

INDEPENDENT SCHOOL DISTRICT NO. 709  
Duluth Public Schools  
Historic Old Central High School - 215 N. First Avenue E.  
Duluth, MN. 55802  
218-336-8738

**MEMORANDUM**

**TO:** Bill Hanson, CFO/Director of Business Services

**FROM:** Patrick J. Devlin, Supervisor of Purchasing *PD*

**SUBJECT: BID-1210 DAIRY PRODUCT REQUIREMENTS-CHILD NUTRITION**

**DATE:** June 2, 2011

Bids for Dairy Product Requirements - District Wide for the period: July 1, 2011 through June 30, 2014 were advertised in the Duluth News Tribune and sent to seven (7) regional providers of dairy products. The two (2) vendors responding were Franklin Foods and Dean's Foods (Land O' Lakes).

<u>VENDOR:</u>	<u>AMOUNT:</u>
Franklin Foods, Duluth	<u>\$260,195.00</u>
Dean's Foods/Land O' Lakes Woodbury, MN.	\$266,850.00

It is recommended that the low bid as submitted by Franklin Foods in the total (estimated) amount of \$260,195.00 be accepted. Yearly renewals each July 1<sup>st</sup> are by mutual agreement and are subject to all conditions of the specifications.

**Fund:** 2-770-(site)-701-1495.00

**Program:** Child Nutrition-District Wide

**Fund Custodian:** Bill Hanson/Pam Bowe

**VENDOR LIST/TABULATION**

**BID-1119 - DAIRY REQUIREMENTS**

Appert's Foods - St. Cloud, MN.	No Response
Upper Lakes Foods - Cloquet, MN.	No Response
Manion Foods - Superior, WI.	No Response
Franklin Creamery - Duluth, MN.	<b>\$260,195.00</b>
Schroeder Dairy - Maplewood, MN.	No Response
Dean's Foods/Land O' Lakes - Woodbury, MN.	\$266,850.00
Jack's Dairy – Duluth, MN	No Response

# Memo

**To:** Patrick Devlin  
Supervisor, Purchasing

**From:** Pamela Bowe, R.D.L.D.  
Supervisor, Child Nutrition



**Date:** 6/1/2011

**Re:** Dairy Bid #1210

---

Two vendors submitted milk bids: Dean Foods of Woodbury Minnesota and Franklin Foods of Duluth, Minnesota. Dean Foods bid the escalator bid portion. Dean Foods did not submit a firm bid.

Franklin Foods submitted both the escalator bid and a firm bid.

Attached please find the spreadsheet with the prospective pricing.

The recommendation is that the 2011-2012 Milk Bid go to Franklin Foods of Duluth, Minnesota. Franklin Foods came in at \$260,195.00 and Dean Foods came in at \$266,850.00 based on three items.

Franklin Foods was the successful bid the last three years. They are a local company and have responded to our district's ever changing needs in a timely, professional manner.

Milk Bid 2011

	Usage	Dean Escalator	Dean Total	Franklin Escalator	Franklin Total
White 8 oz 1% Milk	600,000	\$ 0.1980	\$ 118,800.00	0.1911	\$ 114,660.00
White 8 oz Skim Milk	50,000	\$ 0.1890	\$ 9,450.00	0.1807	\$ 9,035.00
Chocolate 8 oz Skim Milk	700,000	\$ 0.1980	\$ 138,600.00	0.195	\$ 136,500.00
<b>TOTAL</b>			<b>\$ 266,850.00</b>		<b>\$ 260,195.00</b>