


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

TO: Honorable Board of Supervisors
FROM: David Seward, Purchasing Manager 
DATE: July 11, 2006
SUBJECT: Recommendation to Approve Award of Bid No. 9594 to Good Source Solutions and Mad Butcher Meat Co. for Meat Products in the Maximum Amount of \$200,000.00

ACTION REQUESTED

Approve the award of Bid No. 9594 for Meat Products to Good Source Solutions of Carlsbad, CA and Mad Butcher Meat Co. of Sacramento, CA for meat products for Probation's Central Kitchen, and authorize the Purchasing Manager to sign the resulting blanket purchase orders in the maximum amount of \$200,000.00 and to transfer funds between BPOs on an as needed basis.

BACKGROUND

Probation's Central Kitchen requires blanket purchase orders for meat products for their day-to-day meal planning for the Placer County Jail and Juvenile Detention Facility. A bid solicitation was created using the most commonly used products.

Bids were sent out to twelve vendors and posted on the County's Procurement website. Four vendors responded to the solicitation. Mad Butcher Meat Co. was the only bidder to bid all items. Good Source Solutions was the low bidder on six items representing 53% of the annual expenditures. The items Mad Butcher was lowest on represented 34% of the annual expenditures. Sysco Foods and DDC Foodservice were lowest on a small percentage of the annual expenditures and do not warrant award of additional BPOs.

It is recommended a split award be made to Mad Butcher and Good Source. The split award will allow the Central Kitchen to utilize both vendors for the best possible pricing available at the time of purchase.

Bid evaluation is attached.

FISCAL IMPACT

Central Kitchen has requested BPOs in the amount of \$200,000.00. Based on the above bid analysis, it is recommended that a BPO be awarded to Mad Butcher Meat Co. in the amount of \$90,000.00 and to Good Source Solutions in the amount of \$110,000.000. The Probation department has budgeted appropriately for these expenditures.

CC: Chris Artim, Probation



BID EVALUATION & AWARD RECOMMENDATION

Bid No. 9597
Title: Meat Products
Due Date: 6/13/06

Buyer Name: Shery Meschede
Phone: 530-889-4252
Estimated Award Date: 7/11/06

(Recommended award is highlighted)

