

Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:                   AWARD BID NO. 034-NN03 – FOODSERVICE TRAYS AND  
CONTAINERS**

**COMMITTEE:               INNOVATION, EFFICIENCY & GOVERNMENTAL  
RELATIONS**

**LINK TO STRATEGIC  
FRAMEWORK:               FINANCIAL EFFICIENCY/STABILITY**

The purpose of this bid is to purchase, at firm unit prices, quantities, as may be required, of foodservice trays and containers, and preapprove a list of eligible vendors, to be quoted for additional items under these categories, for the Department of Food and Nutrition and Hospitality Services. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Seven (7) vendors responded to this advertised solicitation. This is an award to primary and alternate vendors.

The term of the bid shall be for two (2) years from date of award and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the awardees, be extended for three (3) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period.

A price comparison was made between the prior contract rates, and the prices being recommended for award. The new bid pricing reflects a 7% annual reduction from the previous contract, which could represent an annual savings of \$129,230.

For Items 1 through 8, award is not recommended for direct delivery to each location due to excessive pricing. An award is recommended for Items 1 through 8 for warehouse drop shipments.

Inasmuch as the bids received for Item 5 did not meet specifications and are excessive in price, the recommendation reflects that this item be rejected. Preapproved vendors will be contacted, as the need arises, to submit competitive quotations for this item.

Strategies were employed to increase M/WBE participation. Four (4) M/WBE vendors responded to this solicitation, however, one (1) M/WBE vendor was non-responsive.

Fund Source  
0410 – Food Service

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 034-NN03 – FOODSERVICE TRAYS AND CONTAINERS, to purchase, at firm unit prices, quantities, as may be required, of foodservice trays and containers, and preapprove a list of eligible vendors to be quoted for additional items under these categories, for the Department of Food and Nutrition and Hospitality Services, during the term of the bid, effective April 17, 2013, through April 16, 2015, as follows:

**PRIMARY**

1. EDWARD DON & COMPANY  
11500 MIRAMAR PARKWAY, SUITE 600  
MIRAMAR, FL 33025  
OWNER: STEVEN R. DON, PRESIDENT/C.E.O.

Total Low Unit Price Meeting Specifications: Items 1 through 3.

- Item 1 - Tray, one-compartment @ \$0.0909 each, delivery to warehouse.
- Item 2 - Tray, three-compartment @ \$0.0909 each, delivery to warehouse.
- Item 3 - Lid, clear, fits Items 1 and 2 @ \$0.1278 each, delivery to warehouse.

2. ALL FLORIDA PAPER  
9150 N.W. 105 WAY  
MEDLEY, FL 33178  
OWNER: ARMANDO CACERES  
PRESIDENT/C.E.O.

M/WBE

Total Low Unit Price Meeting Specifications: Items 4, 6 and 8.

- Item 4 - Dish tray @ \$0.01530 each, delivery to warehouse.
- Item 6 - Tray, five-compartment @ \$0.03050 each, delivery to warehouse.
- Item 8 - Breakfast tray @ \$0.05026 each, delivery to warehouse.

3. DADE PAPER & BAG CO.  
9601 N.W. 112 AVENUE  
MIAMI, FL 33178  
OWNER: LENNY GENET, PRESIDENT

Total Low Unit Price Meeting Specifications: Item 7.

Item 7 - Tray, three-compartment @ \$0.0462 each, delivery to warehouse.

**ALTERNATE**

4. DADE PAPER & BAG CO.  
9601 N.W. 112 AVENUE  
MIAMI, FL 33178  
OWNER: LENNY GENET, PRESIDENT

Second Total Low Unit Price Meeting Specifications: Items 1 through 4 and 6.

Item 1 - Tray, one-compartment @ \$0.1192 each, delivery to warehouse.

Item 2 - Tray, three-compartment @ \$0.1192 each, delivery to warehouse.

Item 3 - Lid, clear, fits Items 1 and 2 @ \$0.1677 each, delivery to warehouse.

Item 4 - Dish tray @ \$0.0164 each, delivery to warehouse.

Item 6 - Tray, five-compartment @ \$0.0329 each, delivery to warehouse.

5. ALL FLORIDA PAPER  
9150 N.W. 105 WAY  
MEDLEY, FL 33178  
OWNER: ARMANDO CACERES  
PRESIDENT/C.E.O

M/WBE

Second Total Low Unit Price Meeting Specifications: Item 7.

Item 7 - Tray, three-compartment @ \$0.05733 each, delivery to warehouse.

**SECTION II:**

Preapproved vendors, for future competitive solicitations of additional items, exceeding the \$1,000 quotation threshold:

6. ALL FLORIDA PAPER  
9150 N.W. 105 WAY  
MEDLEY, FL 33178  
OWNER: ARMANDO CACERES M/WBE  
PRESIDENT/C.E.O.
7. DADE PAPER & BAG CO.  
9601 N.W. 112 AVENUE  
MIAMI, FL 33178  
OWNER: LENNY GENET, PRESIDENT
8. EDWARD DON & COMPANY  
11500 MIRAMAR PARKWAY, SUITE 600  
MIRAMAR, FL 33025  
OWNER: STEVEN R. DON, PRESIDENT/C.E.O.
9. FAYCROFT INTERIOR & PURCHASING, INC.  
15037 S.W. 141 TERRACE  
MIAMI, FL 33196  
OWNER: NORMA BANCROFT, PRESIDENT M/WBE
10. PEMICA, INC.  
4913 S.W. 74 COURT  
MIAMI, FL 33155  
OWNER: ANDRES E. DE LEON, PRESIDENT M/WBE
11. Reject Item 5.
12. Authorize Procurement Management Services to purchase up to the total estimated amount of \$5,000,000, for the initial contract term, and an amount not to exceed \$2,500,000, for each additional one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.

RHH/ae