

**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: May 29, 2025
RE: Milk and Juice Products Bid 2025-26-9



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 sixteen (16) products were mailed to five (5) potential vendors and proposals were received from one (1).

Bid Recommendation:

After reviewing the available information, we are awarding the milk and juice bid # 2025-26-9 to InstantWhip - Buffalo for the school year 2025-26 in the amount of \$298,229.34 in its entirety. **The Sweet Home portion of this recommendation is \$187,152.50.** 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
2025-26	InstantWhip – Buffalo	\$0.369	\$0.388	\$0.349
2024-25	InstantWhip – Buffalo	\$0.350	\$0.357	\$0.330
2023-24	InstantWhip – Buffalo	\$0.335	\$0.335	\$0.315

Overall Bid Results

Item #	Description & Size	Unit	Name Brand	Est. Quantity	InstantWhip Price Each	Total Price
1	1% milk fortified with A&D. 1/2 pint	Each	Upstate	168,000	\$0.369	\$61,992.00
2	1% chocolate milk with A&D. 1/2 pint	Each	Upstate	1,450	\$0.388	\$562.60
3	Fat free chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	400,720	\$0.388	\$155,479.36
4	Fat free strawberry milk w/vitamin A&D, 1/2 pint	Each	Upstate	4,000	\$0.395	\$1,580.00
5	Skim Milk fortified with vitamin A&D, 1 gallon	Each	Upstate	250	\$3.500	\$875.00
6	Skim milk fortified with vitamin A&D, 1/2 pint	Each	Upstate	51,650	\$0.349	\$18,025.85
7	Assorted flavors of yogurt, 4oz.	Each	Upstate	43,580	\$0.410	\$17,867.80
8	Assorted UF Greek Yogurt, plain or flavored, 5.3 oz	Each	Upstate	49	\$0.940	\$46.06
9	Apple juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	534	\$23.040	\$12,303.36
10	Grape juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	520	\$25.200	\$13,104.00
11	Orange juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	500	\$29.520	\$14,760.00
12	Pure orange juice, gallon	Each	Sun Cup	50	\$7.950	\$397.50
13	Heavy cream, qt.	Each	Upstate	1	\$4.250	\$4.25
14	Sour cream, 5 LB tub	Each	Upstate	106	\$9.950	\$1,054.70
15	Half & Half, qt	Each	Upstate	1	\$1.860	\$1.86
16	String Cheese, 1 oz each	Each	Upstate	500	\$0.350	\$175.00
	Grand Totals				16 total items	\$298,229.34

Sweet Home Portion

Item #	Description & Size	Unit	Name Brand	Est. Quantity	InstantWhip Price Each	Total Price
1	1% milk fortified with A&D. 1/2 pint	Each	Upstate	100,000	\$0.369	\$36,900.00
2	Fat free chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	200,000	\$0.388	\$77,600.00
3	Fat free strawberry milk w/vitamin A&D, 1/2 pint	Each	Upstate	4,000	\$0.395	\$1,580.00
4	Skim Milk fortified with vitamin A&D, 1 gallon	Each	Upstate	250	\$3.500	\$875.00
5	Skim milk fortified with vitamin A&D, 1/2 pint	Each	Upstate	50,000	\$0.349	\$17,450.00
6	Assorted flavors of yogurt, 4oz.	Each	Upstate	30,000	\$0.410	\$12,300.00
7	Apple juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	500	\$23.040	\$11,520.00
8	Grape juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	500	\$25.200	\$12,600.00
9	Orange juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	500	\$29.520	\$14,760.00
10	Pure orange juice, gallon	Each	Sun Cup	50	\$7.950	\$397.50
11	Sour cream, 5 LB tub	Each	Upstate	100	\$9.950	\$995.00
12	String Cheese, 1 oz each	Each	Upstate	500	\$0.350	\$175.00
	Grand Totals				12 total items	\$187,152.50