



To: Nampa School District Board of Trustees  
From: Scott Jacobsen, Budget/Purchasing Supervisor  
Date: December 4, 2018  
Re: Nutrition Services Spring 2019 Fresh Fruit & Produce Bid Awards

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On November 20, the District accepted and opened bids for the supply of Fresh Fruit & Produce to Nutrition Services for spring 2019.

Two bids were received. During the bid process, one of these vendors submitted an inquiry about having their bid considered as an “all or nothing” bid—seeking award for all items on the bid based on the sum total projected cost of purchases over the spring semester. Nutrition Services bids are considered and awarded on a line item basis, though bid specifications do include an option for the District to make an all-or-nothing award; no such allowance is made for bidders. The inquiring bidder, Charlie’s Produce, was reminded of this and the inquiry/response was posted publicly as Addendum #1 to the bid specifications (as is custom practice with submitted questions and clarifications).

This vendor included with their bid a cover letter stating this same request, indicating they were bidding on an all-or-nothing basis. Prior to any examination of the offered pricing by any bidder, Charlie’s was notified by email that such request would not be honored. Given their bid otherwise duly offered, they were asked if they wished to be considered on the standard line item basis, and informed that their bid would be set aside otherwise. Charlie’s affirmed their desire and agreed their bid would be set aside. A copy of the email exchange is included with this packet.

In keeping with past practice, the submitted non-qualifying line item bids are included in the bid ranking list published to the District website, but are listed with a “0” as the rank, indicating the item was not considered for award but allowing for full transparency of submitted pricing. Receiving non-qualifying line item bids is common—bidders will offer alternative brands, alternative item sizes, etc.—though this condition is unique this cycle, with the entirety of a bidder’s submission being set aside.

Under these conditions, we recommend the entire spring 2019 Fresh Fruit & Produce bid be awarded to Grasmick Produce, for the prices quoted per line item; the bid item award listing is included for your review.

As always, I am happy to answer any questions you have about the bids or bid process, and appreciate your attention to this award recommendation.

*Inspiring Excellence — Every Child, Every Day*

619 S. Canyon St. Nampa, ID 83686  
www.nsd131.org



# Nampa School District #131

## Award List

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### GRASM - GRASMICK PRODUCE

