

BID FORM: Nutrition Services - Produce Products
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Bix Produce

Item Number	Description	Pack Size	Approximate Usage	Price Per Case	Guaranteed Price Date
9539	APPLES,SLICED RED P. FARMS	100/2 OZ	739	\$30.75	Bid Week then weekly +/-
2180	BANANA,CASE GRN TIP STAGE 4-5	1/40 LB	578	\$27.90	Fixed for first year of bid cycle
4715	CARROT,SNAX 100/2.6OZ	100/2.6 OZ	421	\$23.80	Fixed for first year of bid cycle
2740	GRAPES,RED LUNCH BUNCH	1/21 LB	241	\$45.67	Bid Week then weekly +/-
2499	CLEMENTINE, 4/5#	4/5 LB	207	\$28.74	Bid Week then weekly +/-
2430	BERRY,STRAWBERRIES 8/16OZ	8/1 LB	177	\$27.38	Bid Week then weekly +/-
3520	ORANGES,138 CT	1/138CT	105	\$32.15	Bid Week then weekly +/-
14980	PICO DE GALLO 1/4"	1/5 LB	239	\$16.40	Fixed for first year of bid cycle
1025	APPLE,PINK LADY 100-113CT	1/100-113C	99	\$35.51	Bid Week then weekly +/-
1069	APPLE,GALA 125-138 CT	1/125-138C	85	\$34.51	Bid Week then weekly +/-
12340	WATERMELON CHNK	1/5 LB	136	\$20.10	Bid Week then weekly +/-
4690	CARROT,SNAX 100/2OZ	100/2 OZ	110	\$20.80	Fixed for first year of bid cycle
2200	BANANA,PETITE	1/40 LB	81	\$27.25	Fixed for first year of bid cycle
13160	LETTUCE SHRED 1/4" TACO	4/5 LB	104	\$18.05	Fixed for first year of bid cycle
2720	GRAPES,GREEN 18#	1/18 LB	45	\$38.87	Bid Week then weekly +/-
97480	SOUR CREAM PC	100/1 OZ	86	\$22.05	Bid Week then weekly +/-
12190	FRUIT MIX W/GRP CHNK 1/2"	1/5 LB	77	\$16.80	Fixed for first year of bid cycle
12320	WATERMELON CHNK 1/2"	1/5 LB	89	\$20.00	Bid Week then weekly +/-
6780	PEPPERS,MIXED RED,YLW,GRN	1/5 LB	102	\$18.40	Bid Week then weekly +/-
3850	PLUMS, 50-60'S VFILL	1/25 LB	40	\$36.90	Bid Week then weekly +/-
5020	CUCUMBERS,SUPER SELECT	1/40-45 LB	51	\$39.15	Bid Week then weekly +/-
12830	LETTUCE LCR/ROM	4/5 LB	71	\$21.55	Fixed for first year of bid cycle

13216	LETTUCE ROM BLEND	4/5 LB	55	\$21.55	Fixed for first year of bid cycle
3340	MELONS, WATERMELON SEEDLESS	1/10 LB	102	\$15.30	Bid Week then weekly +/-
12300	PINEAPPLE GOLD CHNK	1/5 LB	80	\$16.30	Fixed for first year of bid cycle
3655*	PEARS, ANJOU 110-120CT	1/110-120C	28	\$38.35	Bid Week then weekly +/-
5000	CUCUMBERS, SELECT	1/40-45 LB	44	\$30.15	Bid Week then weekly +/-
4650	CARROT, SLIMS/PETITE	4/5 LB	46	\$23.90	Fixed for first year of bid cycle
1305	APPLE, FUJI 100-113CT	1/100-113C	31	\$37.51	Bid Week then weekly +/-
2760	GRAPES, RED 18#	1/18 LB	25	\$38.87	Bid Week then weekly +/-

*Pears rotate seasonally between Anjou and Bartlett.

BIX School Specials 2025-2026



BIX Item #	Item	Pack Size	Cost
#2180	Banana, Case Green Tip Stage 4-5	1/40 lbs.	\$27.90
#2200	Banana, Petite	1/40 lbs.	\$27.25
#3770	Pineapple, Golden Ripe	1/5-7 ct.	\$19.75
#4450	Broccoli, Florettes	4/3 lbs.	\$25.72
#4453	Broccoli, Florettes	1/3 lbs.	\$7.16
#4650	Carrot, Slims/Petite	4/5 lbs.	\$23.90
#4653	Carrot, Slims/Petite	1/5 lbs.	\$7.58
#4720	Carrot, Mini Peeled	4/5 lbs.	\$22.30
#4723	Carrot, Mini Peeled	1/5 lbs.	\$6.45
#4690	Carrot, Snax	100/2 oz.	\$20.80
#4781	Cauliflower Florettes	1/3 lbs.	\$8.70
#4782	Cauliflower Florettes	4/3 lbs.	\$29.55
#7950	Spinach, Clip Cello	4/2.5 lbs.	\$18.75
#7953	Spinach, Clip Cello	1/2.5 lbs.	\$6.02
#10800	Cabbage, Shred w/Carrot	4/5 lbs.	\$17.20
#10810	Cabbage, Shred w/Carrot	1/5 lbs.	\$5.58
#11380	Carrot, Stick Loose 3/8" x 4"	1/5 lbs.	\$10.80
#11795	Celery, Stick Loose 4"	1/5 lbs.	\$8.85
#12090	Fruit, Chunk Cantaloupe 1"	1/5 lbs.	\$16.20

