

# PROCUREMENT REVIEW PACKET

## Fresh Produce Bid – RFP#4 202324

### *Independent Cost / Price Analysis (Prepared Prior to Solicitation)*

Category	Amount
Total Cases (2021-22 Usage)	151,430
Estimated Contract Value	\$2,750,467.00
Average Cost per Case	\$18.16

This independent estimate was developed prior to receipt of bids or proposals based on historical 2021-22 usage and expenditure data, in accordance with 2 CFR 200.324.

***Supporting Documentation Included in This Packet:***

- Affidavit of Publication – Fresh Produce Bid (March 2024)
- Fresh Produce Bid RFP#4-2023-24
- Contract #4-202324 (7-1-2024 to 6-30-2025)
- Renewal #4-202324 (7-1-2025 to 6-30-2026)
- Renewal #4-202324 (7-1-2026 TO 6-30-2027)

Daily Journal of Commerce    [legals@djc.com](mailto:legals@djc.com)

Please run on Wednesday, March 6, 2024 and Wednesday, March 13, 2024

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Puget Sound Joint Purchasing Cooperative  
**Fresh Produce Products**  
**RFP # 4-202324**

REQUEST FOR PROPOSALS

Sealed Bids are being solicited by the Puget Sound Joint Purchasing Cooperative for **Fresh Produce Products: RFP #4-202324** at 2661 N Pearl Street, #139, Tacoma, Washington 98407. Due date is Thursday, April 11, 2024 at 3:00 PM PDT. Bids must be returned via email to [mark.campbell@pugetsoundcoop.org](mailto:mark.campbell@pugetsoundcoop.org).

Interested parties are invited to contact Mark Campbell at [mark.campbell@pugetsoundcoop.org](mailto:mark.campbell@pugetsoundcoop.org) or 425-760-6085 for proposal form packet and detailed specifications. All documents are posted online. The Puget Sound Joint Purchasing Cooperative reserves the right to reject any or all proposals, and to waive any informalities or irregularities in any proposal or in the proposing.

Thank you-

Mark Campbell  
Executive Director, Puget Sound Joint Purchasing Cooperative  
425-760-6085

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**STATE OF WASHINGTON -- KING COUNTY**

--SS.

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425737

No.

PUGET SOUND JOINT PURCHASING

**Affidavit of Publication**

The undersigned, on oath states that he is an authorized representative of The Daily Journal of Commerce, a daily newspaper, which newspaper is a legal newspaper of general circulation and it is now and has been for more than six months prior to the date of publication hereinafter referred to, published in the English language continuously as a daily newspaper in Seattle, King County, Washington, and it is now and during all of said time was printed in an office maintained at the aforesaid place of publication of this newspaper. The Daily Journal of Commerce was on the 12<sup>th</sup> day of June, 1941, approved as a legal newspaper by the Superior Court of King County.

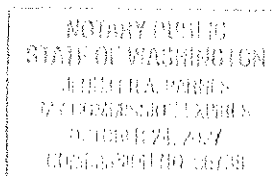
The notice in the exact form annexed, was published in regular issues of The Daily Journal of Commerce, which was regularly distributed to its subscribers during the below stated period. The annexed notice, a

BCSB:FRESH PRODUCE

was published on

03/06/24 03/13/24

The amount of the fee charged for the foregoing publication is the sum of \$188.70.



03/13/2024

Subscribed and sworn to before me on

Notary public for the State of Washington,  
residing in Seattle

Affidavit of Publication

# State of Washington, King County

## **Puget Sound Joint Purchasing Cooperative**

**Fresh Produce Products**  
**Bid Date: April 11**

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Puget Sound Joint Purchasing  
Cooperative

**Fresh Produce Products**  
**RFP # 4-202324**

### **REQUEST FOR PROPO- SALS**

Sealed Bids are being solicited by the Puget Sound Joint Purchasing Cooperative for **Fresh Produce Products: RFP #4-202324** at 2661 N Pearl Street, #139, Tacoma, Washington 98407. Due date is Thursday, April 11, 2024 at 3:00 PM PDT. Bids must be returned via email to [mark.campbell@pugetsoundcoop.org](mailto:mark.campbell@pugetsoundcoop.org).

Interested parties are invited to contact Mark Campbell at [mark.campbell@pugetsoundcoop.org](mailto:mark.campbell@pugetsoundcoop.org) or 425-760-6085 for proposal form packet and detailed specifications. All documents are posted online. The Puget Sound Joint Purchasing Cooperative reserves the right to reject any or all proposals, and to waive any informalities or irregularities in any proposal or in the proposing.

Dates of publication in the Seattle Daily Journal of Commerce, March 6 and 13, 2024.

3/13(425737)

**PUGET SOUND JOINT PURCHASING ASSOCIATION**  
(DBA PUGET SOUND JOINT PURCHASING COOPERATIVE - PSJPC)

**REQUEST FOR PROPOSALS (RFP)**

**RFP NO. 4-202324**

**PROJECT TITLE: Proposals for Fresh Produce Products and Delivery**

**RFP's ACCEPTED UNTIL:** 3:00 p.m., Pacific Daylight Time (PDT) on Wednesday, April 11, 2024

**ESTIMATED CONTRACT PERIOD:** August 1, 2024 – July 31, 2025. Amendments extending the period of performance, if any, shall be at the sole discretion of PSJPC.

**CONSULTANT ELIGIBILITY:** This solicitation is open to those Consultants that satisfy the minimum qualifications stated herein and that are available for work in Washington State.

**SUBMIT PROPOSAL TO:** [mark.campbell@pugetsoundcoop.org](mailto:mark.campbell@pugetsoundcoop.org)

**Proposals MUST be Delivered via Email**  
[mark.campbell@pugetsoundcoop.org](mailto:mark.campbell@pugetsoundcoop.org)

**FAXED PROPOSALS WILL NOT BE ACCEPTED**

All communications concerning this RFP must be directed only to the RFP Coordinator via email. Any other communication will be considered unofficial and non-binding on PSJPC. Consultants are to rely on written statements issued by the RFP Coordinator. Communication directed to parties other than the RFP Coordinator may result in disqualification of the Consultant.

This RFP is available at the Puget Sound Joint Purchasing Cooperative (PSJPC) website located at [www.pugetsoundcoop.org](http://www.pugetsoundcoop.org). All RFP amendments or Consultant questions and PSJPC answers will be posted to this site under "Resources" tab. All interested Consultants should notify our RFP coordinator that you would like to be included in our email list.

