



**North County  
Educational Purchasing Consortium**

DATE: June 6, 2017

TO: NCEPD Board Members  
NCEPC Member and Associate Members

From: Michelle Johnson  
Bid Administrator

RE: Child Nutrition Milk and Dairy Bid  
Bid #CNS1617-1004

Bid #CNS1718-2000

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**Background**

The following is provided as information regarding the referenced bid:

- Bid #CNS1617-1004 was awarded to Regions #1, #2 and #3 on August 3, 2016 to Hollandia Dairy.
- Districts in Regions #2 and #3 have requested that the contract be renewed for one additional year with the awarded vendor, Hollandia Dairy.
- Districts in Region #1 requested to go out to bid, and in doing so, dividing the group into four smaller groups: 1A, 1B, 1C, 1D in an effort to encourage additional participation from vendors
  
- Bid #CNS1718-2000 for Groups 1A, 1B, 1C, and 1D was advertised on May 5 and May 12.
- An outline of the districts for each group is attached.
- The bid was opened on Friday, May 26, 2017 at 2:00 PM.
- Two vendors submitted bids as outlined below.

<b>Regions</b>	<b>Hollandia Dairy</b>	<b>Sunrise Produce</b>
Region #1A	\$250,107.170	No Bid
Region #1B	\$76,319.090	No Bid

Region #1C	\$520,826.790	No Bid
Region #1D	\$240,181.735	\$228,855.550

Both vendors were responsive; however, Sunrise was deemed non-responsible as they were not able to fulfill the delivery requirements for all districts in Group 1D.

Bid pricing received was higher than anticipated, especially for Groups #1A and #1B. Results were sent to San Diego county districts that submitted usage and were expected to participate in this bid. A survey was taken to determine whether or not this bid should be awarded or rejected. Bid language stated that this bid was to be awarded by region. Accepting the bid for Groups #1A and #1D would cause additional financial hardship for those districts that are already experiencing deficit spending in their Child Nutrition budgets. However, districts in Groups #1B and #1C have elected to accept the pricing bid by Hollandia Dairy.

**Recommendation**

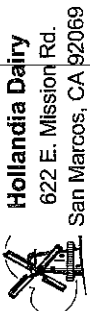
Therefore, it was the consensus of the surveyed districts that the following action is taken by the Board:

- It is recommended that Bid #CNS1617-1004 be renewed with Hollandia Dairy for Regions #2 and #3 only for the 2017-2018 year.
- It is recommended that the Bid #CNS1718-2000 for Regions #1A and 1D be rejected. Those districts have chosen to bid dairy on their own.
- It is recommended that the Bid #CNS1718-2000 for Groups #1B and #1C be awarded to Hollandia Dairy for the 2017-2018 year.

