



**THE SCHOOL DISTRICT OF ESCAMBIA COUNTY**  
**PURCHASING DEPARTMENT**  
75 North Pace Blvd.  
Pensacola, FL 32505

**RFP/BID AWARD NOTICE**

**DATE:**  
**August 11, 2022**

**RFP/BID TITLE & REFERENCE:**  
**Direct Delivery of Milk and Dairy Products to  
School Cafeterias, RFP #230102 (Re-Issue)**

**DESCRIPTION OF PURCHASE:**

An annual agreement with four (4) year renewal options to provide direct delivery of milk and dairy products to school cafeterias for use in the preparation of breakfast and lunch meals. Forty-one (41) items offered, thirty-eight (38) items recommended for award. Three (3) items were not awarded due to no responses being received or no sample received. Recommend the RFP awards to the lowest responder meeting specifications.

Effective Dates: September 1, 2022 through August 31, 2023. (Initial term)

**REQUESTED BY:**

Food Services

**SUPPLIER NAME:**

Butler Foods of Pensacola, Inc., Cantonment, FL

**AMOUNT OF PURCHASE:**

\$5,190,174.90 Est. / Yr.

**FUNDING SOURCE:**

Food Services Fund (4110)

**METHOD OF PROCUREMENT:**

ECSD RFP

Proposals Received: 1

**DATE AND TIME POSTED:**

August 11, 2022, 2:35 p.m. CST

**THE SCHOOL DISTRICT OF ESCAMBIA COUNTY  
PURCHASING DEPARTMENT  
75 NORTH PACE BOULEVARD  
PENSACOLA, FLORIDA 32505  
BID TABULATION**

**DATE: August 11, 2022**

Awarded Items are highlighted

**RFP NBR: 230102**

**RFP TITLE: Direct Delivery of Milk and Dairy Products to School Cafeterias (Re-Issue)**

Where two prices are shown, the bottom price is the bid case/pack size  
Top price is unit price needed to determine low cost because of vendor differences in case count

ITEM	Cheese, American, Yellow Reduced		Cheese, American		Cheese, Mozzarella		Cheese, Cheddar Shredded	
Quantity:	750	cs	100	cs	50	cs	900	cs
	0516350		0516341		0516361		0516362	
ITEM NUMBER	<b>1</b>		<b>2</b>		<b>3</b>		<b>4</b>	
Butler Foods of Pensacola	<b>20.5500</b>		<b>19.7800</b>		<b>20.8675</b>		<b>19.4850</b>	
Cantonment, FL	<b>123.31</b>		<b>118.68</b>		<b>166.94</b>		<b>77.94</b>	

ITEM	Cheese, Mozzarella Shredded		String Cheese, Low Fat Mozzarella		Swiss Cheese, Sliced		Provolone Cheese, Sliced	
Quantity:	380	cs	3,370	cs	770	cs	50	cs
	0516410		0517030		0517500		0516390	
ITEM NUMBER	<b>5</b>		<b>6</b>		<b>7</b>		<b>8</b>	
Butler Foods of Pensacola	<b>18.86</b>		<b>0.3313</b>		<b>10.0633</b>		<b>7.07</b>	
Cantonment, FL	<b>75.44</b>		<b>53.01</b>		<b>60.38</b>		<b>42.42</b>	

ITEM	Parmesan Cheese, Grated		Cottage Cheese		Cream Cheese		Cream Cheese, Individual	
Quantity:	85	cs	80	lbs	50	cs	100	cs
	0502150		0530150		0530180		0540230	
ITEM NUMBER	<b>9</b>		<b>10</b>		<b>11</b>		<b>12</b>	
Butler Foods of Pensacola	<b>21.59</b>				<b>12.8860</b>		<b>0.3170</b>	
Cantonment, FL	<b>86.36</b>		<b>2.61</b>	my	<b>128.86</b>		<b>31.70</b>	

<b>ITEM</b>	Cream Cheese, Individual, Flavored		White 1% Low Fat Milk		White Fat Free Milk		Chocolate Fat Free Milk	
<b>Quantity:</b>	100 0540230	cs	1,500,000 0530021	ea	35,000 0540010	ea	3,900,000 0530030	ea
<b>ITEM NUMBER</b>	<b>13-DELETED</b>		<b>14</b>		<b>15</b>		<b>16</b>	
Butler Foods of Pensacola Cantonment, FL	54.36	au	<b>0.3300</b>		<b>0.3200</b>		<b>0.3300</b>	

