

Food Service Bid Award Meeting

June 1, 2023



2023-2024 BID AWARD MEETING AGENDA

1. Welcome
2. Presentation by Connie Little- EPC Professional Standards Trainer
3. Today's Meeting Goal- Award Vendors (subject to final RFP doc review)
4. Bid Process- Bid Item Mgmt, RFP, Results Collation, Analysis, Vendor Approval Meeting
5. Procurement Review Information
6. Vendor Service Areas and Vendor Policies
7. Review of Bids by Category (7)
 - Pricing Evaluation: Response to Bid (No Bids)
 - Price Rankings, Average Case
 - Price (Not Weighted)- Average Case Price based on # of Items
 - Price (Weighted)- Avg Case Price based on actual case volume
7. Future Bid Direction/Goals/Committee Sign Ups
8. Look For PRELIMINARY results in EPC Foodservice News Dropbox by Monday, June 5, 2023

SUMMARY OF VENDOR INFORMATION							
Category	Vendor	Delivery Minimum	Penalty for Under Minimum	Non-Bid Item Pricing	Return/Refund Policy	Prime Vendor Proposal	Other Information
Dairy	United	N/A	N/A	None Listed	All Dairies will credit milk prior to winter, spring and summer breaks.	No Prime Vendor Proposal	All dairies agree to "Build To" orders by drivers if requested
Dairy	Borden	\$ 150.00	None Listed	None Listed	All Dairies will credit milk prior to winter, spring and summer breaks.	No Prime Vendor Proposal	All dairies agree to "Build To" orders by drivers if requested
Dairy	DFA/Schenkel	\$ 150.00	N/C	None Listed	All Dairies will credit milk prior to winter, spring and summer breaks.	No Prime Vendor Proposal	All dairies agree to "Build To" orders by drivers if requested
Dairy	Prairie Farms	N/A	N/A	None Listed	All Dairies will credit milk prior to winter, spring and summer breaks.	No Prime Vendor Proposal	All dairies agree to "Build To" orders by drivers if requested
Dairy	Smith	\$ 125.00	None Listed	None Listed	All Dairies will credit milk prior to winter, spring and summer breaks.	No Prime Vendor Proposal	All dairies agree to "Build To" orders by drivers if requested
Bakery	Klosterman	N/A	N/A	None Listed	Within 30 Days	No Prime Vendor Proposal	
Bakery	Nickles	\$ 75.00	N/A	None Listed	None Listed	No Prime Vendor Proposal	
Ice Crm	Hershey	\$ 175.00	None Listed	None Listed	None Listed	No Prime Vendor Proposal	
Ice Crm	Velvet	None Listed	None Listed	None Listed	None Listed	No Prime Vendor Proposal	
Café Ess	Alco-Chem-NEW	\$ 300.00	\$ 5.00		Within 30 Days- Full Credit, 31-90 Days- 75% Credit, 91 + days- NO Credit. No Return on Discontinued, Damaged, Special Orders, Non-Stock, Close Out Merchandise or Partial Cases	None	45 Years Experience, Preferred Vendor with Ohio School Council, Currently Serving Northeastern Ohio Counties: cuyahoga, Lorain, Medina, Portage, Stark, Summit, Wayne- Bidding Chemicals and Wipes and Test Strips
Café Ess	Alcor	\$ 250.00	\$ 10.00	None Listed	None Listed	No Prime Vendor Proposal	
Café Ess	Friends	\$ 50.00	\$ 7.95	Cost + 22%	Damaged will be replaced if within 20 Days	No Prime Vendor Proposal	
Café Ess	I-Supply	None Listed	None Listed	None Listed	None Listed	No Prime Vendor Proposal	
Café Ess	Stigler-NEW	\$ 100.00	\$ 20.00	Cost + 20%	Within 30 days, if not special order, must be in original packaging	No Prime Vendor Proposal	50 Years Experience, ONLINE ORDERING
Café Ess	Tri Mark/SS Kemp- NEW	\$ 350.00	\$ 25.00	None Listed	None Listed	No Prime Vendor Proposal	Requested Company Information
Main	Rightway	\$ 600.00	\$ 5.00	None Listed	None Listed	No Prime Vendor Proposal	
Main	Sysco	\$ 600.00	\$ 50.00	Contacted for Clarification	Refrig Foods within 48 hours, Other Products 14 days	No Prime Vendor Proposal	
Main	Keurig Dr. Pepper	15 Cases	None Listed	None Listed	None Listed	No Prime Vendor Proposal	
Main	GFS	\$750	Risk of Non-Delivery	See Chart Below for Non-Bid Item and Bid Item Markups	See Detailed Return Policy PDF in Drop Box	90% of All Purchases- excluding fresh produce, fresh bread and dairy. Rebat 2% + .5% for Quick Pay	If a substitute product is required, GFS will make reasonable efforts to find a pproduct that has generally comparable specs and a similar price. Sub price may be higher or lower than price of bid item.
Main	GFS		BID ITEM MARKUP		OFF BID ITEM MARK UP		
Main	GFS		9%	Grocery	Prime 14% Non Prime 18%		
Main	GFS		\$ 1.60	Product	Prime \$1.60 Non-Prime \$1.75		
Main	GFS		10%	Tabletop	Prime 22% Non Prime 26%		
Main	GFS		10%	Frozen	Prime 14% Non Prime 18%		
Main	GFS		8%	Meat	Prime 14% Non Prime 18%		
Main	GFS		9%	Seafood	Prime 14% Non Prime 18%		
Main	GFS		9%	Poultry	Prime 14% Non Prime 18%		
Main	GFS		7%	Dairy	Prime 14% Non Prime 18%		
Main	GFS		7%	Disposables	Prime 12% Non Prime 16%		
Main	GFS		17%	Chemical	Prime 18% Non Prime 21%		
Main	GFS		15%	Beverage	Prime 17% Non Prime 18%		