BIX Item #	Item	Pack Size	Cost
#12150	Fruit, Chunk Honeydew 1"	1/5 lbs.	\$16.20
#12190	Fruit, Chunk Mixed 1/2"	1/5 lbs.	\$16.80
#12300	Fruit, Chunk Pineapple 1" Gold	1/5 lbs.	\$16.30
#12510	Jicama, Sticks 3/8" x 3"	1/5 lbs.	\$18.65
#12690	Lettuce, LCR	4/5 lbs.	\$19.30
#12700	Lettuce, LCR	1/5 lbs.	\$6.40
#12830	Lettuce, LCR/ Romaine	4/5 lbs.	\$21.55
#13170	Lettuce, Shred 1/4" (Taco)	1/5 lbs.	\$6.30
#13160	Lettuce, Shred 1/4" (Taco)	4/5 lbs.	\$18.05
#13216	Lettuce, 50% Romaine	4/5 lbs.	\$21.55
#13840	Onion, Yellow Dice 3/8"	1/5 lbs.	\$8.40
#14980	Pico De Gallo 1/4"	1/5 lbs.	\$16.40
#15360	Potato, Red Chunk 3/4" Skin-On	1/10 lbs.	\$14.40
#15688	Romaine, Shredded 1/4"	6/2 lbs.	\$20.69
#15686	Romaine, Shredded	3/2 lbs.	\$11.55
#15711	Romaine, Torn	6/2 lbs.	\$20.69
#15715	Romaine, Torn	3/2 lbs.	\$11.55
#17180	Tomato, Dice 3/8"	1/5 lbs.	\$14.75

*School Pricing listed will change if an Act of God or severe market conditions occur on any of the listed products.

BIX® Produce Company

3060 Centerville Road, Little Canada MN 55117 • 651-487-8000 • bixproduce.com

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PRODUCE

Pricing Definitions – Bix Produce

Repack Fees:

Tomatoes that are repacked by Distributor will have a 10% shrink and a \$1.50 per case repack fee added to the Cost before applying the final Mark-Up.

Ripening Fees:

Ripened Avocados will have a \$1.50 per case ripening fee added to the Cost before adding the final Mark-Up.

(These above fees are included in the final invoice price to the district and are in addition to the overall program mark-up offered.)

Sell Price Formula (Split Case): formula to account for additional labor to split a case. The following example is for illustration only and does not necessarily represent actual costs.

$((\text{Cost} + \text{Freight} + \text{Fixed Fee Per Case}) / \text{Case Break}) + \text{Split Case Fixed Fee Per Case} = \text{Sell Price}$

Split Case Fixed Fee Per Case Example: Cost \$10.00, Freight \$3.00, Fixed Fee Markup \$3.50m, Case Break ½, Split Case Fixed Fee Per Case \$2.00

Sell Price: $((\$10.00 + \$3.00 + \$3.50) / 2) + \$2.00 = \$10.25$

Fresh Cut Processed Produce: formula to account for infrastructure used to process Fresh Cut products. The following example is for illustration only and does not necessarily represent actual costs

$((\text{Cost} + \text{Freight}) / \text{Yield}) + (\text{Labor} + \text{Packaging} + \text{Overhead} + \text{Fixed Fee Per Case}) = \text{Sell Price}$

Fresh Cut Processed Produce Example: Cost \$10.00, Freight \$3.00, Yield 80%, Labor \$0.20, Packaging \$0.05, Overhead \$0.10, Fixed Fee Per Case \$3.50

Sell Price = $((\$10.00 + \$3.00) / 80\%) = \$16.25 + \$0.20 + \$0.05 + \$0.10 + \$3.50 = \20.10

NOTE:

Our Cost of a Goods may include a rebate, promotion or other cost incentive (“Allowance”) that are paid by our growers/suppliers/shippers (together called “Suppliers”). With respect to Bix-contracted goods and freight, Distributor may collect Supplier Allowances directly from its Suppliers, and Distributor will retain such Supplier Allowances. Given the significant number of Suppliers Bix utilizes and its use of a FIFO method of inventory management, it isn’t operationally practical to net allowances available from Bix’s Cost of Goods when calculating the net per pound or per ounce distributor price. Instead, the mark-up added to distributor cost in determining the net price in any “market basket form” is adjusted downward to account for the distributor’s retention of any Supplier Allowances as well as other market realities. Setting aside operational complications, deducting the Allowances from the Cost of Goods would result in an upward change to the expressed Mark-up.