

## QUESTIONS AND ANSWERS

The following questions have been submitted concerning RFP#171102, Food Processing: USDA Commodities. Questions #2 and 5 indicated a need to amend the RFP document. Therefore, Addendum No.#1, RFP#171102 has been issued. All questions received have been answered, and are provided verbatim from what was received:

RESPONDER#1 QUESTION: On page 15 of the bid document, item #4, it is stated that products delivered to your warehouse must have a minimum of 12 months remaining shelf life. However, the shelf life of our frozen entrees is precisely 12 months frozen from the date of production, therefore, it is impossible for our products to be delivered to Escambia with 12 months remaining shelf life. Can you please advise? Do you have an acceptable percentage of remaining shelf life?

**It is the District's preference to have a minimum shelf life of twelve (12) months. Therefore, we will not waive this requirement.**

RESPONDER #2 QUESTIONS: I noticed on RFP#171102 the bid states certain items will be awarded as lots I have 2 questions there are some lots like lines 29-34 that have a frozen and a shelf stable version of the same type product and the companies that are approved only make one or the other, also I wanted to submit samples on lot 1-4 but Tyson only makes 2 of the 4 items can they bid on just the 2 they make or do they need to just not bid? There are several other lots where a similar situation comes up.

- 1. For duplicate frozen and shelf stable line items, we will choose between the frozen or shelf-stable product. If a company only has one form, it is acceptable to offer either the frozen or shelf-stable product.**
- 2. Yes, a Responder may submit two (2) of the items #1-4. Addendum #1 has been issued for the award criteria.**

RESPONDER #3 QUESTIONS: Line item #3 Asian Food Solutions would like to bid the Mandarin Orange Chicken, would you consider changing the specs to read sodium not to exceed 380mg?

**No, the District lowered the sodium limit for this item with the intention to further meet the sodium guidelines of the National School Lunch Program.**

Line item #15 JTM CP5250 is listed as an approved brand but does not currently meet the specs, will you consider changing the sodium specs to read not to exceed 300mg?

**No, the sodium limit will remain as specified to further meet the sodium guidelines of the National School Lunch Program.**

Line item #58- Foster Farms item 5274 was spec'd in previous years and awarded but has since been removed, is it possible to get this item added back as an approved Brand? I have attached the nutritional for your consideration.

**When the product was put on the menu last year, it was unapproved based on poor students' acceptability. The District's cafeteria staff also had concerns with the cheese melting out of the product and its poor presentation on the serving line. Unless the product has been reformulated, the District would find it unacceptable at this time.**

RESPONDER #4 QUESTIONS: Line item #35 We have a manufacturer that would like to bid this item, would you consider changing the specs to read "no more than 7 grams of fat per 1oz serving"?

**No, the District prefers only products with six (6) grams of fat or less per one (1) oz. serving.**

Line items #38-39 Would you consider changing the bid specs to read "Product not to exceed 300 mg. of sodium per serving", so that our manufacturer could bid these two items?

**No, the sodium limit will remain as specified.**

Line items #41-44- Would you consider changing the specs to read "Product not to exceed 300 mg. of sodium per serving", so that our manufacturer could bid these items?

**No, the sodium limit will remain as specified.**

RESPONDER #5 QUESTIONS: Chicken:

We notice that this year line Items 7 thru 14 will be awarded as a "lot" (all or nothing), however there is item #14 (Fajita strips) which is new to us (incorporating white and dark chicken). This gives us no time to even produce a sample. Since it is for 1800 cs (1 truck of chicken) is there a possibility that this could be separated out from the "all or nothing" lot list?

We are able to bid on items 7 thru 13 and feel with our new products that we would be able to provide you with a much more "fair and competitive" bidding situation. May we bid on just these 7 items? It would be a great place for us to start and leave plenty of volume on the fajita strips for a competitor.

If you do intend to only accept offers from manufacturers who bid on all items, we suspect you may only have one bidder, leading to non-competitive pricing.

We are very interested in providing you with product, but respectfully ask all these questions as we need to know whether to provide you with samples if there is no chance of winning without bidding all 8 items. May we provide samples of the 7 items we manufacture (8400 cs or 252,000 finished pounds)?

**Answer to above RESPONDER #5 Questions: The District will evaluate samples from Responders who do not make offers on “ALL” of the items within a lot. Addendum #1 has been issued for items #1-14 for the award criteria.**

RESPONDER #5 QUESTIONS (Cont.): Beef:

Same problem with “lot” all being awarded together for 15 thru 18. We are hard spec'd on 16, 17, and 18, but we don't have match for Line 15 that meets the less than 250 mg of sodium. Our 32432-328 has 290 mg sodium. We would ask that the spec be widened to 290 mg of sodium or that line 15 be taken out of the grouping of 15 thru 18, in order to allow for fair competition on the meatballs and beef patties.

**No, the sodium limit will remain as specified. Addendum #1 has been issued for items #15-18 for the award criteria.**

RESPONDER #5 QUESTIONS (Cont.): Pork

Line Item 28 - our code 69160 exceeds the 300 mg maximum sodium per serving by 10 mg. We ask that perhaps the sodium limit be raised to 310 mg, again in order to allow for fair competition since this item has only one manufacturer approved.

**Yes, the District will accept and evaluate a product which exceeds the requested sodium limit by ten (10) mg. Addendum #1 has been issued for item #28.**

RESPONDER #6 QUESTION: Can you tell me if we need to send full cases, or can we send say 4 or 5 servings of each item?

**Full cases are required for sample testing.**