PSJPC, and its contractors and subcontractors, must not discriminate in any programs or services based on sex, race, creed, religion, color, national origin, age, marital status, honorably discharged veteran or military status, sexual orientation, gender expression, gender identity, disability, or the use of a trained dog guide or service animal by a person with a disability, and must comply with state and federal nondiscrimination laws, including Section 504 of the Rehabilitation Act of 1973, Title IX of the Education Amendments of 1972, the Americans with Disabilities Act, and Title VI of the Civil Rights Act of 1964, and Executive Order 11375. Questions and complaints of alleged discrimination should be directed to the Equity and Civil Rights Director at 360-725-6162/TTY: 360-664-3631; or P.O. Box 47200, Olympia, WA 98504-7200; or [equity@k12.wa.us](mailto:equity@k12.wa.us).

**Proposals for Fresh Produce Products and Delivery**  
**RFP #4-202324**

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- Appendix D: Specifications
- Appendix E: Price Worksheet
- Appendix F: School Delivery Locations

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**Section A. INTRODUCTION**

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**1. DEFINITIONS**

Definitions for the purposes of this RFP include:

**Agency or PSJPC** – The Puget Sound Joint Purchasing Cooperative and the entirety issuing this RFP.

**Amendment** – A unilateral change to the Solicitation that is issued by PSJPC at its sole discretion and posted to [www.pugetsoundcoop.org](http://www.pugetsoundcoop.org).

**Apparent Successful Vendor (ASV)** – A Vendor submitting a response to this Solicitation that is evaluated and is identified and announced by PSJPC as providing the best value to the Agency. Upon execution of a Contract, the ASV is referred to as the successful Vendor or the Contractor.

**Bid** – An offer, proposal, or quote for goods or services submitted in response to this RFP.

**Bidder** – Individual organization, public or private agency submitting a proposal in order to attain a contract with PSJPC. For purposes of this Solicitation, the terms Bidder, Consultant, and Vendor are interchangeable.

**Competitive Solicitation** – A documented formal process providing an equal and open opportunity to Vendors or Consultants culminating in a selection based on predetermined criteria.

**Complaint** – A process that may be followed by a Consultant prior to the deadline for proposal submission to alert PSJPC of certain types of asserted deficiencies in the Solicitation.

**Consultant** – Individual organization, public or private agency submitting a proposal in order to attain a contract with PSJPC. For purposes of this Solicitation, the terms Bidder, Consultant, and Vendor are interchangeable.

**Contractor** – Individual or company whose proposal has been accepted by PSJPC and is awarded a fully executed, written contract.

**Debriefing** – A short meeting an unsuccessful Vendor may request with the RFP Coordinator following the announcement of the Apparent Successful Vendor for the purpose of receiving information regarding the review and evaluation of that Vendor's Response.

**OSPI** – The Washington State Office of Superintendent of Public Instruction.

**Proposal** – A formal offer submitted in response to this RFP.

**Proposals for Fresh Produce Products and Delivery**  
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**Proprietary Information** – Information such as patents, technological information or other related information that the Vendor or Consultant does not want released or shared with the public.

**Protest** – A process that may be followed by a Vendor after the announcement of the Apparent Successful Vendor to alert PSJPC to certain types of alleged errors in the evaluation of the Solicitation.

**Request for Proposals (RFP)** – Formal procurement document in which a service or need is identified but no specific method to achieve it has been chosen. The purpose of an RFP is to permit the consultant community to suggest various approaches to meet the need at a given price.

**RCW** – The Revised Code of Washington.

**Responsible Vendor** – An individual, organization, public or private agency, or other entity that has demonstrated the capability to meet all the requirements of the Solicitation and meets the elements of responsibility. (See RCW 39.26.160 (2))

**Responsive Vendor** – An individual, organization, public or private agency, or other entity who has submitted a Proposal that fully conforms in all material respects to the Solicitation and all its requirements, in both form and substance.

**RFP Coordinator** – An individual or designee who is employed by PSJPC and who is responsible for conducting this Solicitation.

**Solicitation** – A formal process providing an equal and open opportunity for Vendors culminating in a selection based upon predetermined criteria.

**Subcontractor** – An individual or other entity contracted by a Consultant to perform part of the services or to provide goods under the Contract resulting from this Solicitation. Subcontractors, if allowed, are subject to the advance approval of PSJPC.

**Vendor** – Individual organization, public or private agency submitting a proposal in order to attain a contract with PSJPC. For purposes of this Solicitation, the terms Bidder, Consultant, and Vendor are interchangeable.

## **2. PURPOSE OF REQUEST FOR PROPOSALS**

The Puget Sound Joint Purchasing Cooperative (PSJPC) is initiating this Request for Proposals (RFP) to solicit proposals to establish an additional source for our members to procure fresh produce products. Our members may purchase produce through our awarded food distribution vendor (US Foods) or through state, cooperatives or district contracts.

## **3. BACKGROUND**

This is a bid solicitation to supply fresh produce to be used in Child Nutrition programs. The contract purchasers will be with member districts of the PSJPC. PSJPC has over 130-member

## **Proposals for Fresh Produce Products and Delivery**

### **RFP #4-202324**

school districts and serves over 66,000,000 meals per school year. PSJPC member districts account for approximately 60% of the participation (ADP) in the State of Washington.

#### **4. OBJECTIVE AND SCOPE OF WORK**

The intent of this RFP is to procure the service and delivery of fresh produce products to multiple school districts that are members within the PSJPC. Fulfillment of orders with quantities requested, time and manner of delivery are essential factors in proper performance.

PSJPC reserves the right to modify this Contract by mutual agreement between PSJPC and the Contractor, so long as such modification is not more than 10% of the estimated Contract value. The awards will be based on the market basket items listed in the Bid Specifications (see Appendix D).

#### **5. VENDOR QUALIFICATIONS**

All vendors must demonstrate the ability to provide the necessary produce products and services required under the contract. Vendor must have an established business with K-12 schools or new vendors will be reviewed by the PSJPC Board for approval.

PSJPC reserves the right to reject proposals submitted by any source other than the above mentioned.

#### **6. PERIOD OF PERFORMANCE**

The period of performance of any contract resulting from this RFP is tentatively scheduled to begin on July 1, 2023 and end on June 30, 2024. The option to extend any contract resulting from this procurement shall be at the sole discretion of PSJPC.