SUMMARY OF SERVICE

SUMMARY OF SERVICE BY VENDOR		
CATEGORY	VENDOR	EPC- 276 Districts
Bakery	Klosterman	61%
Bakery	Nickles	42%
Beverage	Keurig Dr. Pepper	100%
Cafe Essentials	Stigler	57%
Cafe Essentials	Tri Mark	100%
Café Essentials	Alco-Chem-New	Medina and Cuyahoga Counties
Café Essentials	Alcor	44%
Café Essentials	Friends	100%
Café Essentials	I-Supply	53%
Combined	Rightway	39%
Combined	Sysco	71%
Combined	GFS	100% (if current customer)
Dairy	Borden	26%
Dairy	DFA/Schenkel	50%
Dairy	Prairie Farms	9%
Dairy	Smith	2%
Dairy	United	5%
Ice Cream	Hershey	99%
Ice Cream	Velvet	100%
Produce	WR Hackett	68%

FOOD BID 2023-2024

New Columns Added:

- Commercial: Categories, Smart Snacks, Serving Meal Equivalent, Serving ME Cost
- Commodity: Categories, Commercial Price and Commodity Price Both Listed
- ▶ Beverage: Smart Snacks

Southwestern Ohio EPC/OMERSA/STARK COUNTY/OHIO SCHOOL COUNCIL BID

Bid Category: COMMERCIAL FOOD

2023-24 Bid Item List Management- 668 Items

1

Response to Bid Item Pricing Requests

Category	Vendor	Total Items Bid	NO BID	Response To Bid "Score"	RANKING
Commercial Food	GFS	640	28	96%	1
Commercial Food	Sysco Cincinnati	323	345	48%	2
Commercial Food	Rightway	77	591	12%	3

Pricing Rankings

Category	Vendor	1st	2nd	3rd	Ranking of 1st place awards
Commercial Food	GFS	437	196	7	1
Commercial Food	Sysco	191	122	10	2
Commercial Food	Rightway	20	36	21	3

