

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

TO: Honorable Board of Supervisors  
FROM: David Seward, Purchasing Manager   
DATE: June 27, 2006  
SUBJECT: Recommendation to Award Bid No. 9592 to Palm Acres Farm and Berkeley Farms in the maximum Amount of \$225,000.00 for Eggs and Dairy Products

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**ACTION REQUESTED**

Approve the award of Bid No. 9592 for Eggs and Dairy Products to Palm Acres Farm, Inc. of Fair Oaks, and to Berkeley Farms Dairy Inc. of Hayward and authorize the Purchasing Manager to sign the resulting blanket purchase orders in the maximum amount of \$225,000.00.

**BACKGROUND**

Probation's Central Kitchen and HHS System of Care require blanket purchase orders for eggs and dairy products for their day-to-day operations. A bid solicitation was created using the most commonly used products, sorted by four categories. The bid specified that the award shall be made by category, line item or all or none, whichever is in the best interest of the County.

Thirteen invitations for bid were sent out and the bid was posted on the County's Procurement website. Three-vendors responded to the solicitation, as follows:

- Berkeley Farms Dairy, Hayward, CA
- Crystal Cream & Butter, Sacramento, CA
- Palm Acres Farm, Fair Oaks, CA

Palm Acres Farm is the low bidder for Category I for fresh and frozen eggs.

Berkeley Farms and Crystal Cream & Butter were the only bidders for Category II Liquid Milk, Category III Cultured Products & Butter & Cheese and Category IV Orange Juice. The bid instructed bidders to indicate published prices bases on the Milk Pricing Newsletter, bidders' margin and net unit cost. Both vendors stated a net unit price but not a margin from the Milk Pricing Newsletter. Berkeley Farms submitted the lowest net pricing. They have agreed to maintain the same calculated margin throughout the BPO period for the term of the bid.

The resulting BPOs will be effective for the period July 1, 2006 through June 30, 2007.

**FISCAL IMPACT**

The BPO for Probation is in the maximum amount of \$195,000.00. The BPO for HHS is in the maximum amount of \$30,000.00. Each department budgets appropriately for these expenses.

CC: Chris Artim, Probation  
Jim Nissen, HHS

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