As such, PSJPC reserves the right to amend to extend the contract for four (4) additional contract years through 2024-2025, 2025-2026, 2026-2027, 2027-2028, unless an emergency exists and/or special circumstances require a partial term extension. Decision to amend shall be based on sustained satisfactory performance, successful completion of project objectives, and availability of funding as decided by the PSJPC's designee.

Successful Vendors shall be required to attend the Annual WSNA food show and PSJPC meetings as requested. Additional services that are appropriate to the scope of this RFP, as determined by PSJPC, may be added to the resulting contract by a written amendment mutually agreed to and executed by both parties.

#### **7. FUNDING**

PSJPC has estimated that the total contract value of this RFP is approximately two million (\$2,000,000) dollars. Products will be ordered directly by member districts.

**Proposals for Fresh Produce Products and Delivery**  
**RFP #4-202324**

**8. SCHOOL DELIVERY LOCATIONS**

See Appendix F for a list of current PSJPC member districts and corresponding delivery locations for twice weekly produce deliveries. Each member district has their geographic location indicated next to their name (Eastern or Western Washington). Vendors can provide a tiered pricing system for geographic pricing. Additionally, other member districts who are not currently listed in Appendix F may participate in the future, based upon mutual agreement by both parties.

**9. SPECIFICATIONS**

See Appendix D for guidelines on Specifications. Should any additional federal or governing agency regulations be imposed affecting fresh produce items or fresh produce products, PSJPC and Vender retains the option to mutually agree to amend specifications to meet the additional requirements.

**10. PACKAGING/SHELF LIFE**

Each loaf of produce must be individually wrapped or sacked or tied or closed with a color-coded closure to indicate fresh date. Buns and rolls must be appropriately wrapped or bagged in a unitized manner. All products shall be freshly baked within the immediate twenty-four (24) hour period prior to delivery. "Closed Dating" is a code that consists of a series of letters and/or numbers applied by manufacturers to identify the date and time of production. If "Closed Dating" is used, then key must be made available prior to the first delivery. All produce products should have a fourteen (14) day shelf life.

**11. ORDERING AND DELIVERY**

Each school location and District will place their own orders. Ordering and lead time procedures will be mutually agreed upon between vendor and district. Lead time or advance orders should not exceed 14 calendar days.

It is anticipated that deliveries shall be made twice per week unless the Nutrition Services Department for the applicable District approves other arrangements. All produce products will be delivered between 5:30 a.m. and 10:30 a.m. or at a time mutually agreed upon between the Nutrition Services Departments and the successful vendor. No deliveries will be made during the lunch service period.

On the first day of school following summer vacation, winter break, or any vacation period of a five-day duration, products must be delivered to all school buildings by 10:00 a.m., before the first lunch period. Thereafter, if arrangements are made in advance, deliveries can be made to the designated schools between 12 noon and 2:30 p.m., in lieu of morning delivery, for use the following day.

The successful proposer must give two weeks advance written notice to Nutrition Services, listing each school building that will receive regular afternoon delivery between 12:00 noon and 2:30 p.m. This list shall be subject to approval by the Nutrition Services Department, but every effort shall be made to accommodate the complete listing unless there is unavoidable conflict in a school building. All other deliveries must be made at a mutually agreed upon time, between 5:30 a.m. and 10:30 a.m. Because of limited storage facilities, delivery schedule must be consistent to assure that products are available for each serving period as requested.

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**12. INVOICES**

Invoices shall be submitted in duplicate to the District and shall contain the following information: item number, item description, quantity, unit price, extended totals, and applicable discounts for items delivered. Failure to enter the above information on the invoice may cause delay in payment.

**13. CREDIT MEMOS**

The Contractor's delivery driver shall provide each location with a credit at the time of delivery for all merchandise short on delivery, or damaged or spoiled product necessitating a return or reorder. A copy of this credit, priced and extended, shall be mailed with the corresponding invoice to the District's Nutrition Services Department or the District's Business Office.

**14. PAYMENT TERMS**

Member districts requesting fresh produce delivery, will issue a purchase order for payment. Direct shipments should be the vendors most favorable terms and FOB destination. Member districts will not pay shipping and handling charges, nor shall they pay for any fuel surcharges. Payment terms shall not be less than 30 days net unless prompt payment discount is offered and accepted. Proposals shall include Vendor's most favorable and competitive cost estimate.

**15. FOOD SAFETY/REGULATIONS**

Proposer shall operate in accordance with all applicable laws, ordinances, regulations, and rules of federal, state and local authorities. Proposer must be in compliance with all USDA HACCP laws. District officials may inspect Vendor's facilities for the above compliances.

Upon request from District, Vendor shall provide:

- Letter of guarantee of compliance with food laws.
- Latest facility inspection forms and comments from applicable federal, state, and local agencies.
- Procedures for food safety and sanitation, including procedures used for product holds

**16. PRODUCT RECALLS**

If a product recall is instituted on an item that has been furnished and delivered to school site locations, the Vendor must immediately notify the Nutrition Services Department along with the PSJPC Executive Director with all pertinent information regarding the recall

**17. AMERICANS WITH DISABILITIES ACT**

PSJPC complies with the Americans with Disabilities Act (ADA). Consultants may contact the RFP Coordinator to receive this RFP in an alternative format.

**Proposals for Fresh Produce Products and Delivery**  
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**18. BUY AMERICAN**

Proposer will comply with the Buy American Provision, which dictates that Schools participating in the federal school meal programs are required to purchase domestic commodities and products for school meals to the maximum extent practicable. Domestic commodity or product means an agricultural commodity that is produced in the US and a food product that is processed in the US substantially using agricultural commodities that are produced in the US. Substantially means that over 51% of the final processed product (by weight or volume) must consist of agricultural commodities that were grown domestically. (7CFR 250.23 (a)(b), 250.17 (e)), (7CFR 210.21 (d)).

**19. FEDERAL RESTRICTIONS ON LOBBYING**

The Proposer must certify by signing and submitting the Proposer's Authorized Offer page of this RFP with submission of its Proposal, that under the requirements of Lobbying Disclosure Act, 2 U.S.C., Section 1601 et seq., (2CFR 200.326 (i)), no Federal appropriated funds have been paid or will be paid, by or on behalf of the contractor, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

**20. DEBARMENT AND SUSPENSION**

The Proposer certifies, by submission of this Proposal, that neither it nor its "principals" (as defined in 49CFR 29.105 (p), 2CFR 200.326 (h), and RCW 39.26.200) is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal Agency or State of Washington agency.

