


**MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: David Seward, Purchasing Manager 
DATE: September 12, 2006
SUBJECT: Approve the Award of Bid No. 9596 to Pro Pacific Fresh for Produce in the Maximum Amount of \$70,000.00

ACTION REQUESTED

Approve the award of Bid No. 9596 for Produce to Pro Pacific Fresh of Sacramento, CA for produce for Probation's Central Kitchen, and authorize the Purchasing Manager to sign the resulting blanket purchase order in the maximum amount of \$70,000.00.

BACKGROUND

Probation's Central Kitchen requires a blanket purchase order for produce for meals that they prepare for the Placer County Jail and Juvenile Detention Facility. A bid solicitation was created using the most commonly used produce items.

Bids were sent out to thirteen vendors and posted on Procurement's website. Five vendors responded. One bid was incomplete and was rejected. Four vendors submitted complete bids. The bid specified the option to award by category, line item or all-or-none, whichever is in the best interest of the County. Pro Pacific Fresh was the lowest overall bidder.

The complete bid evaluation is shown in Attachment A.

FISCAL IMPACT

Central Kitchen has requested a BPO in the maximum amount of \$70,000.00 for the period September 12, 2006 to June 30, 2007. The Probation department has budgeted appropriately for these expenditures.

CC: Chris Artim, Probation

Attachment

COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 9596
 Title: Fresh Produce
 Due Date: August 15, 2006

Buyer Name: Shery Meschede
 Phone: 530-889-4252
 Estimated Award Date: September 12, 2006
 (Recommended award is highlighted)