COMMERCIAL FOOD

3

Market Changes

Not Weighted- Total of Item Prices/# of Items			Weighted- (Price per Item X Case Volume Per Item)/Total Volume of Cases		
Bid Year	Date	Avg Price Per Case (Not Weighed)	Bid Year	Date	Avg Price Per Case (Weighted)
2022-2023	July 1, 2022	\$ 33.08	2022-2023	July 1, 2022	\$ 30.44
	Change	3.7%		Change	3.7%
2022-2023	June 30,2023	\$ 34.29	2022-2023	June 30,2023	\$ 31.57
	Change	7.9%		Change	9.0%
2023-2024	July 1, 2024	\$ 37.00	2023-2024	July 1, 2024	\$ 34.40



USDA FOODS

(commodities)

2023-2024

EPC/OMERESA/STARK COUNTY/OHIO SCHOOL COUNCIL

Southwestern Ohio EPC/OMERSA/STARK COUNTY/OHIO SCHOOL COUNCIL BID

Bid Category: USDA FOODS

2023-24 Bid Item List Management- 413 Items Bid

1

Response to Bid Item Pricing Requests

Category	Vendor	Total Items Bid	NO BID	Response To Bid "Score"	RANKING
Commercial Food	GFS	403	10	98%	1
Commercial Food	Sysco Cincinnati	140	273	34%	2
Commercial Food	Rightway *	25	388	6%	3

* Commercial Pricing Only

2	Pricing Rankings USDA Foods 2023-2024					
	Category	Vendor	1st	2nd	3rd	Ranking of 1st place awards
	USDA Foods	GFS	300	12	91	1
	USDA Foods	Sysco	88	13	39	2
	USDA Foods	Rightway	0	12	13	3

3 Market Changes USDA Foods 2023-2024						
Not Weighted- Total of Item Prices/# of Items			Weighted- (Price per Item X Case Volume Per Item)/Total Volume of Cases			
Bid Year	Date	Avg Price Per Case (Not Weighed)	Bid Year	Date	Avg Price Per Case (Weighted)	
2022-2023	July 1, 2022	\$ 44.59	2022-2023	July 1, 2022	\$ 39.98	
	Change	6.7%		Change	8.4%	
2022-2023	June 30,2023	\$ 47.59	2022-2023	June 30,2023	\$ 43.35	
	Change	7.8%		Change	-0.3%	
2023-2024	July 1, 2024	\$ 51.32	2023-2024	July 1, 2024	\$ 43.23	

CAFETERIA ESSENTIALS

- No Rightway Bid, No TPC Bid
- New Vendors: Stigler, Alco Chem, Tri-Mark Kemp

Southwestern Ohio EPC/OMERSA/STARK COUNTY/OHIO SCHOOL COUNCIL BID

Bid Category: Café Essentials

2023-24 Bid Item List Management- 215 Items

1

Response to Bid Item Pricing Requests

Category	Vendor	Total Items Bid	NO BID	Response To Bid "Score"	RANKING
Cafe Essentials	GFS	206	9	96%	1
Cafe Essentials	Alcor	200	15	93%	2
Cafe Essentials	Trimark USA- NEW	168	47	78%	3
Cafe Essentials	Stigler-NEW	159	56	74%	4
Cafe Essentials	I-Supply	119	96	55%	5
Cafe Essentials	Friends	52	163	24%	6
Cafe Essentials	Alco Chem- NEW	17	198	8%	7

CAFE ESSENTIALS

2		Pricing Rankings							
Category	Vendor	1st	2nd	3rd	4th	5th	6th	7th	Ranking of 1st place awards
Cafe Essentials	Trimark USA- NEW	72	46	21	16	7	6	0	1
Cafe Essentials	I-Supply	45	25	11	21	14	3	0	2
Cafe Essentials	GFS	39	38	55	27	39	8	0	3
Cafe Essentials	Stigler-NEW	26	43	27	37	24	2	0	4
Cafe Essentials	Alcor	20	53	71	35	18	3	0	5
Cafe Essentials	Friends	11	4	8	8	9	12	0	6
Cafe Essentials	Alco Chem- NEW	1	3	4	6	3	0	0	7