**Proposals for Fresh Produce Products and Delivery  
RFP #4-202324**

**Section B. GENERAL INFORMATION FOR VENDORS**

**1. RFP COORDINATOR**

The RFP Coordinator is the sole point of contact in PSJPC for this procurement. All communication between the Consultant and PSJPC upon receipt of this RFP shall be with the RFP Coordinator, as follows:

<b>Name:</b>	Mark Campbell, Executive Director
<b>Address:</b>	2661 N Pearl Street, #139 Tacoma, WA 98407
<b>Email Address:</b>	<a href="mailto:mark.campbell@pugetsoundcoop.org">mark.campbell@pugetsoundcoop.org</a>

All communications concerning this RFP must be directed only to the RFP Coordinator via email. Any other communication will be considered unofficial and non-binding on PSJPC. Consultants are to rely on written statements issued by the RFP Coordinator. Communication directed to parties other than the RFP Coordinator may result in disqualification of the Consultant.

**2. ESTIMATED SCHEDULE OF PROCUREMENT ACTIVITIES \***

Item	Action	Date
1.	PSJPC issues RFP	03/14/2024
2.	Question and Answer period	03/14/2024 to 03/19/2024
3.	PSJPC posts final Question and Answer Addendum or Amendment (if necessary)	03/21/2024
4.	Complaints due	03/22/2024
5.	Proposals due by 3 p.m. Pacific Daylight Time (PDT)	04/11/2024
6.	PSJPC conducts evaluation of written proposals	04/18/2024
7.	If Required - PSJPC conducts taste tests – samples from vendors to be sent to PSJPC site as directed by PSJPC Board or RFP Coordinator.	04/26/2024
8.	PSJPC announces "Apparent Successful Vendor(s)" and sends notification to unsuccessful Vendor(s)	05/9/2024
9.	PSJPC conducts debriefing conferences (if requested)	05/31/2024
10.	Contract negotiation begins	06/01/2024
11.	**Goal is to execute contract by August 1, 2024** Anticipated contract start date	08/01/2024

- *PSJPC reserves the right to revise the above schedule.*

**Proposals for Fresh Produce Products and Delivery**  
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**3. PROPOSER COMMUNICATION RESPONSIBILITIES**

Proposers will be responsible for communicating to the RFP Coordinator any issues, questions, additions or omissions concerning the solicitation during the question and answer period. Where requirements appear to prohibit or restrict vendor's participation, an explanation of the issue with suggested alternative language should be submitted via email to the RFP Coordinator by the deadline for Proposer Questions, Comments, and Complaints, consistent with Section B2, "Estimated Schedule of Procurement Activities". The solicitation process may continue. If changes result, written amendments will be made by the RFP Coordinator and provided by posting them on [www.pugetsoundcoop.org](http://www.pugetsoundcoop.org) as indicated above.

**4. COMPLAINT PROCEDURE**

The complaint process is available to Consultants interested in this RFP. The complaint process allows Consultants to focus on the Solicitation requirements and evaluation process and raise issues with these processes early enough in the process to allow PSJPC to correct a problem before proposals are submitted and time expended on evaluations.

A Consultant may submit a complaint based on any of the following:

- The Solicitation unnecessarily restricts competition;
- The Solicitation evaluation or scoring process is unfair or flawed; or
- The Solicitation requirements are inadequate or insufficient to prepare a proposal.

Consultants may submit complaints up to five (5) business days prior to the Proposal due date noted in the Estimated Schedule of Procurement Activities. However, Consultants are encouraged to submit complaints as soon as possible so PSJPC can rectify the issue(s) early in the process. Complaints must be submitted to the RFP Coordinator. In order to be considered a valid complaint, the complaint must meet the following requirements:

- Must be in writing.
- Should clearly articulate the basis for the complaint.
- Should include a proposed remedy.
- Submitted via email to the RFP Coordinator

Complaints not received by the deadline indicated in the Estimated Schedule of Procurement Activities, will not be reviewed by PSJPC. Vendors who fail to raise a complaint at this stage may waive its right for later consideration.

The RFP Coordinator and PSJPC Executive Board will review valid complaints and respond to the petitioner in writing. PSJPC will consider all complaints but is not required to adopt a complaint, in part or in full. PSJPC's response to the complaint is final and not subject to appeal. The response, and any changes to the RFP, will be posted at [www.pugetsoundcoop.org](http://www.pugetsoundcoop.org), prior to the proposal due date. Any complaint addressed during the complaint process cannot be raised during the protest process.

**Proposals for Fresh Produce Products and Delivery**  
**RFP #4-202324**

**5. SUBMISSION OF PROPOSALS**

Vendors shall submit proposals as an attachment to an email addressed to the RFP Coordinator, ***mark.campbell@pugetsoundcoop.org***, as indicated in Section B1 (type RFP #2-202223 in the email subject line.) Attachments to the email shall be a Microsoft Word or Portable Document Format (PDF) document. Zipped files may be received by PSJPC and can be used for submission of proposals. PSJPC does not assume responsibility for any problems with the electronic delivery of materials. ***Proposals must be received by the RFP Coordinator by 3:00 p.m. (PDT) on Wednesday, March 29, 2023***

Proposals not received by the deadline will not be reviewed. Late proposals will not be accepted and will be automatically disqualified from further consideration. Proposals must respond to the procurement requirements. Referring to material presented elsewhere is not considered a response. The proposal must be complete and must stand on its own merits.

Failure to respond to any portion of the procurement document may result in rejection of the proposal as non-responsive. All proposals and any accompanying documentation become the property of PSJPC and will not be returned.

**6. WITHDRAWAL/MODIFICATION**

Vendors are liable for all errors or omissions contained in their Responses. The Vendor may modify or withdraw his/her Proposal at any time prior to the due date and time set for Proposal opening by providing a written request to the RFP Coordinator from an authorized representative of the Vendor.

After Proposal opening: No Proposal shall be altered or amended. PSJPC may allow a Proposal to be withdrawn if the Vendor demonstrates that the prices were miscalculated. A low Proposer, who claims error and fails to enter into a contract with the PSJPC, may not submit a response to a subsequent RFP reissued by PSJPC for processing of the same USDA commodity.

PSJPC reserves the right to contact Proposer for clarification of Response contents.

**7. PROPRIETARY INFORMATION/PUBLIC DISCLOSURE**

Your entire response to this RFP is a public record and will be disclosed consistent with the Public Records Act, 42.56 RCW.