Category / Fruit	Name of Firm City/State	Telephone Fax Number FOB Delivery Time LVP Certified? (1) Invoice Terms (2)	Estimated Annual Rqmts	Sysco Food Service Pleasant Grove, CA			Pro Pacific Fresh Sacramento, CA			Superior Produce Sacramento, CA			General Produce Sacramento, CA										
				Published Unit Price	Margin	Net Unit Cost	Published Unit Price	Margin	Net Unit Cost	Published Unit Price	Margin	Net Unit Cost	Published Unit Price	Margin	Net Unit Cost								
1 Apples, Fuji 10# bag			80	\$ 39.32	\$ 1.75	\$ 41.07	\$ 3,285.60	\$ 9.50	\$(0.56)	\$ 8.94	\$ 715.20	\$ 4.50	\$ 1.00	\$ 5.50	\$ 440.00	\$ 5.00	\$ 2.15	\$ 7.15	\$ 572.00				
2 Apples, Red Delicious, 125 ct			472	\$ 26.42	\$ 1.75	\$ 28.17	\$ 13,296.24	\$ 19.50	\$(6.00)	\$ 13.50	\$ 6,372.00	\$ 19.50	\$ 2.00	\$ 21.50	\$ 10,148.00	\$ 22.75	\$ 2.75	\$ 25.50	\$ 12,036.00				
3 Bananas, 150 pr ctn			100	\$ 13.50	\$ 1.75	\$ 15.25	\$ 1,525.00	\$ 13.00	\$(0.50)	\$ 12.50	\$ 1,250.00	\$ 10.30	\$ 2.00	\$ 12.30	\$ 1,230.00	\$ 11.00	\$ 2.75	\$ 13.75	\$ 1,375.00				
4 Cantaloupe Melon, 12 pr case			36	\$ 9.14	\$ 1.75	\$ 10.89	\$ 392.04	\$ 10.50	\$(2.00)	\$ 8.50	\$ 306.00	\$ 10.00	\$ 2.00	\$ 12.00	\$ 432.00	\$ 12.50	\$ 2.75	\$ 15.25	\$ 549.00				
5 Grapes, Green table, seedless 2 lb bag			64	\$ 22.40	\$ 1.75	\$ 24.15	\$ 1,545.60	\$ 2.44	\$ 0.19	\$ 2.63	\$ 168.32	\$ 2.45	\$ 1.00	\$ 3.45	\$ 220.80	\$ 2.32	\$ 0.98	\$ 3.30	\$ 211.20				
6 Grapes, Red table, seedless, 2 lb bag			176	\$ 18.42	\$ 1.75	\$ 20.17	\$ 3,549.92	\$ 2.00	\$ 0.30	\$ 2.30	\$ 404.80	\$ 2.45	\$ 1.00	\$ 3.45	\$ 607.20	\$ 2.26	\$ 0.99	\$ 3.25	\$ 572.00				
7 Honeydew Melon, 6 pr case			56	\$ 8.09	\$ 1.75	\$ 9.84	\$ 551.04	\$ 7.00	\$(0.25)	\$ 6.75	\$ 378.00	\$ 6.50	\$ 2.00	\$ 8.50	\$ 476.00	\$ 7.00	\$ 2.75	\$ 9.75	\$ 546.00				
8 Lemons, 12 pr case			8	\$ 9.10	\$ 1.75	\$ 10.85	\$ 607.60	\$ 2.84	\$(0.19)	\$ 2.65	\$ 148.40	\$ 2.88	\$ 1.00	\$ 3.88	\$ 217.28	\$ 3.40	\$ 1.15	\$ 4.55	\$ 254.80				
9 Peas, 80 ct tray pack			60	\$ 13.50	\$ 1.75	\$ 15.25	\$ 915.00	\$ 36.00	\$(6.00)	\$ 30.00	\$ 240.00	\$ 39.00	\$ 2.00	\$ 41.00	\$ 328.00	\$ 26.00	\$ 2.75	\$ 28.75	\$ 230.00				
10 Pineapple, 7 pr case			672	\$ 14.68	\$ 1.75	\$ 16.43	\$ 11,040.96	\$ 12.00	\$(1.00)	\$ 11.00	\$ 660.00	\$ 12.50	\$ 2.00	\$ 14.50	\$ 870.00	\$ 12.00	\$ 2.75	\$ 14.75	\$ 885.00				
11 Strawberries, 12 pt flat			12	\$ 13.35	\$ 1.75	\$ 15.10	\$ 181.20	\$ 15.00	\$(0.50)	\$ 14.50	\$ 138.00	\$ 15.00	\$ 2.00	\$ 17.00	\$ 11,424.00	\$ 16.00	\$ 2.75	\$ 18.75	\$ 12,600.00				
13 Parsley, 3 burlaps per bag			8	\$ 6.12	\$ 1.75	\$ 7.87	\$ 82.96	\$ 0.55	\$(0.05)	\$ 0.50	\$ 4.00	\$ 0.60	\$ 0.50	\$ 1.10	\$ 8.80	\$ 0.50	\$ 0.20	\$ 0.70	\$ 5.60				
				Subtotal				\$ 36,953.16	Subtotal				\$ 20,528.72	Subtotal				\$ 26,570.08	Subtotal				\$ 30,025.60
				7.25% Sales Tax				\$	7.25% Sales Tax				\$	7.25% Sales Tax				\$	7.25% Sales Tax				\$
				Freight				\$	Freight				\$	Freight				\$	Freight				\$
				Bid Total				\$ 36,953.16	Bid Total				\$ 20,528.72	Bid Total				\$ 26,570.08	Bid Total				\$ 30,025.60
				LVP				\$	LVP				\$	LVP				\$	LVP				\$
				Prompt Pay Disc				\$	Prompt Pay Disc				\$	Prompt Pay Disc				\$	Prompt Pay Disc				\$
				Ref. Price				\$ 36,953.16	Ref. Price				\$ 20,528.72	Ref. Price				\$ 26,570.08	Ref. Price				\$ 30,025.60

(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.
 (2) Invoice Terms of less than 20 days cannot be considered.