**NCEPC BID #CNS 1718-2000  
 MILK AND DAIRY PRODUCTS  
 REGION B: Solana Beach, Del Mar**

COL A	COLUMN B	COLUMN C	COLUMN D	COLUMN E	COLUMN F	COLUMN G	COLUMN H
Item #	Description	Unit/Pack	Brand & Product Size	Brand & Product Size if other than spec	Estimated Usage	Unit Price	Extended Price
1	Cheese, Sliced (American, Provolone, Jack, Cheddar)	5 LB	Chateaux	SCHREIBER	5	\$ 18.750	\$ 93.750
2	Cheese, Cheddar Shredded	LB	Cheswick/Pacific / 5#bag	BERKSHIRE FARMS 4/5#	5	\$ 2.900	\$ 14.500
3	Cheese, Cottage, lowfat	LB		HOLLANDIA 5#	5	\$ 1.820	\$ 9.100
4	Cheese, Cream	100 / 1 OZ	Bagel Shop		5	\$ 19.200	\$ 96.000
5	Cheese, Cream Cheese Lite	1 OZ 100 / CS	Smithfield		5	\$ 19.500	\$ 97.500
6	Cheese, Mozzarella Shredded	LB		BERKSHIRE FARMS 5#	5	\$ 2.900	\$ 14.500
7	Cheese, Parmesan Shredded	LB		MONTALLEGRO 4/5#	5	\$ 3.950	\$ 19.750
8	Cheese, Pepper Jack Sliced	LB		GOSSNER 10#	5	\$ 3.750	\$ 18.750
9	Cheese, String Part Skim	96 / 1 OZ		SAPUTO	5	\$ 25.000	\$ 125.000
10	Cheese, String Mozz.	168 / 1 oz		SAPUTO 96 / 1 OZ	5	\$ 43.750	\$ 218.750
11	Juice Bar, All Flavors 100%	48 CT	Nutri-Freeze		5	\$ 18.600	\$ 92.500
12	Juice, Apple	6 OZ		HOLLANDIA	5	\$ 0.200	\$ 1.000
13	Juice, Apple, Appleberry, Wildberry 100% Pasteurized	8 OZ		HOLLANDIA	5	\$ 0.235	\$ 1.175
14	Juice, Apple, Appleberry, Wildberry 100% Pasteurized	4 OZ		HOLLANDIA	72,000	\$ 0.150	\$ 10,800.000
15	Juice, Grape 100%	4 OZ		HOLLANDIA	6,000	\$ 0.185	\$ 1,110.000
16	Juice, Orange 100% Pasteurized	8 OZ		HOLLANDIA	5	\$ 0.350	\$ 1.750
17	Juice, Orange 100% Pasteurized	4 OZ		HOLLANDIA	23,000	\$ 0.225	\$ 5,175.000
18	Juice, Wild Cherry	4 OZ		HOLLANDIA	11,000	\$ 0.155	\$ 1,705.000
19	Milk, 1% Lowfat, White Grade A, Carton	8 OZ		HOLLANDIA	50,000	\$ 0.270	\$ 13,500.000
20	Milk, Fat Free, Choc, Grade A, Carton	8 OZ		HOLLANDIA	140,000	\$ 0.260	\$ 36,400.000
21	Milk, Fat Free, Straw Carton	8 OZ		HOLLANDIA	5	\$ 0.264	\$ 1.320
22	Milk, Fat Free, White Grad A Homo Carton	8 OZ		HOLLANDIA	5	\$ 0.249	\$ 1.245
23	Milk, Lactose Free White	1/2 PT 20/CS	Lactaid		5	\$ 16.500	\$ 82.500
24	Milk, Soy, Plain	24 / 8 OZ		KIKKOMAN - PEARL	5	\$ 19.800	\$ 99.000
25	Shape Ups, Whole Fruit, All Flavors	100 / 2 OZ		J&J	5	\$ 28.500	\$ 142.500
26	Sour Cream	5 LB		HOLLANDIA	5	\$ 8.200	\$ 41.000
27	Sour Cream LF	PT		HOLLANDIA LF 5# (CASE ONLY-2/CASE)	5	\$ 2.450	\$ 12.250
28	Sour Cream FF	PT		WONDERFULLY YOURS 12/CS CASE ONLY	5	\$ 2.750	\$ 13.750
29	Yogurt, LF All Flavors	8 OZ		HOLLANDIA	5	\$ 0.800	\$ 4.000
30	Yogurt, All Flavors	4 OZ	Dannon / Trix	TRIX	40	\$ 0.500	\$ 20.000

*Patricia Schuch*



Hollandia Dairy  
622 E. Mission Rd.  
San Marcos, CA 92069

NCEPC BID #CNS 1718-2000  
MILK AND DAIRY PRODUCTS

REGION B: Solana Beach, Del Mar

COL A	COLUMN B	COLUMN C	COLUMN D	COLUMN E	COLUMN F	COLUMN G	COLUMN H
Item #	Description	Unit/Pack	Brand & Product Size	Brand & Product Size if other than spec	Estimated Usage	Unit Price	Extended Price
31	Yogurt, All Flavors	4 OZ	Trix		5	\$ 0.500	\$ 2.500
32	Yogurt, All Flavors NF	32 OZ		Land O Lakes	5	\$ 3.000	\$ 15.000
33	Yogurt, All Flavors LF	32 oz		Land O Lakes	2,000	\$ 3.100	\$ 6,200.000
34	Yogurt, Vanilla Parfait Pro	6 / 64 OZ	Yoplait		5	\$ 38.000	\$ 190.000
<b>GRAND TOTAL BID ALL ITEMS - EXTENDED PRICE</b>							<b>\$ 76,319.090</b>
A. Is bidder able to provide milk and juice products in pouches (8 oz) ? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>							
B. The awarded bidder must be able to provide product specification sheets for each line item bid within 30 days after bid award							
C. Bidders must submit a full list of available products with their bid.							

*Patricia Schul*

NCEPC BID #CNS 1718-2000  
 MILK AND DAIRY PRODUCTS  
 REGION C: Bonsall, Fallbrook Elem, Fallbrook High, Escondido High, Vallecitos