**A. CONFIDENTIAL DOCUMENTS**

For the purposes of this RFP, do not include confidential or proprietary information unless specifically requested by PSJPC.

If PSJPC requests confidential or proprietary information, you must clearly print the word "Confidential" on the lower right-hand corner of each page containing the confidential or proprietary information.

**Proposals for Fresh Produce Products and Delivery**  
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**B. PUBLIC RECORDS REQUESTS**

If a public records request seeks your proposal and the proposal contains pages clearly marked "Confidential", PSJPC will take the following steps:

- i. We will notify you. We will identify the requestor and the date that PSJPC will disclose the requested records.
- ii. We will give you an opportunity to seek a court order to stop PSJPC from disclosing the records.
- iii. We will not evaluate or defend your claim of confidentiality. We will not withhold or redact your documents without a court order.

Refer questions to the RFP Coordinator.

**8. ADDENDUMS AND AMENDMENTS TO THE RFP**

In the event it becomes necessary to revise any part of this RFP, an addendum or an amendment will be published on the PSJPC website. For this purpose, the published Consultant questions and PSJPC answers, and any other pertinent information, shall be considered an addendum to the RFP. Additionally, all addenda referred to above will be released on [www.pugetsoundcoop.org](http://www.pugetsoundcoop.org). It will be the responsibility of interested Consultants to check the website periodically for addenda and amendments to the RFP.

**9. SMALL BUSINESS, MINORITY & WOMEN'S BUSINESS ENTERPRISES (MWBE), AND VETERAN-OWNED BUSINESS PARTICIPATION**

In accordance with the legislative findings and policies set forth in RCW 39-19, the State of Washington encourages participation in all of its contracts by firms certified by the Office of Minority and Women's Business Enterprises (OMWBE). Participation may be either on a direct basis in response to this RFP or on a subcontractor basis. For more information on certification, contact the Washington Office of Minority and Women's Business Enterprises.

In accordance with 2CFR 200.321 steps must be taken to assure that small and minority businesses, women's business enterprises and surplus labor firms must be used when possible.

RCW 43.60A.200 encourages the participation of Veteran and Service Member Owned Businesses certified by the Washington State Department of Veterans Affairs RCW 43.60A.195. For more information on certification, contact Washington State Department of Veteran Affairs.

Additionally, RCW 39.26, Section 1, and the Washington State Department of Enterprise Services Policy, encourages state agencies to buy from in-state small business, including microbusinesses and minibusinesses.

However, no preference will be included in the evaluation of proposals, no minimum level of MWBE participation shall be required as a condition for receiving an award, and proposals will not be rejected or considered non-responsive on that basis. Any affirmative action requirements set forth in federal regulations or statutes included or referenced in the contract documents will apply.

Self-Certification should be submitted with the Contractor Intake Form (Exhibit E).

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**10. ACCEPTANCE PERIOD**

Proposals must provide sixty (60) days for acceptance by PSJPC from the due date for receipt of proposals.

**11. RESPONSIVENESS**

All proposals will be reviewed by the RFP Coordinator to determine compliance with administrative and minimum requirements and instructions specified in this RFP. PSJPC may reject a Proposal as nonresponsive at any time for any of the following reasons:

- Incomplete Response
- Submission of a Response that proposes services that deviate from the scope and technical requirements set forth in this document and Exhibit B, Sample Contract, except as permitted in an amendment to this Solicitation
- Failure to meet the minimum Proposer qualifications or to comply with any requirement set forth in this RFP, including Attachments
- Submission of incorrect, misleading or false information
- History of prior unsatisfactory contractual performance.

The RFP Coordinator may contact any Proposer for clarification of the Proposal. If a proposal is deemed non-responsive, it shall be removed from consideration. Vendors whose proposals are found to be non-responsive shall be disqualified from further evaluation and shall be notified in writing. Within three (3) business days following such notification, the Proposer may request a Debriefing Conference that shall be limited to the reasons Proposer was found to be non-responsive. Refer to Debriefing of Unsuccessful Proposers procedure in Section D.

If a proposal meets all administrative and Vendor qualification requirements and submittal instructions, PSJPC shall continue with the written evaluation and, if applicable, the oral evaluation.

PSJPC reserves the right at its sole discretion to waive minor administrative irregularities.

**12. MOST FAVORABLE TERMS**

PSJPC reserves the right to make an award without further discussion of the proposal submitted. Therefore, the proposal should be submitted initially on the most favorable terms which the Vendor can propose. There will be no best and final offer procedure. PSJPC reserves the right to contact a Proposer for clarification of its proposal.

The Vendor should be prepared to accept this RFP for incorporation into a contract resulting from this RFP. Contract negotiations may incorporate some or all of the Vendor's proposal. It is understood that the proposal will become a part of the official procurement file on this matter without obligation to PSJPC.

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**13. CONTRACT AND GENERAL TERMS & CONDITIONS**

The Apparent Successful Vendor will be expected to enter into contract which is substantially consistent with the same the sample contract and its General Terms and Conditions. In no event is a Proposer to submit its own standard contract terms and conditions in response to this RFP. The Proposer may submit exceptions as allowed in the Certifications and Assurances. PSJPC will review requested exceptions and accept or reject the same at its sole discretion.

Should contract negotiations fail to be completed within two (2) weeks after initiation, the PSJPC may immediately cease contract negotiations, declare the Vendor with the next highest score as the new Apparent Successful Vendor (per specification item), and enter into contract negotiations with that Vendor. This process will continue until the Contracts are signed or no qualified Vendors remain.

**14. COSTS TO PROPOSE**

PSJPC will not be liable for any costs incurred by the Vendor in preparation of a proposal submitted in response to this RFP, in conducting a presentation, or any other activities related to responding to this RFP.

**15. NO OBLIGATION TO CONTRACT**

This RFP does not obligate PSJPC to contract for services specified herein. PSJPC also reserves the right to cancel or to reissue the RFP in whole or in part, prior to execution of a contract without penalty.

**16. REJECTION OF PROPOSALS**

PSJPC reserves the right at its sole discretion to reject any and all proposals received without penalty and not to issue a contract as a result of this RFP.