0126-FRESH PRODUCE JAN-JUN 2019 1/1/19 thru 6/30/19

Item #	Description	Vendor Bid	Purchase Unit	Estimate Qty	Bid	S/U Price	Total
00001344	Prod, Apple Slices Prepackaged 100/2oz		Case 100/2oz	100	26.25	0.263	2625.00
76222030	Prod, Apple Slices Prepackaged 64/2oz		Case 64/2oz	50	26.25	0.410	1312.50
00001480	Prod, Apples, Red, Variety 125ct		Case 125ct	600	21.75	0.174	13050.00
00001171	Prod, Avocado, 3ct		Bag 3ct	250	3.75	1.250	937.50
00001172	Prod, Avocado, 48ct		Case 48ct	500	58.60	1.221	29300.00
00001260	Prod, Banana, 150ct		Case 150ct	500	20.75	0.138	10375.00
76221832	Prod, Bananas 10#		Case 10#	200	6.00	0.600	1200.00
76221833	Prod, Broccoli Florets 3#		Bag 3#	700	4.45	1.483	3115.00
76221837	Prod, Carrot Baby Peeled 5#		Bag 5#	800	5.55	1.110	4440.00
00000517	Prod, Cauliflower Florets 3#		Bag 3#	100	6.75	2.250	675.00
76221838	Prod, Celery Stalk 3ct		Bag 3ct	100	2.20	0.733	220.00
76221839	Prod, Celery Sticks 5#		Bag 5#	300	6.95	1.390	2085.00
76221842	Prod, Cucumbers 6ct		6ct	250	2.65	0.442	662.50
76221991	Prod, Cucumbers Lug, 36ct		Lug 36ct	250	9.40	0.261	2350.00
00001259	Prod, Grape Green Seedless		Case 9/2# Bag	100	38.75	2.153	3875.00
76221884	Prod, Grape RD/Lunch Bunch 21#		Case 21#	500	33.90	1.541	16950.00
00001122	Prod, Jicama Sticks 4/5#		Case 4/5#	100	26.00	1.300	2600.00
76221846	Prod, Kiwi 117ct		Case 117ct	200	25.15	1.258	5030.00
00000194	Prod, Kiwi 39ct		Case 39ct	100	8.75	0.224	875.00
00001571	Prod, Lemon, 6ct		Bag 6ct	400	2.75	0.458	1100.00
00000516	Prod, Lettuce, CHP Romaine, 2#		Bag 2#	250	3.00	1.500	750.00
00000515	Prod, Lettuce, CHP, Romaine 6/2#		Case 6/2#	100	17.00	1.417	1700.00
00000339	Prod, Lettuce, Grn Leaf 3ct		Bag 3ct	100	3.25	1.083	325.00
00001135	Prod, Mushroom, Cello, 8oz		Pkg 8oz	150	1.25	0.156	187.50
00000018	Prod, Onion Diced 1#		Bag 1#	250	2.45	2.450	612.50
00000019	Prod, Onion Diced 5#		Bag 5#	100	6.10	1.220	610.00
76222060	Prod, Onion Green, Bag - 1/3ct		Bag 1/3ct	100	1.50	0.500	150.00
76221849	Prod, Onion Med Yellow 5#		Bag 5#	100	1.30	0.260	130.00
76221850	Prod, Oranges 113ct		Case 113ct	500	33.25	0.294	16625.00
76222043	Prod, Peaches, 48ct		Case 48ct	300	36.75	0.766	11025.00
00001553	Prod, Pears 135ct		Case 135ct	150	31.75	0.235	4762.50
00000174	Prod, Pears Red, 60ct		Case 60ct	300	23.05	0.384	6915.00
00001186	Prod, Pepper, Green Bell, 5#		Bag 5#	100	4.25	0.850	425.00
00001343	Prod, Pepper, Mini Sweet Tri Color 1#		Bag 1#	100	2.92	2.920	292.00
00001134	Prod, Pepper, Mini Sweet Tri Color 12/1#		12/1#	400	34.25	2.854	13700.00
00001128	Prod, Pineapple Spear Pals, 50ct		Case 50ct	100	62.65	1.253	6265.00
76222044	Prod, Plums, 70ct		Case 70 ct	100	38.00	0.543	3800.00
76221852	Prod, Pluots 56ct		Case 56ct	300	36.00	0.643	10800.00
76221856	Prod, Sno Peas 5#		Bag 5#	200	13.45	2.690	2690.00
00000067	Prod, Sno Peas 6oz		Bag 6oz	100	1.15	0.192	115.00
76222274	Prod, Spinach 10oz		Bag 10oz	200	1.45	0.145	290.00
76221921	Prod, Spinach 2.5#		Bag 2.5#	100	4.25	1.700	425.00
00000713	Prod, Tangerine 100-130ct		Case 100-130ct	300	36.75	0.368	11025.00
00001712	Prod, Tomato, Diced, 2.5#		Bag 2.5#	200	5.50	2.200	1100.00
00001662	Prod, Tomato, Diced, 5#		Bag 5#	100	10.50	2.100	1050.00

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## Award List

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### GRASM - GRASMICK PRODUCE

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0126-FRESH PRODUCE JAN-JUN 2019 1/1/19 thru 6/30/19

Item #	Description	Vendor Bid	Purchase Unit	Estimate		S/U Price	Total
				Qty	Bid		
76221990	Prod, Tomato, Grape 12/Pints (10oz) Case		Case 12 Pints	100	21.75	1.813	2175.00
76221860	Prod, Tomato, Grape, Pint, 10oz		Pint 10oz	150	1.85	0.185	277.50
76222265	Prod, Tomato, Roma 5#		Bag 5#	300	4.25	0.850	1275.00
						Grand Total	202274.50

## Jacobsen,Scott

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**From:** Gino Petosa <GinoP@charliesproduce.com>  
**Sent:** Monday, November 26, 2018 8:38 AM  
**To:** Jacobsen,Scott; Tom Hall  
**Cc:** Keim, Sheila; Eggers, Michelle; Suarez, Nathaly  
**Subject:** RE: NSD Spring produce bid & Charlie's all-or-nothing proposal

**WARNING: This email originated outside of NSD. DO NOT CLICK links or attachments unless you recognize the sender and email address. Never give out your user ID or password.**

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Good Morning NSD

We appreciate the opportunity to be able to submit a bid for your Spring produce purchases.