Name of Firm City/State		Sysco Food Services Pleasant Grove, CA			Mad Butcher Meat Co. Sacramento, CA			DDC Foodservice W. Sacramento, CA			Good Source Solutions Carlsbad, CA 92008		
Telephone		916-569-7000			916-383-4943			800-332-3478			800-813-5124		
Fax Number		916-569-7001			916-383-1018			916-372-1765			858-646-5891		
FOB Delivery Time					1 Day ARO						3-7 days ARO		
LVP Certified? (1)		No			No						No		
Invoice Terms (2)		N/30			N/30						N/30		
Mark-up		15.00%			8.00%			8.00%			not specified		
Item No.	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension		
Dry Goods													
1	Beef Franks, 6" 6 per pound	280	\$ 1.82	\$ 509.60	\$ 1.79	\$ 501.20	\$ 2.72	\$ 761.60			no bid		
2	Beef Patty, 80/20 3 pr lb IQF, Pre-cooked	280	\$ 3.49	\$ 977.20	\$ 1.49	\$ 417.20	no bid				no bid		
3	Beef Stew meat, lean un-cooked frozen	3360	\$ 2.40	\$ 8,064.00	\$ 1.99	\$ 6,686.40	\$ 3.03	\$ 10,180.80	\$ 2.35	\$ 7,896.00			
4	Beef Patty, Charbroil, 4 oz pre-cooked IQF	4920	\$ 2.73	\$ 13,431.60	\$ 1.50	\$ 7,380.00	\$ 2.19	\$ 10,774.80	\$ 1.38	\$ 6,789.60			
5	Ground Beef, 80/20 fine ground	12000	\$ 1.57	\$ 18,840.00	\$ 1.39	\$ 16,680.00	\$ 1.61	\$ 19,320.00			no bid		
6	Salisbury Steak 3-4oz pre-cooked IQF	6840	\$ 1.99	\$ 13,611.60	\$ 1.50	\$ 10,260.00	\$ 2.16	\$ 14,774.40	\$ 1.38	\$ 9,439.20			
7	Beef Strips, Sliced, un-cooked	1600	\$ 1.71	\$ 2,736.00	\$ 2.35	\$ 3,760.00	no bid	\$ -			no bid		
8	Chicken Fried Beef Patty, breaded 3-4oz pre-cooked IQF	4920	\$ 1.19	\$ 5,854.80	\$ 1.40	\$ 6,888.00	\$ 1.74	\$ 8,560.80	\$ 1.28	\$ 6,297.60			
9	Chicken Breast, Boneless IQF 3-4oz	4000	\$ 1.83	\$ 7,320.00	\$ 1.89	\$ 7,560.00	\$ 3.36	\$ 13,440.00			no bid		
10	Chicken Thigh, Boneless, IQF 3-4 oz	4000	\$ 0.78	\$ 3,120.00	\$ 0.95	\$ 3,800.00	\$ 0.95	\$ 3,800.00			no bid		
11	Chicken Cubes, Diced Raw, 3/4"	8000	\$ 4.10	\$ 32,800.00	\$ 1.15	\$ 9,200.00	\$ 1.30	\$ 10,400.00			no bid		
12	Chicken Leg meat, cut in strips,	2000	\$ 0.94	\$ 1,880.00	\$ 1.29	\$ 2,580.00	\$ 2.36	\$ 4,720.00			no bid		
13	Chicken Nuggets, breaded, IQF	1200	\$ 1.71	\$ 2,052.00	\$ 1.25	\$ 1,500.00	\$ 1.52	\$ 1,824.00			no bid		
14	Chicken Patty, Breaded 3 oz pre-cooked, IQF	1680	\$ 1.69	\$ 2,839.20	\$ 1.67	\$ 2,805.60	\$ 1.44	\$ 2,419.20	\$ 1.54	\$ 2,587.20			
15	Pork, Diced Cubes 3/4" un-cooked	1600	\$ 2.10	\$ 3,360.00	\$ 1.49	\$ 2,384.00	no bid				no bid		
16	Flat Ham, Smoked 9-11 lbs ea	560	\$ 1.55	\$ 868.00	\$ 1.89	\$ 1,058.40	\$ 1.61	\$ 901.60			no bid		
17	Turkey Breast, ends & pieces, un-cooked	2160	no bid	\$ -	\$ 0.72	\$ 1,555.20	no bid		\$ 0.64	\$ 1,382.40			
18	Turkey Franks, 6" 6 per lb	3080	\$ 0.84	\$ 2,587.20	\$ 0.99	\$ 3,049.20	no bid				no bid		
19	Turkey Roast,	1000	\$ 1.99	\$ 1,990.00	\$ 1.59	\$ 1,590.00	\$ 1.80	\$ 1,800.00			no bid		
20	Turkey Sausage Patty, 1 oz pre-cooked, IQF	46800	\$ 1.71	\$ 80,028.00	\$ 1.44	\$ 67,392.00	no bid	\$ -	\$ 1.38	\$ 64,584.00			
21	Beef Taco Stuffed Sandwich 4.5 oz	1152	no bid		\$ 18.50	\$ 21,312.00	no bid		\$ 18.96	\$ 21,841.92			
22	Meat Balls, beef & chicken blend 1 oz pre-cooked IQF	7680	\$ 2.24	\$ 17,203.20	\$ 1.47	\$ 11,289.60	no bid		\$ 1.42	\$ 10,905.60			
23	Frozen Burritos Assorted IQF 10 per pack, 12 pack per case (120 ea)	288	\$ 50.72	\$ 14,606.40	\$ 29.00	\$ 8,352.00	\$ 44.72	\$ 12,879.36	\$ 23.60	\$ 6,796.80			
24	Frozen Chimichanga, 10 per pack, 12 pack per case (120 ea)	280	\$ 83.25	\$ 23,310.00	\$ 29.00	\$ 8,120.00	\$ 100.65	\$ 28,182.00			no bid		
All or None Award					\$ 206,120.80								
Line Item Award				\$ 18,511.20	\$ 68,390.80	\$ 2,419.20			\$ 106,195.20				
Second low award					\$ 17,550.00				\$ 6,297.60				
Reference Total Split award					\$ 85,940.80				\$ 112,492.80				

Item 14 - 56 3.3oz patties per case
 Item 23 - quoted 30.43 pr case of 72. Divided 30.43 by 72 multiplied by 10
 Item 24 - quoted 16.65 pr case of 24.

Item 24 - bid 5 oz size

(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.

Percentage of Total BPO award	43%	57%
low bid on percentage of annual	\$ 86,819.20	\$ 113,380.80
9597 Meat Products.xls	9.26%	34.20%
	1.21%	6/22/2006 10%

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