**17. ESTIMATED USAGE**

Quantities indicated in Appendix E (in the Price Worksheet) are provided solely for the purpose of assisting Contractors in preparing their Response Documents as these are the only items that will be included in the overall pricing evaluation. Orders will be placed only on an as needed basis. Estimated usage data as stated herein shall not bind the PSJPC to purchase of said quantities. Usage estimates are based strictly upon historical data and may not reflect future requirements. Usage estimates reflect fresh produce item quantities received through our current fresh produce vendor. The PSJPC does not represent or guarantee any minimum, and/or maximum purchase.

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**18. INSURANCE COVERAGE**

The Apparent Successful Vendor must comply with the insurance requirements identified in the General Terms and Conditions.

The Contractor shall, at its own expense, obtain and keep in force insurance coverage which shall be maintained in full force and effect during the term of the Contract. The Contractor shall furnish evidence in the form of a Certificate of Insurance that insurance shall be provided, and a copy shall be forwarded to PSJPC within fifteen (15) days of the contract effective date.

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**Section C. PROPOSAL CONTENTS**

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Proposals must be formatted to print on eight and one-half by eleven (8 ½ x 11) inch paper size with individual sections clearly identified. The Letter of Submittal, excluding the signed Certifications and Assurances, Lobbying, and Contractor Intake Form, shall be a maximum of one (1) page. The four (4) major sections of the proposal are to be submitted in the order noted below:

1. Letter of Submittal including signed:
  - a. Certifications and Assurances, Buy American, Lobbying and Debarment Forms
  - b. Contractor Intake Form
2. Vendor Profile and References
3. Cost Proposal/Price Worksheet
4. Proposal Checklist

Proposals must provide information in the same order as presented in this document with the same headings. This will not only be helpful to the evaluators of the proposal but should assist the Consultant in preparing a thorough response.

Items in this section marked "mandatory" must be included as part of the proposal for the proposal to be considered responsive; however, these items are not scored. Items marked "scored" are those that are awarded points as part of the evaluation conducted by the evaluation team.

**1. LETTER OF SUBMITTAL (MANDATORY)**

The Letter of Submittal, the attached Certifications and Assurances, Buy American, Lobbying and Debarment forms (Exhibits A), and the attached Contractor Intake Form must be signed and dated by a person authorized to legally bind the Consultant to a contractual relationship, (e.g., the President or Executive Director if a corporation, the managing partner if a partnership, or the proprietor if a sole proprietorship).

Along with introductory remarks, please attach to the Letter of Submittal the following information about the Consultant and any proposed subcontractors:

1. Name, address, and telephone number of each principal officer (President, Vice President, Treasurer, Chairperson of the Board of Directors, etc.);
2. Location of the facility from which the Consultant would operate; and
3. A detailed list of all materials and enclosures included in the Proposal.

**2. VENDOR PROFILE/REFERENCES (SCORED)**

**A. Project Management**

1. **Management Team** – Provide a description of the proposed management team structure to be used during the course of the potential contract term, including any subcontractors.
2. **Staff Qualifications/Experience** – Identify staff, including subcontractors, who will be assigned to the potential contract, indicating the responsibilities and qualifications of such personnel.

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**B. Experience of the Vendor**

Include other relevant experience that indicates the qualifications of the Vendor, and any subcontractors, for the performance of the potential contract.

**C. References**

In Exhibit D, Vendor Profile and References, list names, addresses, telephone numbers, fax numbers and email addresses of three (3) business references for whom work has been accomplished and briefly describe the type of service provided for them. By submitting a proposal in response to this RFP, the vendor and team members grant permission to PSJPC to contact these references and others, who from PSJPC's perspective, may have pertinent information. PSJPC may or may not, at PSJPC's discretion, contact these references or others. Do not include current PSJPC staff or Board Members as references.

**D. Past Performance**

Provide information regarding past performance by indicating if the Vendor has received notification of contract breach in the past five (5) years. This does not lead to automatic disqualification. However, PSJPC reserves the right to disqualify Vendor proposals based on the Vendor's historical performance.

**E. Usage Reports**

As a part of the contract, the Contractor will deliver to Food Service Manager's office of each participating school district, annual usage reports listed by ship to addresses. Reports will provide the following:

- Product description
- Manufacturer's number
- Quantity, total product dollars
- Items purchased by month as well as year-to-date summaries by item.

In addition, the Contractor shall have a computerized inventory and reporting capacity.

**3. COST PROPOSAL**

**A. Proposal Pricing**

Proposal prices must include all cost components needed for the delivery of fresh produce products as described in this Solicitation document. All proposal pricing is to include FOB Destination (freight prepaid) to any location within the State of Washington.

Failure to identify all costs in a manner consistent with the instructions in this RFP is sufficient grounds for disqualification.

Pricing must include all discounts. Discounts/deviations in pricing must be for the described processed items. Discounts/deviations in pricing must be for both commercial and processed items.

PSJPC makes no volume commitment in this solicitation. The proposed pricing levels should

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reflect the market provided by the Contract resulting from this solicitation.

**B. Price Sheet (SCORED)**

Vendor shall extend unit pricing (cost per serving) as required. In the event of an error in the extension of prices, the unit pricing (cost per serving) shall prevail. Prices shall include all associated costs (e.g. transportation, freight, or other fees, etc.). Prices are in US dollars. Vendor must complete Appendix E, Price Worksheet. Vendor may propose a tiered pricing structure, based upon geographic pricing. If the vendor wishes to propose geographic pricing for either Western or Eastern Washington locations, please indicate that on Appendix E.

**C. Price Adjustments**

Contractor requests for adjustments in pricing will be considered at sole discretion of PSJPC and must be documented and referenced to Producer's Price Index increases. Any increase requests shall not exceed CPIU Seattle.

**D. Shipping Terms**

All goods will be shipped Freight on Board (FOB) destination, freight prepaid and included in unit pricing.

**E. Samples**

PSJPC reserves the right to ask for samples at Vendor's expense.

All samples provided to PSJPC shall be identical to products quoted by Vendor and shall be labeled with Vendor's name, stock number, proposal number, and solicitation line item number on the outside of each case. All samples are an express warranty, which shall also apply to all products provided under this contract. Vendors failing to comply with this requirement may have their proposal rejected or contract terminated.

Samples will be requested for taste testing after proposal opening and prior to contract award. Samples are to be shipped and received within five (5) working days of PSJPC notification. Failure to provide requested samples within five (5) working days after request may result in proposal rejection. Samples will be considered property of the PSJPC and will not be returned.

**F. Use of Subcontractors**

Please note if any subcontractors are certified by the Office of Minority and Women's Business Enterprises.

