



May 9, 2018

Andrew Soliz, Director of Child Nutrition Services
SAN MATEO-FOSTER CITY SCHOOL DISTRICT
1170 Chess Drive
Foster City, CA 94404

Dear Mr. Soliz,

On behalf of Producers Dairy, I would like to take this opportunity to thank you for allowing us to be your dairy supplier during the 2017/2018 school year and hopefully for the incoming 2018/2019 school year.

We take great pride in serving your students with Producers Dairy products. Nutrition plays a big role in helping children learn, and we understand the importance of promoting healthy eating at school. Our goal is to give you and your students the best quality products at a great value with excellent service. Hopefully, we have demonstrated this to your school district this past year.

Producers Dairy would like to extend your current prices for the incoming 2018/2019 school year with price adjustments, increased or decreased, as directed by the State of California Department of Food and Agriculture (see our escalating clause).

Attached is a copy of your current price list for the incoming school year and a rollover agreement for your consideration. If you are in agreement with these prices and our escalating clause, please sign and return to Producers Dairy Foods, Inc., P.O. Box 1231, Fresno, CA 93715.

Respectfully,

PRODUCERS DAIRY FOODS, INC.

Frank B. Sewill
Director of Administration

Enclosure

FBS/cm





May 9, 2018

SAN MATEO – FOSTER CITY SCHOOL DISTRICT
Rollover Agreement and Escalating Clause
2018/2019 school year prices

ESCALATING CLAUSE: Producers Dairy must insert an escalating clause because of unknown factors at this time. Also, it is a requirement of the California Department of Agriculture. This escalating clause includes our raw product costs, which Producers Dairy has no control over from the dairy farmer or our carton supplier.

Yes, I am in agreement.

Printed Name & Title

Signature

Date

FBS/cm



San Mateo-Foster City School District
 Child Nutrition Services, Dairy Products & Services
 RFP #CNS-02-18

JUNE 2017 Pricing

Attachment "A" Submit with Bid			Price Sheet This will be an all or nothing award. Vendor must bid on all items to be considered responsive.			Bidder Name: <u>PRODUCERS DAIRY FOODS, INC</u>	
Item	Estimated Annual Usage per Unit	Unit	Description	Brand	Units Per Case	Site-to-Site Delivery Unit Cost	Site-to-Site Delivery Case Extended Cost
1	160,000	EA	1% Homogenized Vitamin D Milk (8oz) carton	<u>PDF #179</u>	<u>60</u>	<u>.1915</u>	<u>30,640.00</u>
2	380,000	EA	Non-Fat Homogenized Vitamin D Chocolate Milk (8oz) carton, maximum 19 grams sugar per serving Specify type of added sweetener used:	<u>PDF #231</u>	<u>60</u>	<u>.1930</u>	<u>73,340.00</u>
3	1,700	EA	1% Homogenized Vitamin D Milk (half-gallon)	<u>PDF #178</u>	<u>12</u>	<u>1.49</u>	<u>2,533.00</u>
4	<u>812</u> 325	EA	Yogurt, low-fat flavored, packed in a 5# tub, a 4 oz serving must meet USDA Meal Pattern requirements for a one (1) oz meat/meat alternate Specify available flavors: <u>QUART</u> <u>Peach, Strawberry, Raspberry, Vanilla</u> Specify type of added sweetener used: <u>SUGAR BEAN</u>	<u>PDF 420-424</u>	<u>6</u>	<u>1.95</u>	<u>1,583.40</u>
5	90,000	EA	Yogurt, non-fat assorted fruit flavors, packed in 4 oz easy open container, a 4 oz serving must meet USDA Meal Pattern requirements for a one (1) oz meat/meat alternate Specify available flavors: <u>STRAW</u> <u>STRAW/BON</u> Specify type of added sweetener used:	<u>PDF #474</u> <u>#475</u>	<u>48</u>	<u>.33</u>	<u>29,700.00</u>
6	54,000	EA	Greek Yogurt, non-fat assorted flavors, using only natural ingredients, real fruit and milk, without preservatives or artificial flavors/colors, evaporated cane juice as the only added sweetener, packed in a 4 oz easy open container, a 4 oz serving must meet USDA Meal Pattern requirements for a one (1) oz meat/meat alternate Specify available flavors:	<u>N/A</u>	<u>N/A</u>		
7	2,500	56 cl	Bottled Spring Water (8 oz)	<u>N/A</u>	<u>N/A</u>		
						Totals	<u>137,796.40</u>