COL A	COLUMN B	COLUMN C	COLUMN D	COLUMN E	COLUMN F	COLUMN G	COLUMN H
Item #	Description	Unit/Pack	Brand & Product Size	Brand & Product Size if other than spec	Estimated Usage	Unit Price	Extended Price
1	Cheese, Sliced (American, Provolone, Jack, Cheddar)	5 LB	Chateaux	SCHREIBER	160	\$ 17.500	\$ 2,800.000
2	Cheese, Cheddar Shredded	LB	Cheswick/Pacific / 5#bag	BERKSHIRE FARMS 4/5#	5	\$ 2.750	\$ 13.750
3	Cheese, Cottage, lowfat	LB		HOLLANDIA 5#	5	\$ 1.600	\$ 8.000
4	Cheese, Cream	100 / 1 OZ	Bagel Shop		1,090	\$ 21.000	\$ 22,890.000
5	Cheese, Cream Cheese Lite	1 OZ 100 / CS	Smithfield		5	\$ 21.000	\$ 105.000
6	Cheese, Mozzarella Shredded	LB		BERKSHIRE FARMS 5#	5	\$ 2.750	\$ 13.750
7	Cheese, Parmesan Shredded	LB		MONTALLEGRO 4/5#	30	\$ 3.750	\$ 112.500
8	Cheese, Pepper Jack Sliced	LB		GOSSNER 10#	250	\$ 3.400	\$ 850.000
9	Cheese, String Part Skim	96 / 1 OZ		SAPUTO	115	\$ 23.500	\$ 2,702.500
10	Cheese, String Mozz	168 / 1 oz		SAPUTO 96 / 1 OZ	5	\$ 41.125	\$ 205.625
11	Juice Bar, All Flavors 100%	48 CT	Nutri-Freeze		5	\$ 17.000	\$ 85.000
12	Juice, Apple	6 OZ		HOLLANDIA	5,000	\$ 0.200	\$ 1,000.000
13	Juice, Apple, Appleberry, Wildberry 100% Pasteurized	8 OZ		HOLLANDIA	5	\$ 0.225	\$ 1.125
14	Juice, Apple, Appleberry, Wildberry 100% Pasteurized	4 OZ		HOLLANDIA	451,600	\$ 0.149	\$ 67,288.400
15	Juice, Grape 100%	4 OZ		HOLLANDIA	14,390	\$ 0.175	\$ 2,518.250
16	Juice, Orange 100% Pasteurized	8 OZ		HOLLANDIA	5	\$ 0.298	\$ 1.490
17	Juice, Orange 100% Pasteurized	4 OZ		HOLLANDIA	249,000	\$ 0.209	\$ 52,041.000
18	Juice, Wild Cherry	4 OZ		HOLLANDIA	22,100	\$ 0.155	\$ 3,425.500
19	Milk, 1% Lowfat, White Grade A, Carton	8 OZ		HOLLANDIA	349,800	\$ 0.238	\$ 83,252.400
20	Milk, Fat Free, Choc, Grade A, Carton	8 OZ		HOLLANDIA	1,163,000	\$ 0.227	\$ 264,001.000
21	Milk, Fat Free, Straw Carton	8 OZ		HOLLANDIA	4,070	\$ 0.260	\$ 1,058.200
22	Milk, Fat Free, White Grad A Homo Carton	8 OZ		HOLLANDIA	5	\$ 0.260	\$ 1.300
23	Milk, Lactose Free White	1/2 PT 20/CS	Lactaid		5	\$ 16.500	\$ 82.500
24	Milk, Soy, Plain	24 / 8 OZ		KIKKOMAN - PEARL	95	\$ 19.200	\$ 1,824.000
25	Shape Ups, Whole Fruit, All Flavors	100 / 2 OZ		J&J	5	\$ 26.500	\$ 132.500
26	Sour Cream	5 LB		HOLLANDIA	100	\$ 7.750	\$ 775.000
27	Sour Cream LF	PT		HOLLANDIA LF 5# (CASE ONLY-2/CASE)	5	\$ 1.700	\$ 8.500
28	Sour Cream FF	PT		WONDERFULLY YOURS 12/CS CASE ONLY	5	\$ 2.500	\$ 12.500
29	Yogurt, LF All Flavors	8 OZ		HOLLANDIA	4,200	\$ 0.820	\$ 3,444.000
30	Yogurt, All Flavors	4 OZ	Dannon / Trix	TRIX	1,200	\$ 0.500	\$ 600.000
31	Yogurt, All Flavors	4 OZ	Trix		5	\$ 0.500	\$ 2.500
32	Yogurt, All Flavors NF	32 OZ		Land O Lakes	300	\$ 3.100	\$ 930.000
33	Yogurt, All Flavors LF	32 oz		Land O Lakes	5	\$ 3.100	\$ 15.500
34	Yogurt, Vanilla Parfait Pro	6 / 64 OZ	Yoplait		250	\$ 34.500	\$ 8,625.000

*Patricia Schul*

COL A	COLUMN B	COLUMN C	COLUMN D	COLUMN E	COLUMN F	COLUMN G	COLUMN H	
Item #	Description	Unit/Pack	Brand & Product Size	Brand & Product Size if other than spec	Estimated Usage	Unit Price	Extended Price	
	GRAND TOTAL BID ALL ITEMS - EXTENDED PRICE							\$ 520,826.790
	A. Is bidder able to provide milk and juice products in pouches (8 oz) ? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>							
	B. The awarded bidder must be able to provide product specification sheets for each line item bid within 30 days after bid award date							
	C. Bidders must submit a full list of available products with their bid.							

*Patrick Suh*