gable top carton packed in 35 ct recyclable corrugated tray.		True Moo	
5	MILK, 1/2% or less low-fat chocolate, maximum 22 grams sugar - gallon unit	500	\$3.68*	\$1,840.00	\$4.00	\$2,000.00
			\$6.00**	\$3,000.00	1%	
	Brand offered:		*Price is based on 16 Cool Cow - 1/2 pints which is equivalent to 1 gallon of product.		T.G. Lee	
	Indicate packaging:		**Price is based on 1 plastic gallon of 1% chocolate, we were unable to locate 1/2% or less chocolate gallon.			
			16 - 1/2 pints/or Plastic Gallon			

REJECT

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Item #	Description	ESTIMATED USAGE	UNIT PRICE	UNIT TOTAL	UNIT PRICE	UNIT TOTAL
6	MILK, 1/2% or less low-fat chocolate, maximum 22 grams sugar - 8 ounce unit, Gable Top	4,000,000	\$0.2520	\$1,008,000.00	\$0.2495	\$998,000.00
Brand offered:			Borden		McArthur	
Indicate packaging:			Paper Carton		Paper	
7	MILK, skim - 8 ounce unit, Gable Top	250,000	\$0.2454	\$61,350.00	\$0.2445	\$61,112.50
Brand offered:			Borden		McArthur	
Indicate packaging:			Paper Carton		Paper	
TOTAL LUMP SUM BID			\$1,460,833.80		\$1,444,761.75	
Notes						
Contact			Dennis Roberts		Bill Giovanetti	
Address			308 Avenue G, SW		240 NE 71 Street	
			Winter Haven, FL 33880		Miami, FL 33138	
Phone			863-297-7300		305-514-8890	
Fax			863-297-7402		305-514-8868	
Federal ID #			650535168		390318390	
Email			dennis.roberts@borden-dairy.com		bill_giovanetti@deanfoods.com	

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Item #	Description	ESTIMATED USAGE	UNIT PRICE	UNIT TOTAL	UNIT PRICE	UNIT TOTAL
6	MILK, 1/2% or less low-fat chocolate, maximum 22 grams sugar - 8 ounce unit, Gable Top	4,000,000	\$0.2297	\$918,800.00	\$0.2498	\$999,200.00
	Brand offered:		Cool Cow, M & B Products, Inc.		T.G. Lee	
	Indicate packaging:		8 oz, gable top carton packed in 35 ct recyclable corrugated tray.		Tru Moo	
7	MILK, skim - 8 ounce unit, Gable Top	250,000	\$0.2284	\$57,100.00	\$0.2413	\$60,325.00
	Brand offered:		Cool Cow, M & B Products, Inc.		T.G. Lee	
	Indicate packaging:		8 oz, gable top carton packed in 35 ct recyclable corrugated tray.			
TOTAL LUMP SUM BID			\$1,341,473.10		\$1,448,051.45	
			\$1,342,633.10			
Notes						
Contact			Dale McClellan		Dan Page	
Address			8601 Harney Road		2209 North 40th Street	
			Temple Terrace, FL 33637		Tampa, FL 33605	
Phone			813-988-2211		813-248-3151	
Fax			813-980-6596		813-248-6254	
Federal ID #			592827854		591955638	
Email			dale@mbproducts.com		dpage@sunnyfloridadairy.com	
			Recorded by: Nikki Brock		Witnessed by: Joyce E. Haney	