We put a lot of thought into the bidding process, and ultimately wanted to submit with the interest of the NSD in mind to have "advantageous to its purchasing and operations" at the forefront. With more vendors bidding, and all vendors understanding of what is at stake, ultimately would allow NSD to make a sound decision based on not only price, but service and quality.

We would consider submitting such bid, if there were assurances of a minimum of \$300 orders per drop. This too is not within the guidelines of the District bid, and therefore I would unfortunately have to decline our submittal of proposed bid.

If there are changes that are made to the bidding process that are more in line with other school districts in the near future we would appreciate the opportunity to build this relationship further. We have to consider all aspects of our business and standing customers and how this could impact them as well.

We will continue to focus on servicing the Treasure Valley and putting service and quality above all else. With variety and Safe Quality Food (SQF) as an important factor for the children within all school districts, this too will be an area we excel in.

We appreciate the consideration and hope in the near future we can resume discussions of how Charlie's can be an advantageous vendor to the NSD.

Cheers

Gino Petosa  
Assistant General Manager  
Boise Division  
1262 Exchange Street  
Boise, ID 83716  
Office- 208-947-0570  
Cell - 206-380-4955

*Thank you for helping us support local farms since 1976!*

**CHARLIE'S  
PRODUCE**  
CLIPPING FRESH



*Passionate about Produce, Proud of our People, Partnering for your success*

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**From:** Jacobsen,Scott [mailto:sjacobsen@nsd131.org]  
**Sent:** Wednesday, November 21, 2018 1:15 PM  
**To:** Gino Petosa; Tom Hall  
**Cc:** Keim, Sheila; Eggers, Michelle; Suarez, Nathaly  
**Subject:** NSD Spring produce bid & Charlie's all-or-nothing proposal

Good afternoon. Thank you for submitting a bid for our Nutrition Services' spring produce purchases. Your bid packet included a cover letter stating your intention to offer your bid as an all-or-nothing bid. Tom previously submitted an inquiry to this effect, which was posted to our District website along with our response, in Addendum #1 Questions & Clarifications. For your convenience, I have included below a link to the Bids & RFPs web page where this addendum may be found.

As stated in our reply, the bid specifications do not accommodate an all-or-nothing submission from interested vendors, though they do include language reserving the District's right to consider an all-or-nothing award. This carve out is included for the District's convenience in considering awards most advantageous to its purchasing and operations. We stand by our previous answer that we will not consider an all-or-nothing offer as a condition of bid acceptance or award.

We understand the approach you are taking and the underlying concerns related to service. To allow such would be a violation of the terms of the bid request as publicly posted, effectively a bid option not extended or offered to other interested bidders. This alone is sufficient reason to deny Charlie's request.

At this time, no formal review of submitted bids has been conducted, and thus I cannot comment as to whether the District might seek to award spring produce as all-or-nothing. Your bid omits a few items, so making such an award to Charlie's would likely be problematic--such an award would be all-or-nothing in the context of what Charlie's is interested in providing, rather than a true all-or-nothing award of the entire produce bid. To do so would undermine any anticipated or perceived purchasing or operational advantages contemplated under the District's all-or-nothing option. Thus, Nampa School District will decline Charlie's request for all-or-nothing award.

Nonetheless, your organization has submitted an otherwise acceptable bid. As the District considers and awards bids on a line item basis (the District's all-or-nothing option notwithstanding), it will consider the offered bids on a line item basis and evaluate them individually versus other submitted bids. Given Charlie's stated intention to present its bid as all-or-nothing, we require written affirmation from Charlie's for such consideration to be made; an email reply will suffice as a written response. Should Charlie's wish to maintain its request or fail to respond promptly to this message, the District will deem Charlie's bid as nonresponsive and will set it aside.

The District is currently closed for the Thanksgiving holiday and no bid evaluation will be conducted this week. I do expect, though, that evaluations will begin in earnest promptly upon our return on Monday, November 26. Thus, I ask that you respond to this message as soon as you are able, and no later than 9:00 am on Monday the 26th.

As always, I can be contacted at this email address or at the phone number listed below should you wish to discuss this further. I look forward to your prompt response.

Scott Jacobsen  
Budget/Purchasing Supervisor  
Nampa School District No. 131

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