3

Market Changes

Not Weighted- Total of Item Prices/# of Items		
Bid Year	Date	Avg Price Per Case (Not Weighed)
2022-2023	July 1, 2022	\$ 33.43
	Change	3.6%
2022-2023	June 30, 2023	\$ 34.62
	Change	-11.7%
2022-2025	July 1, 2024	\$ 30.58

Weighted- (Price per Item X Case Volume Per Item)/Total Volume of Cases		
Bid Year	Date	Avg Price Per Case (Weighted)
2022-2023	July 1, 2022	\$46.77
	Change	0.9%
2022-2023	June 30, 2023	\$47.19
	Change	-14.7%
2022-2025	July 1, 2024	\$40.27

BEVERAGES

2023-2024

Southwestern Ohio EPC/OMERSA/STARK COUNTY/OHIO SCHOOL COUNCIL BID

Bid Category: BEVERAGE

2023-24 Bid Item List Management- 156 Items

1

Response to Bid Item Pricing Requests

Category	Vendor	Total Items Bid	NO BID	Response To Bid "Score"	RANKING
Beverages	GFS	131	25	84%	1
Beverages	Sysco Cincinnati	45	111	29%	2
Beverages	Rightway	24	132	15%	3
Beverages	Keurig Dr Pepper	15	141	10%	4

BEVERAGES

2		Pricing Rankings					
		Category	Vendor	1st	2nd	3rd	Ranking of 1st place awards
		Beverages	GFS- Bid 131 Items	88	42	1	1
		Beverages	Sysco Cin- Bid 45 Items	38	7	0	2
		Beverages	Keurig Dr Pepper- Bid 15 Items	15	0	0	3
		Beverages	Rightway- Bid 24 Items	9	5	10	4

BEVERAGES

3

Market Changes (Weighted and Non-Weighted)

Not Weighted- Total of Item Prices/# of Items			Weighted- (Price per Item X Case Volume Per Item)/Total Volume of Cases		
Bid Year	Date	Avg Price Per Case (Not Weighed)	Bid Year	Date	Avg Price Per Case (Weighted)
2022-2023	July 1, 2022	\$ 13.62	2022-2023	July 1, 2022	\$ 11.27
	Change	3.1%		Change	3.5%
2022-2023	June 30, 2023	\$ 14.04	2022-2023	June 30, 2023	\$ 11.66
	Change	16.4%		Change	21.0%
2023-2024	July 1, 2024	\$ 16.34	2023-2024	July 1, 2024	\$ 14.11

PRIME VENDOR PROPOSALS

PRIME VENDOR:

- **GFS SUBMITTED THE ONLY PRIME VENDOR, AND ITS TERMS HAVEN'T CHANGED.**

90% OF SALES EXCLUDING MILK, BREAD, & FRESH PRODUCE

2% TOTAL VOLUME REBATE IF TERMS ARE MET

CAN ALSO SIGN UP FOR A .5% QUICK PAY INCENTIVE



ICE CREAM

2023-2024

EPC/OMERESA/STARK COUNTY

Southwestern Ohio EPC/OMERSA/STARK COUNTY

Bid Category: Ice Cream

2023-24 Bid Item List Management- 15-23 Items

1

Response to Bid Item Pricing Requests

Category	Vendor	Total Items Bid 2022-2023	Total Items Bid 2023-2024	Ranking Based on Number of Offerings 23-24
Ice Cream	Hersheys	47	23	1
Ice Cream	Velvet	14	15	2

