

THE SCHOOL DISTRICT OF LEE COUNTY
DEPARTMENT OF PROCUREMENT SERVICES
2855 COLONIAL BLVD.
FORT MYERS, FLORIDA 33966

M & B Products, Inc.
Attn: Billy Hawkins
8601 Harney Road
Temple Terrace, FL 33637

ITB No. B247481JA
Milk, Other Dairy Products and Juice

Phone: 813-988-2211, ext. 241

OPENING DATE: April 18, 2024, 2:00 PM EST

Email: billy@mbproducts.com

Email: andrea@mbproducts.com

GROUP A ITEM #	Item Description/ Specification	District Unit of Measure	Brand/Product Code	Packaging (e.g. case)	Units per Packaged Qty	Estimated Annual Volume in units	FMO 1/2 Pint (Variable Cost)	CO-OP Premium Cost	Vendor's Fixed Fee	Processor Assessment Fee	Estimated Annual Total Cost
1.	1% Low-Fat Milk	Half Gallon	M & B Products Cool Cow 1808	Recyclable Case	8	188	\$0.7157	\$0.1553	\$1.2500	\$0.0453	\$407.27
2.	1% Low-Fat Milk	Half Pint	M & B Products Cool Cow 1408	Recyclable Case	56	2,668,336	\$0.0895	\$0.0194	\$0.1676	\$0.0057	\$752,841.59
3.	Vitamin D Whole Milk	Half Pint	M & B Products Cool Cow 1400	Recyclable Case	56	16,456	\$0.1301	\$0.0194	\$0.1640	\$0.0056	\$5,250.53
4.	Fat-Free Chocolate Milk	Half Pint	M & B Products Cool Cow 1414	Recyclable Case	56	7,521,360	\$0.0743	\$0.0187	\$0.1882	\$0.0055	\$2,156,372.19
5.	Fat-Free Strawberry Milk	Half Pint	M & B Products Cool Cow 1418	Recyclable Case	56	1,176,384	\$0.0748	\$0.0188	\$0.1900	\$0.0055	\$340,138.94
6.	Lactose Free Milk	Half Pint	M & B Products Cool Cow 1449	Recyclable Case	56	89,056	\$0.0771	\$0.0194	\$0.1802	\$0.0057	\$25,151.10
Group B Item #	Item Description/ Specification	District Unit of Measure	Brand	Product Code	Packaging (e.g. case)	Units per Packaged Qty	Estimated Annual Volume in units	Unit Price	Estimated Annual Total Cost		
7.	Low-Fat Vanilla Yogurt	64 oz. Tub	M & B Products - Cool Cow	6610	Recyclable Case	6	2,159	\$4.5000	\$9,715.50		
8.	Low-Fat Vanilla Yogurt	4 oz. Cup	M & B Products - Cool Cow	6600	Recyclable Case	96	899,410	\$0.29	\$258,580.38		
9.	Low-Fat Strawberry Yogurt	4 oz. Cup	M & B Products - Cool Cow	6604	Recyclable Case	96	817,193	\$0.29	\$234,942.99		
10.	Orange Juice (Sample Required)	4 oz. Carton	M & B Products - Mr. J	2070	Recyclable Case	70	226,600	\$0.26	\$57,918.96		
11.	Orange Juice (Sample Required)	6 oz. Carton	M & B Products - Mr. J	2080	Recyclable Case	70	143,330	\$0.35	\$50,036.50		
12.	Fruit Punch (100% Fruit Blend) (Sample Required)	4 oz. Carton	M & B Products - Mr. J	2340	Recyclable Case	70	441,650	\$0.17	\$75,036.34		
13.	Fruit Punch (100% Fruit Blend) (Sample Required)	6 oz. Carton	M & B Products - Mr. J	2350	Recyclable Case	70	305,580	\$0.22	\$67,441.51		
14.	Apple Juice (Sample Required)	4 oz. Carton	M & B Products - Mr. J	2840	Recyclable Case	70	425,150	\$0.17	\$70,915.02		
15.	Apple Juice (Sample Required)	6 oz. Carton	M & B Products - Mr. J	2850	Recyclable Case	70	265,760	\$0.21	\$56,580.30		
16.	Cherry Apple Juice (Sample Required)	4 oz. Carton	M & B Products - Mr. J	3042	Recyclable Case	70	412,830	\$0.17	\$70,882.91		