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Category	Item Description	Estimated Annual Qty	Sysco Food Service				Pro Pacific Fresh				Superior Produce				General Produce			
			Published Unit Price	Margin	Net Unit Cost	Extension	Published Unit Price	Margin	Net Unit Cost	Extension	Published Unit Price	Margin	Net Unit Cost	Extension	Published Unit Price	Margin	Net Unit Cost	Extension
1	Beef Pepper, Green, 25 lb pr case	124	\$ 12.75	\$ 1.75	\$ 14.50	\$ 1,798.00	\$ 8.25	\$ (0.25)	\$ 8.50	\$ 1,023.00	\$ 10.00	\$ 2.00	\$ 12.00	\$ 1,488.00	\$ 9.50	\$ 2.75	\$ 12.25	\$ 1,519.00
2	Bell Pepper, Red 2 lb bag	96	\$ 21.90	\$ 1.75	\$ 23.65	\$ 2,270.40	\$ 1.39	\$ (0.21)	\$ 1.60	\$ 133.44	\$ 1.70	\$ 1.00	\$ 2.70	\$ 259.20	\$ -1.28	\$ 0.57	\$ 1.85	\$ 177.60
3	Cabbage, green 50 lb case	304	\$ 12.85	\$ 1.75	\$ 14.60	\$ 4,438.40	\$ 9.50	\$ (1.00)	\$ 10.50	\$ 2,888.00	\$ 9.00	\$ 2.00	\$ 11.00	\$ 3,344.00	\$ 10.00	\$ 2.75	\$ 12.75	\$ 3,876.00
4	Cabbage, red 24 lb case	84	\$ 5.70	\$ 1.75	\$ 7.45	\$ 625.80	\$ 9.00	\$ (1.00)	\$ 10.00	\$ 756.00	\$ 10.00	\$ 2.00	\$ 12.00	\$ 1,008.00	\$ 10.50	\$ 2.75	\$ 13.25	\$ 1,113.00
5	Carrots, Jumbo 25lb sack	316	\$ 8.15	\$ 1.75	\$ 9.90	\$ 3,128.40	\$ 7.50	\$ (1.50)	\$ 9.00	\$ 2,370.00	\$ 6.00	\$ 2.00	\$ 8.00	\$ 2,528.00	\$ 7.00	\$ 2.75	\$ 9.75	\$ 3,081.00
6	Celery Stalk bunches, 24 lb case	200	\$ 18.79	\$ 1.75	\$ 20.54	\$ 3,708.00	\$ 12.00	\$ (1.00)	\$ 13.00	\$ 2,400.00	\$ 11.00	\$ 2.00	\$ 13.00	\$ 2,600.00	\$ 21.00	\$ 2.75	\$ 23.75	\$ 4,750.00
7	Cucumber 25lb case	324	\$ 12.50	\$ 1.75	\$ 14.25	\$ 4,617.00	\$ 11.50	\$ (1.50)	\$ 13.00	\$ 3,726.00	\$ 14.00	\$ 2.00	\$ 16.00	\$ 5,184.00	\$ 16.00	\$ 2.75	\$ 18.75	\$ 6,075.00
8	Lettuce, Green Leaf, 24 pr case	720	\$ 10.04	\$ 1.75	\$ 11.79	\$ 2,679.00	\$ 11.50	\$ (2.00)	\$ 13.50	\$ 2,508.00	\$ 13.50	\$ 2.00	\$ 15.50	\$ 3,534.00	\$ 14.50	\$ 2.75	\$ 17.25	\$ 3,993.00
9	Lettuce, Iceberg, 24 pr case	228	\$ 7.15	\$ 1.75	\$ 8.90	\$ 1,673.20	\$ 8.50	\$ (0.29)	\$ 9.79	\$ 1,673.20	\$ 9.00	\$ 2.00	\$ 11.00	\$ 7,920.00	\$ 14.00	\$ 2.75	\$ 16.75	\$ 12,060.00
10	Onion, 3 bundles pr pack	188	\$ 13.13	\$ 1.75	\$ 14.88	\$ 3,987.84	\$ 8.50	\$ (1.50)	\$ 10.00	\$ 2,278.00	\$ 7.00	\$ 2.00	\$ 9.00	\$ 4,412.00	\$ 8.00	\$ 2.75	\$ 10.75	\$ 2,881.00
11	Onion, red 25 lb bag	268	\$ 12.15	\$ 1.75	\$ 13.90	\$ 15,679.20	\$ 11.50	\$ (1.00)	\$ 12.50	\$ 12,972.00	\$ 11.00	\$ 2.00	\$ 13.00	\$ 14,664.00	\$ 11.00	\$ 2.75	\$ 13.75	\$ 15,510.00
12	Pre-cut salad mix, 4 5lb bags pr case	1128	\$ 9.95	\$ 1.75	\$ 11.70	\$ 93.60	\$ 10.50	\$ (0.94)	\$ 12.00	\$ 84.00	\$ 8.25	\$ 2.00	\$ 10.25	\$ 82.00	\$ 8.10	\$ 2.75	\$ 10.85	\$ 86.80
13	Parsley, 3 bundles per bag	8	\$ 11.00	\$ 1.75	\$ 12.75	\$ 255.00	\$ 20.50	\$ (0.50)	\$ 21.00	\$ 410.00	\$ 21.00	\$ 2.00	\$ 23.00	\$ 460.00	\$ 16.00	\$ 2.75	\$ 18.75	\$ 375.00
14	Potatoes, Red 50 lb sack	20	\$ 13.56	\$ 1.75	\$ 15.31	\$ 367.44	\$ 11.00	\$ (1.50)	\$ 12.50	\$ 264.00	\$ 11.50	\$ 2.00	\$ 13.50	\$ 324.00	\$ 14.00	\$ 2.75	\$ 16.75	\$ 402.00
15	Potatoes, Russet baking, 50lb case	24	\$ 12.70	\$ 1.75	\$ 14.45	\$ 2,947.80	\$ 9.25	\$ (0.25)	\$ 9.50	\$ 1,887.00	\$ 9.50	\$ 2.00	\$ 11.50	\$ 2,346.00	\$ 9.00	\$ 2.75	\$ 11.75	\$ 2,397.00
16	Tomatoes, 2 layer pak	204																
			Subtotal		\$ 56,757.88	\$ 42,293.40		Subtotal	\$ 42,293.40	Subtotal		\$ 48,595.00	\$ 48,595.00	Subtotal		\$ 58,574.80	\$ 58,574.80	
			7.25% Sales Tax					7.25% Sales Tax		7.25% Sales Tax				7.25% Sales Tax				
			Freight					Freight		Freight				Freight				
			Bid Total		\$ 56,757.88	\$ 42,293.40		Bid Total	\$ 42,293.40	Bid Total		\$ 48,595.00	\$ 48,595.00	Bid Total		\$ 58,574.80	\$ 58,574.80	
			LVP					LVP		LVP				LVP				
			Prompt Pay Disc					Prompt Pay Disc		Prompt Pay Disc				Prompt Pay Disc				
			Ref. Price		\$ 66,767.88	\$ 42,293.40		Ref. Price	\$ 42,293.40	Ref. Price		\$ 48,595.00	\$ 48,595.00	Ref. Price		\$ 58,574.80	\$ 58,574.80	