PSJPC may accept Responses that include third party involvement only if the Vendor submitting the Response agrees to take complete responsibility for all actions of such Subcontractors. Vendor must state whether Subcontractors are/are not being used.

If applicable, Vendor shall identify all subcontractors who will perform services in fulfillment of contract requirements, including their name, the nature of services to be performed, address, telephone, facsimile, email, federal tax identification number (TIN), and anticipated dollar value of

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each subcontract.

PSJPC reserves the right to approve or reject any and all Subcontractors the Vendor proposes.

**G. Required Usage Reports to PSJPC Executive Director**

The Contractor shall e-mail to the PJSPC Executive Director an annual (September 1<sup>st</sup> – June 30<sup>th</sup>) usage report, that contains volume out of each of the Contractor's facilities.

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**Section D. EVALUATION AND CONTRACT AWARD**

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**1. EVALUATION PROCEDURE**

Responsive proposals will be evaluated strictly in accordance with the requirements stated in this RFP and any addenda issued. The evaluation of proposals shall be accomplished by an evaluation team, to be designated by PSJPC, which will determine the ranking of the proposals.

**2. AWARD CRITERIA**

The Award will be based on the total evaluation points by item and the Vendor's ability to meet the required product specifications listed in the proposal including past performance and reference responses. Total acquisition cost includes, but is not limited to, price, delivery/service, quality, contract administration and terms of payment. Vendor will indicate each cost for items shown in Appendix E Price Worksheet.

Contract award shall be made to the Highest Scored Responsive and Responsible Vendor based on the evaluation and award criteria established herein and subject to consideration of all factors identified in RCW 43.19.1911. PSJPC may award line items to multiple vendors. Vendors whose proposals are determined to be non-responsive will be rejected and will be notified of the reasons for such rejection.

Subject to the provisions of RCW 43.19.1911 and Chapter 236-48 WAC, PSJPC reserves the right to: (1) Waive any informality; (2) Reject any or all Proposals, or portions thereof; (3) Accept any portion of the items proposed unless the Vendor stipulates all or nothing in their Proposal; (4) Cancel a solicitation and re-solicit Proposals; (5) Negotiate with the lowest Responsive and Responsible Vendor to determine if the proposal can be improved for the Purchaser; (6) Award in aggregate when in the best interest of PSJPC.

**In the event an awarded contractor cannot fulfill purchase orders submitted, PSJPC reserves the right to re-award a contract to the next highest scored Vendor.**

**3. EVALUATION PROCESS AND SCORING**

The following points will be assigned to the proposals for evaluation purposes.

**A. Initial Determination of Responsiveness**

Responses will be reviewed initially by the RFP Coordinator to determine on a pass/fail basis compliance with administrative requirements as specified herein. Evaluation teams will only evaluate Responses meeting these requirements.

Responses meeting the Initial Determination of Responsiveness will then be reviewed on a pass/fail basis to determine if the Response meets the Mandatory requirements. Only responses meeting all Mandatory requirements will be further evaluated.

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PSJPC reserves the right to determine at its sole discretion whether Vendor's Response to a Mandatory requirement is sufficient to pass. If, however, all responding Vendors fail to meet any single Mandatory item, PSJPC may cancel the solicitation and reject all proposal

#### B. Responsiveness Evaluation

Only Responses that pass the Initial Determination of Responsiveness review will be evaluated based on the requirements in this Solicitation.

Pursuant to RCW 43.19.1911 (9), in determining Vendor responsibility, the following elements shall be given consideration:

- a) The ability, capacity, and skill of the Vendor to perform the contract and provide the service required (fulfillment of purchase orders);
- b) The character, integrity, reputation, judgment, experience, and efficiency of the Vendor;
- c) Whether the Vendor can perform the contract within the time specified in the geographic areas (fulfillment of purchase orders);
- d) The quality of performance of previous contracts or services;
- e) The previous and existing compliance by the Vendor with laws relating to the contract or services;
- f) Such other information as may be secured having a bearing on the decision to award the contract;
- g) Close adherence to the food specifications as indicated in Appendix D, Specifications.

During Response evaluation, PSJPC reserves the right to make reasonable inquiry to determine the responsibility of any Vendor. Requests may include, but are not limited to, financial statements, credit ratings, references, record of past performance, clarification of Vendor's offer, and on-site inspection of Vendor's or Vendor's subcontractor's facilities. Failure to respond to said request(s) may result in Response being rejected as non-responsive.

#### C. Scoring

The following criteria describe how the evaluation and award process will be conducted for the Award of the Processed Donated USDA Foods for the Puget Sound Joint Purchasing Cooperative (PSJPC)

The Award will be based on the total acquisition cost and evaluation points by item, group of items or aggregate total (category) depending on what is deemed by PSJPC to be in the best interest of member districts. The categories for scoring purposes are as follows

- 1 – WW and WG Buns (both hamburger, hot dog and hoagie)
- 2 – WW and WG Produces (round top and deli)
- 3 – WW and WG Rolls
- 4 – WW and WG English Muffins
- 5 – WW and WG Bagels (regular, mini and flavored)
- 6 – GF Products (hamburger buns, hot dog buns and sliced produce)

Scores will be totaled to determine successful vendor(s).

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**Criteria for scoring shall be:**

a) **General Specifications/Nutritionals** – (please see Appendix D, Specifications)  
Pass / Fail on listed areas.

b) **Business Stability/Capability & References – 20 Points possible**  
PSJPC will evaluate all submissions and award points based on reference checks; historical performance and service area capability of vendor..

c) **Price – 55 Points possible** (scored by PSJPC RFP Coordinator or designee)  
Cost per serving and/or cost per ounce will be used in the evaluation process to determine lowest competitive pricing. The scoring chart below will be used for each of the items on this solicitation.

Vendor/Processor	Vendor item ID Code	Description Example: Hamburger Buns or similar item	Cost per Serving	Points Awarded
			Lowest cost per/serving	55 pts
			Second lowest cost per serving	50 pts
			Third lowest cost per serving	45 pts
			Fourth lowest cost per serving	40 pts
			Fifth lowest cost per serving	35 pts
			Sixth lowest cost per serving	30 pts
			Seventh lowest cost per serving	25 pts

d) **Acceptability – Flavor, Texture, Appearance – 45 Points possible**

Select member districts will provide acceptability data. The feedback from LEAs will be combined and assigned the following points:

Vendor/Process or	Vendor item ID Code	Description Example: Hamburger Buns or similar item	Taste Testing	Points Awarded
			Highest taste test score	45 pts
			Second highest taste test score	40 pts
			Third highest taste test score	35 pts

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			Fourth highest taste test score	30 pts
			Fifth highest taste test score	25 pts
			Sixth highest taste test score	20 pts
			Seventh highest taste test score	15 pts

**If two or more vendors' scores are exactly equal, the award will be offered to the vendor whose products are the most advantageous for National School Lunch and School Breakfast Program menu planning purposes.**

**NOTIFICATION TO VENDORS**

Proposals that have not been selected for further negotiation or award will be notified via email by the RFP Coordinator.