<b>ITEM</b>	Strawberry Fat Free Milk		Vanilla Fat Free Milk		Lactose Free Milk Fat Free		White 1% Low Fat Milk, 1/2 Pints, Chug	
<b>Quantity:</b>	36,500 0530020	ea	100,000 0530090	ea	6,500	ea	1,500,000 0530021	ea
<b>ITEM NUMBER</b>	<b>17</b>		<b>18</b>		<b>19</b>		<b>20</b>	
Butler Foods of Pensacola Cantonment, FL	<b>0.3400</b>		<b>0.3400</b>		<b>0.8300</b>		<b>0.4400</b>	

<b>ITEM</b>	White Fat Free Milk, Chug		Chocolate Fat Free Milk, Chug		Strawberry Fat Free Milk		Vanilla Fat Free Milk	
<b>Quantity:</b>	35,000	ea	3,900,000 0530021	ea	36,000 0530020	ea	100,000 0530090	ea
<b>ITEM NUMBER</b>	<b>21</b>		<b>22</b>		<b>23</b>		<b>24</b>	
Butler Foods of Pensacola Cantonment, FL	<b>0.4200</b>		<b>0.4300</b>		<b>0.4400</b>		<b>0.4400</b>	

<b>ITEM</b>	Lactose Free Milk, Half Gallon		Buttermilk, Half Gallon		White 1% Low Fat Milk, Gallon		Sour Cream	
<b>Quantity:</b>	2,000 0530050	ea	3,000 0530080	ea	20 0530070	ea	150 0530300	lbs
<b>ITEM NUMBER</b>	<b>25</b>		<b>26</b>		<b>27</b>		<b>28</b>	
Butler Foods of Pensacola Cantonment, FL	<b>4.75</b>		<b>3.40</b>		<b>4.75</b>		<b>2.50</b>	my

<b>ITEM</b>	Lowfat, Yogurt Bulk	Lowfat Yogurt, Individual	Portion Pack Butter	Portion Pack Margarine
<b>Quantity:</b>	200 0530130	15,000 0530140	50 0540220	50 0540240
	cs	ea	cs	cs
<b>ITEM NUMBER</b>	<b>29</b>	<b>30</b>	<b>31</b>	<b>32</b>
Butler Foods of Pensacola	7.4667	.4660	0.0716	0.0623
Cantonment, FL	44.80	22.37	51.58	56.11

<b>ITEM</b>	Butter	Margarine	Round, Scrambled Egg Pattie, Fully Cooked	Chicken Eggs, In Shell
<b>Quantity:</b>	350 0516382	350 0516370	500 New Item	100 0530170
	cs	cs	cs	cs
<b>ITEM NUMBER</b>	<b>33</b>	<b>34-DELETED</b>	<b>35</b>	<b>36</b>
Butler Foods of Pensacola	5.2122	2.0940	.2513	.4142
Cantonment, FL	187.64	62.82	36.18	74.56

<b>ITEM</b>	Chicken Eggs, Liquid	Chicken Eggs, Hard Boiled	Cheese, Pepper Jack, Sliced	Soy Milk a
<b>Quantity:</b>	50 0530190	280 0560650	100	100 New Item
	cs	cs	cs	cs
<b>ITEM NUMBER</b>	<b>37-DELETED</b>	<b>38</b>	<b>39</b>	<b>40</b>
Butler Foods of Pensacola	5.1587		7.0700	.2291
Cantonment, FL	77.38	31.45	42.42	25.95/19.37

<b>ITEM</b>	Almond Milk
<b>Quantity:</b>	100 New Item
	cs
<b>ITEM NUMBER</b>	<b>41</b>
Butler Foods of Pensacola	
Cantonment, FL	14.30

NOTES:

a = Alternate offer

au=Alternate offer unacceptable, no sample sent or sample not approved

ay=Alternate sample was received and approved

m=Minimum order quantity

mu=Minimum order quantity not accepted

my=Minimum order quantity accepted

pf=price per flavor

**BID TABULATION, RECOMMENDATIONS, AND PROTEST**

Bid tabulations with award recommendations are posted for 72 hours in the Purchasing Department Office and are also posted to the School District's website address at: <http://ecsd-fl.schoolloop.com/purchasing/bids>. Notices will not be automatically mailed. Bid tabulations or recommendations will be distributed solely through the Purchasing website address.

Failure to file a protest within the time prescribed in Section 120.57(3) Florida Statutes will constitute a waiver of proceedings under Chapter 120 Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120 Florida Statutes.

I hereby certify that the prices and responders reflected herein are valid, and have been received in compliance to Escambia County School Board Rules and Florida Law.

*Allison Watson*

Allison Watson, Director  
Purchasing Department