<p align="center">THE SCHOOL DISTRICT OF LEE COUNTY DEPARTMENT OF PROCUREMENT SERVICES 2855 COLONIAL BLVD. FORT MYERS, FLORIDA 33966</p>			<p align="center">New Dairy Florida, LLC dba Borden Dairy Attn: Jim Tuller & Dave Miller 308 Avenue G. SW Winter Haven, FL 33880</p>								
<p align="center">ITB No. B247481JA Milk, Other Dairy Products and Juice</p>			<p>Phone: 863-297-7300 & 813-917-7794</p>								
<p align="center">OPENING DATE: April 18, 2024, 2:00 PM EST</p>			<p>Email: jim.tuller@bordendairy.com</p>								
			<p>Email: dave.miller@bordendairy.com</p>								
GROUP A ITEM #	Item Description/ Specification	District Unit of Measure	Brand/Product Code	Packaging (e.g. case)	Units per Packaged Qty	Estimated Annual Volume in units	FMO 1/2 Pint (Variable Cost)	CO-OP Premium Cost	Vendor's Fixed Fee	Processor Assessment Fee	Estimated Annual Total Cost
1.	1% Low-Fat Milk	Half Gallon	Borden/25085	Plastic Jug/Crate	9	188	\$0.7536	\$0.0560	\$1.1558	\$0.0086	\$371.11
2.	1% Low-Fat Milk	Half Pint	Borden/25351	Carton/Crate		2,668,336	\$0.0942	\$0.0070	\$0.1737	\$0.0011	\$736,460.74
3.	Vitamin D Whole Milk	Half Pint	Borden/25349	Carton/Crate		16,456	\$0.1308	\$0.0070	\$0.1797	\$0.0011	\$5,242.88
4.	Fat-Free Chocolate Milk	Half Pint	Borden/25357	Carton/Crate		7,521,360	\$0.0769	\$0.0066	\$0.1969	\$0.0010	\$2,116,510.70
5.	Fat-Free Strawberry Milk	Half Pint	Borden/253603	Carton/Crate		1,176,384	\$0.0769	\$0.0066	\$0.1980	\$0.0010	\$332,328.48
6.	Lactose Free Milk	Half Pint	Borden/14660	Carton/Crate		89,056	\$0.0000	\$0.0000	\$0.8723	\$0.0000	\$77,683.55
Group B Item #	Item Description/ Specification	District Unit of Measure	Brand	Product Code	Packaging (e.g. case)	Units per Packaged Qty	Estimated Annual Volume in units	Unit Price	Estimated Annual Total Cost		
7.	Low-Fat Vanilla Yogurt	64 oz. Tub					2,159		No Bid		
8.	Low-Fat Vanilla Yogurt	4 oz. Cup					899,410		No Bid		
9.	Low-Fat Strawberry Yogurt	4 oz. Cup					817,193		No Bid		
10.	Orange Juice <i>(Sample Required)</i>	4 oz. Carton					226,600		No Bid		
11.	Orange Juice <i>(Sample Required)</i>	6 oz. Carton					143,330		No Bid		
12.	Fruit Punch (100% Fruit Blend) <i>(Sample Required)</i>	4 oz. Carton					441,650		No Bid		
13.	Fruit Punch (100% Fruit Blend) <i>(Sample Required)</i>	6 oz. Carton					305,580		No Bid		
14.	Apple Juice <i>(Sample Required)</i>	4 oz. Carton					425,150		No Bid		
15.	Apple Juice <i>(Sample Required)</i>	6 oz. Carton					265,760		No Bid		
16.	Cherry Apple Juice <i>(Sample Required)</i>	4 oz. Carton					412,830		No Bid		

THE SCHOOL DISTRICT OF LEE COUNTY
DEPARTMENT OF PROCUREMENT SERVICES
2855 COLONIAL BLVD.
FORT MYERS, FLORIDA 33966

DFA Dairy Brands dba TG Lee Dairy
Attn: Meg Callahan
315 N. Bumby Avenue
Orlando, FL 32803

ITB No. B247481JA
Milk, Other Dairy Products and Juice

Phone: 800-432-4872

OPENING DATE: April 18, 2024, 2:00 PM EST

Email: meg.callahan@dfamilk.com

Email: david.flagg@dfamilk.com

GROUP A ITEM #	Item Description/ Specification	District Unit of Measure	Brand/Product Code	Packaging (e.g. case)	Units per Packaged Qty	Estimated Annual Volume in units	FMO 1/2 Pint (Variable Cost)	CO-OP Premium Cost	Vendor's Fixed Fee	Processor Assessment Fee	Estimated Annual Total Cost
1.	1% Low-Fat Milk	Half Gallon				188					
2.	1% Low-Fat Milk	Half Pint				2,668,336					
3.	Vitamin D Whole Milk	Half Pint				16,456					
4.	Fat-Free Chocolate Milk	Half Pint				7,521,360					
5.	Fat-Free Strawberry Milk	Half Pint				1,176,384					
6.	Lactose Free Milk	Half Pint				89,056					
Group B Item #	Item Description/ Specification	District Unit of Measure	Brand		Product Code	Packaging (e.g. case)	Units per Packaged Qty	Estimated Annual Volume in units	Unit Price	Estimated Annual Total Cost	
7.	Low-Fat Vanilla Yogurt	64 oz. Tub						2,159			
8.	Low-Fat Vanilla Yogurt	4 oz. Cup						899,410			
9.	Low-Fat Strawberry Yogurt	4 oz. Cup						817,193			
10.	Orange Juice <i>(Sample Required)</i>	4 oz. Carton						226,600			
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12.	Fruit Punch (100% Fruit Blend) <i>(Sample Required)</i>	4 oz. Carton						441,650			
13.	Fruit Punch (100% Fruit Blend) <i>(Sample Required)</i>	6 oz. Carton						305,580			
14.	Apple Juice <i>(Sample Required)</i>	4 oz. Carton						425,150			
15.	Apple Juice <i>(Sample Required)</i>	6 oz. Carton						265,760			
16.	Cherry Apple Juice <i>(Sample Required)</i>	4 oz. Carton						412,830			

NO BID

7 Vendors notified of the ITN
2 Vendors Submitted Proposal
4 Vendors Non-Responsive
1 Vendor(s) Returned a No Bid

 Primary Vendor

It is recommended that this ITB be awarded to M & B Products, Inc., having submitted the lowest overall and best response meeting specifications.

APPROVED BY: Joni Al-Shabibi

DATE: May 1, 2024

