

**SWEET HOME CENTRAL SCHOOL DISTRICT
OF AMHERST AND TONAWANDA**

M E M O R A N D U M

TO: Michael Ginestre, Superintendent of Schools
FROM: Donald G. Feldmann, Assistant Superintendent for Finance & Plant Services
DATE: June 1, 2023
RE: Milk and Juice Products Bid 2023-24-9

Background:

Bid specifications for milk and juice were developed by the Amherst and Sweet Home School Districts. The specifications call for beverages to be packaged in ½ pint containers and include an escalator clause for price adjustments in the event of a change in the cost of skim milk and butterfat content of the products consistent with Federal Milk Order #1. Federal Milk Order #1 assures dairy farmers a reasonable minimum price for their milk, assures consumers of an adequate supply of milk to meet their needs throughout the year and helps prevent wild fluctuations in price through periods of heavy and light milk production. In addition to being posted in the Amherst and Ken-Ton Bees, bid documents containing a detailed listing of thirteen (14) products were mailed to five (5) potential vendors and proposals were received from two (2).

Bid Recommendation:

After reviewing the available information, we are awarding the milk and juice bid # 2023-24-9 to InstantWhip - Buffalo for the school year 2023-24 in the amount of \$397,206.15 in its entirety. **The Sweet Home portion of this recommendation is \$324,896.00.** This year again we have increased our volume of lunches within our District which increased our numbers for milk products. A complete bid tabulation is on the second page of this memorandum.

Below is a listing of the award amounts for the last three years (Including the current year award):

Bid Year	Vendor	Unit Price		
		1% Milk	Fat Free Chocolate Milk	Skim Milk
2023-24	InstantWhip – Buffalo	\$0.335	\$0.335	\$0.315
2022-23	InstantWhip – Buffalo	\$0.29	\$0.30	\$0.28
2021-22	InstantWhip – Buffalo	\$0.26	\$0.28	\$0.25

Overall Bid Results

Item #	Description & Size	Unit	Name Brand	Est. Quantity	InstantWhip Price Each	InstantWhip Total Price	Upstate Price Each	Upstate Total Price
1	Buttermilk fortified with vitamin A&D, Quart	Each	Upstate	1	\$1.290	\$1.29	\$1.585	\$1.59
2	1% Chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	4,343	\$0.340	\$1,476.62	\$0.3877	\$1,683.78
3	1% milk fortified with A&D. 1/2 pint	Each	Upstate	207,933	\$0.335	\$69,657.56	\$0.3610	\$75,063.81
4	Apple juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	3,000	\$18.500	\$55,500.00	\$20.700	\$62,100.00
5	Assorted flavors of yogurt, 4 oz.	Each	Upstate	59,836	\$0.360	\$21,540.96	\$0.4250	\$25,430.30
6	Fat free chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	446,190	\$0.335	\$149,473.65	\$0.3713	\$165,670.35
7	Grape juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	700	\$20.500	\$14,350.00	\$25.200	\$17,640.00
8	Low Fat strawberry milk w/vitamin A&D, 1/2 pint	Each	Upstate	14,643	\$0.352	\$5,154.34	\$0.4450	\$6,516.14
9	Milk, 1 gallon	Each	Upstate	28	\$3.680	\$103.04	\$5.5464	\$155.30
10	Orange juice 72 ct., 4 oz foil top cup	Case	Sun Cup	2,000	\$19.750	\$39,500.00	\$25.9200	\$51,840.00
11	Plain or flavored, regular or Greek yogurt, 5lb.	Each	Upstate	200	\$7.430	\$1,486.00	\$7.665	\$1,533.00
12	Skim milk fortified with vitamin A&D, 1/2 pint	Each	Upstate	41,333	\$0.315	\$13,019.90	\$0.3498	\$14,458.28
13	Sour cream, 5 LB tub	Each	Upstate	216	\$8.300	\$1,792.80	\$14.455	\$3,122.28
14	String Cheese, 1 oz each	Each	Upstate	70,000	\$0.345	\$24,150.00	\$0.3244	\$22,708.00
	Grand Totals					\$397,206.15		\$447,922.82

Sweet Home Portion

Item #	Description & Size	Unit	Name Brand	Est. Quantity	InstantWhip Price Each	InstantWhip Total Price	Upstate Price Each	Upstate Total Price
3	1% milk fortified with A&D. 1/2 pint	Each	Upstate	170,000	\$0.335	\$56,950.00	\$0.3610	\$61,370.00
4	Apple juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	3,000	\$18.500	\$55,500.00	\$20.700	\$62,100.00
5	Assorted flavors of yogurt, 4 oz.	Each	Upstate	50,000	\$0.360	\$18,000.00	\$0.4250	\$21,250.00
6	Fat free chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	310,000	\$0.335	\$103,850.00	\$0.3713	\$115,103.00
7	Grape juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	700	\$20.500	\$14,350.00	\$25.200	\$17,640.00
10	Orange juice 72 ct., 4 oz foil top cup	Case	Sun Cup	2,000	\$19.750	\$39,500.00	\$25.9200	\$51,840.00
11	Plain or flavored, regular or Greek yogurt, 5lb.	Each	Upstate	200	\$7.430	\$1,486.00	\$7.665	\$1,533.00
12	Skim milk fortified with vitamin A&D, 1/2 pint	Each	Upstate	30,000	\$0.315	\$9,450.00	\$0.3498	\$10,494.00
13	Sour cream, 5 LB tub	Each	Upstate	200	\$8.300	\$1,660.00	\$14.455	\$2,891.00
14	String Cheese, 1 oz each	Each	Upstate	70,000	\$0.345	\$24,150.00	\$0.3244	\$22,708.00
	Grand Totals					\$324,896.00		\$366,922.00