2		Pricing Rankings -Ice Cream Bid			
	Category	Vendor	Average Price Per Unit 2022-2023	Average Price Per Unit 2023-2024	Ranking of 1st place awards
	Ice Cream	Velvet	0.36	0.42	1
	Ice Cream	Hersheys	0.42	0.48	2

3	Market Changes		
	Not Weighted- Total of Item Prices/# of Items		
	Bid Year	Date	Hershey's Price Change % Velvet Unit Price Change %
	2022-2023	July 1, 2022	\$0.42 \$0.36
	Change		14.3% 16.7%
	2023-2024	June 30,2023	\$0.48 \$0.42



BAKERY

2023-2024

EPC/OMERESA/STARK COUNTY

Southwestern Ohio EPC/OMERSA/STARK COUNTY

2023-24 Bid Item List Management- 43 Bid Items

1

Response to Bid Item Pricing Requests

Category	Vendor	Total Items Bid 2023-2024	No Bids	Ranking Based on Number of Offerings 23-24
Bakery	Klosterman	39	4	1
Bakery	Nickles	25	18	2

2	Pricing Rankings
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Category	Vendor	Average Price Per Unit 2022-2023 Like Items Only	Average Price Per Unit 2023-2024 Like Items Only	Ranking of 1st place awards
Bakery	Nickles	0.22	0.233	1
Bakery	Klosterman	0.26	0.257	2

3

Market Changes

Not Weighted- Total of Item Prices/# of Items

Bid Year	Date	Klostermans Price Change %	Nickles Unit Price Change %
2022-2023	July 1, 2022	\$ 0.26	\$ 0.22
Change		-1.2%	5.9%
2023-2024	June 30,2023	\$ 0.257	\$ 0.233

PRODUCE 2023-2024

WR Hackett

- 57 out of 74 items bid
- \$50 delivery minimum (dropped from \$100 in 2022-2023)
- Can service 68% of EPC Districts
- Only Bidder



DAIRY

2023-2024

EPC/OMERESA/STARK COUNTY

DAIRY 2023-2024



PERTINENT INFORMATION:

All dairies must credit milk prior to winter, spring and summer breaks

All dairies agree to “build to”
Order quantities by driver if
desired

DISTRICT DELIVERY:

41 districts have no one to service them

Please send bonnie an email by **next Friday, June 9** so we can get a complete list to work on delivery. See district service chart to check on your district service

DAIRY 2023-2024



Evaluation on Half Pint Prices (Cartons) Without Equipment

% Difference of WITH Equipment Prices

United	No Difference
Borden	+ 1.59%
Smith	+ 1.90%
DFA/Schenkel	+ 3.26%
Prairie Farms	No Equipment Available

Item Description- ALL HALF PINTS (All Prices Without Equipment)	Bid Year	Borden	DFA/Shenkel	Smith	United	Prairie Farms	Market Change
Milk, White, in cartons, 2% BF	2022-2023	0.2809	0.2801	0.2706	0.285	0.3067	0.28466
Milk, White, in cartons, 2% BF	2023-2024	0.2613	0.281	0.2657	0.2899	0.2766	0.2749
% Change	% Change	-7.0%	0.3%	-1.8%	1.7%	-9.8%	-3.4%
Milk, White, in cartons, 1% BF	2022-2023	0.2649	0.2641	0.2519	0.2625	0.2914	0.26696
	2023-2024	0.2464	0.261	0.2491	0.2687	0.2626	0.25756
	% Change	-7.0%	-1.2%	-1.1%	2.4%	-9.9%	-3.5%
Milk, White, in cartons, skim	2022-2023	0.2549	0.2499	0.2466	0.238	0.2780	0.25348
	2023-2024	0.2339	0.2509	0.2454	0.2483	0.2503	0.24576
	% Change	-8.2%	0.4%	-0.5%	4.3%	-10.0%	-3.0%
Milk, Chocolate, in cartons, 1% BF	2022-2023	0.2827	0.2736	0.2685	0.277	0.3152	0.28500
	2023-2024	0.2544	0.2658	0.2657	NOT BID	0.2864	0.26808
	% Change	-10.0%	-2.9%	-1.0%		-9.1%	-5.9%
Milk, Chocolate, in cartons, skim	2022-2023	0.2639	0.2650	0.2566	0.254	Not Bid	0.259875
	2023-2024	0.2449	0.2585	0.2554	0.2623	0.2986	0.2553
	% Change	-7.2%	-2.5%	-0.5%	3.3%	NA	-1.8%