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(2) Invoice Terms of less than 20 days cannot be considered.

Category	Item Description	Estimated Annual Qty	Sysco Food Service				Pro Pacific Fresh				Superior Produce				General Produce			
			Published Unit Price	Margin	Net Unit Cost	Extension	Published Unit Price	Margin	Net Unit Cost	Extension	Published Unit Price	Margin	Net Unit Cost	Extension	Published Unit Price	Margin	Net Unit Cost	Extension
1	Baby Dill	20	No Bid				\$ 0.58	\$ 0.10	\$ 0.68	\$ 13.60	0.6	\$ 0.40	\$ 1.00	0.59	\$ 0.280	\$ 0.85	\$ 11.56	
2	Basil	8	No Bid				0.63	\$ 0.10	\$ 0.73	5.84	0.7	\$ 0.40	\$ 1.10	0.63	\$ 0.280	\$ 0.89	\$ 5.20	
			Subtotal				Subtotal		\$ 19.44	Subtotal		\$ 28.80	\$ 28.80	Subtotal		\$ 16.76	\$ 16.76	
			7.25% Sales Tax				7.25% Sales Tax			7.25% Sales Tax				7.25% Sales Tax				
			Freight				Freight			Freight				Freight				
			Bid Total				Bid Total		\$ 19.44	Bid Total		\$ 28.80	\$ 28.80	Bid Total		\$ 16.76	\$ 16.76	
			LVP				LVP			LVP				LVP				
			Prompt Pay Disc				Prompt Pay Disc			Prompt Pay Disc				Prompt Pay Disc				
			Ref. Price				Ref. Price		\$ 19.44	Ref. Price		\$ 28.80	\$ 28.80	Ref. Price		\$ 16.76	\$ 16.76	
			Total Bid Amt		\$ 93,711.04	\$ 62,841.56	Total Bid Amt	\$ 62,841.56	Total Bid Amt	\$ 75,193.88	Total Bid Amt	\$ 88,617.16	Total Bid Amt	\$ 88,617.16				

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(2) Invoice Terms of less than 20 days cannot be considered.

Ranking

1 Pro Pacific Fresh \$ 62,841.56
 2 Superior Produce \$ 75,193.88
 3 General Produce \$ 88,617.16
 4 Sysco Food Service \$ 93,711.04

Savings \$ 12,352.32