		Borden	DFA	Smith	United	Prairie Farms
% of Districts Served		26%	50%	2%	5%	9%
Ranking: % of Districts Served		2	1	5	4	3
Average Price Per Carton (Not-Weighted)		\$ 0.2482	\$ 0.2634	\$ 0.2563	\$ 0.2673	\$ 0.2749
Rank: No Weighted Average		1	3	2	4	5
Average Price Per Carton (Weighted)		\$ 0.2471	\$ 0.2605	\$ 0.2681	\$ 0.2634	\$ 0.3047
Rank: Weighted Average		1	2	3	4	5
Price on Chocolate 1%		\$ 0.2544	\$ 0.2658	\$ 0.2657	NOT BID	\$ 0.2864
Rank: Best Pricing on 1% Chocolate		1	2	3		4
Price on Chocolate Skim		\$ 0.2449	\$ 0.2585	\$ 0.2554	\$ 0.2623	\$ 0.2986
Rank: Best Pricing on Skim Chocolate		1	3	2	4	5
Average Ranking		1	2	3	4	5

TO DO:

PRELIMINARY Bid Docs showing bid pricing will be in drop box by end of day, Monday, June 5. Look for updated columns to be added by June 30, 2023.

Member Action Steps:

1. IF, based on the Service Excel , there are no vendors in any category to service your district, please email Bonnie by Friday, June 9.
2. Please contact vendors that you have selected for your district to confirm service by June 30.
3. After your final vendor selection, please complete EPC Google Survey on Vendor Selection. This will be emailed to you next week.
4. Complete your bid matrix for your specific district to prove why you chose the vendor you chose. Hang onto this to provide for procurement review if asked.



EPC Food Service Directors' Bid Award Meeting

June 1, 2023

Certificate of Award

NAME: _____

Earned 3 CEUs in Areas:
2400 (2410, 2420, 2430, 2450)

Bonnie Muckenthaler
Director of EPC Foodservice Programs

QUESTIONS?

32nd Annual EPC Educational Vendor Fair
@ Wright State University's Nutter Center
Wednesday, July 26, 2023



McLin Gym – 10:30am – 12:00 noon
(Across from Vendor Fair Show Floor)

- **Update from Ohio Department of Education**
- **EPC Food Service Program Update**
- **SWEPC Federal Commodity Cooperative Overview**

**3 CEU credits provided for attending meeting &
Vendor Fair show floor**

RSVP for seminars and for additional information:
<https://epcschools.org/vendorfair.html>

This is a free event and open to all school districts

Vendor Fair Show Floor Hours 9:00 am – 2:00 pm

Food Service Vendors

registered so far....

Alcor Supply Company
American Dairy Assoc Mideast
Arlington Valley Farms
Borden Dairy
C & T Design & Equipment
Children's Hunger Alliance
CORE Food Service
DFA (Dairy Farmers of America)
Friends Office
General Mills
Gordon Food Service
Health e-Pro Menu Planning
Hillyard
I Supply Company
Integrated Food Service
International Food Solutions
JTM Food Group
Kellogg's
McCain Foods
Michael Foods
National Food Group
Pepsico Foodservice
Peterson Farms Fresh
The Powell Company
Rightway Food Service
Ritchie Marketing
Roby Supply
S & F Foods
Stigler Supply
United Dairy Inc
W R Hackett
Waypoint
More to come!