**5. DEBRIEFING OF UNSUCCESSFUL VENDORS**

Upon request, an individual debriefing conference will be scheduled with an unsuccessful Vendor. The request for a debriefing conference must be received by the RFP Coordinator within three (3) business days after the Notification of Unsuccessful Vendor email is sent to the Consultant. The debriefing must be held within three (3) business days of the request, unless otherwise agreed upon by the RFP Coordinator and Vendor.

Discussion will be limited to a critique of the requesting Consultant's proposal. Comparisons between proposals or evaluations of the other proposals will not be allowed. Debriefing conferences may be conducted by virtual conference call and will be scheduled for a maximum of thirty minutes.

Please note, because the debrief process must occur before making an award, PSJPC likely will schedule the Debrief Conference shortly after the announcement of the ASV and the Vendor's request for a Debrief Conference. PSJPC will not allow the debrief process to delay the award. Therefore, Vendors should plan for contingencies and alternate representatives; Vendors who are unwilling or unable to attend the Debrief Conference will lose the opportunity to protest.

**6. PROTEST PROCEDURE**

This protest procedure is available to Consultants who submitted a response to this RFP document and who have participated in a debriefing conference. Upon completion of the debriefing conference, the Consultant is allowed five (5) business days to file a protest of the procurement with the RFP Coordinator. Protests must be submitted by email, and must be followed by an original, signed document.

Consultants protesting this procurement shall follow the procedures described below. Protests that do not follow these procedures shall not be considered. This protest procedure constitutes the sole administrative remedy available to Consultants under this procurement.

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All protests must be in writing and signed by the protesting party or an authorized Agent. The protest must state the grounds for the protest including specific facts and complete statements of the action(s) being protested. The protesting party may submit with the protest any documents or information deemed relevant. A description of the relief or corrective action being requested should also be included. All protests shall be addressed to the RFP Coordinator.

Only protests stipulating an issue of fact concerning the following subjects shall be considered:

- A matter of bias, discrimination or conflict of interest on the part of the evaluator/evaluation team;
- Errors in computing the score; and/or
- Non-compliance with procedures described in the procurement document or PSJPC policy.

Protests not based on procedural matters will not be considered. Protests will be rejected as without merit if they address issues such as: 1) an evaluator's professional judgment on the quality of a proposal, 2) PSJPC's assessment of its own and/or other agencies needs or requirements, or 3) a complaint raised during the Complaint Procedure.

Upon receipt of a protest, a protest review will be held by PSJPC. The PSJPC Board, RFP Coordinator or a designee who was not involved in the procurement will consider the record and all available facts and issue a decision within ten (10) business days of receipt of the protest. If additional time is required, the protesting party will be notified.

In the event a protest may affect the interest of another Consultant that submitted a proposal, such Consultant will be given an opportunity to submit its views and any relevant information on the protest to the RFP Coordinator.

The final determination of the protest shall:

- Find the protest lacking in merit and uphold PSJPC's action; or
- Find only technical or harmless errors in PSJPC's procurement process and determine PSJPC to be in substantial compliance and reject the protest; or
- Find merit in the protest and provide PSJPC options which may include:
  - Correct the errors and re-evaluate all proposals, and/or
  - Reissue the RFP document and begin a new process, or
  - Make other findings and determine other courses of action as appropriate.

If PSJPC determines that the protest is without merit, PSJPC will enter into a contract with the Apparent Successful Vendor. If the protest is determined to have merit, one of the alternatives noted in the preceding paragraph will be taken.

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**Section E. RFP EXHIBITS**

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Exhibit A Certifications and Assurances, Buy American, Lobbying and Debarment Forms  
Exhibit B Sample Contract  
Exhibit C General Terms and Conditions  
Exhibit D Vendor Profile and References  
Exhibit E Contractor Intake Form  
Exhibit F Proposal Checklist

Separate Attachments

Appendix D: Specifications  
Appendix E: Price Worksheet

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**EXHIBITS A: CERTIFICATION AND ASSURANCES, BUY AMERICAN, LOBBYING  
AND DEBARMENT**

***Vendor must sign and include the full text of Exhibit A with their proposal.***

Vendor makes the following certifications and assurances as a required element of the proposal to which it is attached, understanding that the truthfulness of the facts affirmed here and the continuing compliance with these requirements are conditions precedent to the award or continuation of the related contract(s):

1. Vendor declares that all answers and statements made in the proposal are true and correct.
2. The prices and/or cost data have been determined independently, without consultation, communication, or agreement with others for the purpose of restricting competition. However, Vendor may freely join with other persons or organizations for the purpose of presenting a single proposal.
3. The attached proposal is a firm offer for a period of sixty (60) days following receipt, and it may be accepted by PSJPC without further negotiation (except where obviously required by lack of certainty in key terms) at any time within the sixty (60) day period.
4. In preparing this proposal, Vendor has not been assisted by any current or former employee of the PSJPC whose duties relate (or did relate) to this proposal or prospective contract, and who was assisting in other than his or her official, public capacity. (Any exceptions to these assurances are described in full detail on a separate page and attached to this document.)
5. Vendor understands that PSJPC will not reimburse Vendor for any costs incurred in the preparation of this proposal. All proposals become the property of PSJPC, and Vendor claims no proprietary right to the ideas, writings, items, or samples, unless so stated in this proposal.
6. Unless otherwise required by law, the prices and/or cost data which have been submitted have not been knowingly disclosed by the Vendor and will not knowingly be disclosed by Vendor prior to opening, directly or indirectly, to any other Vendor or to any competitor.
7. Vendor agrees that submission of the attached proposal constitutes acceptance of the solicitation contents and the attached sample contract and general terms and conditions. If there are any exceptions to these terms, Vendor has described those exceptions in detail on a page attached to this document.
8. No attempt has been made or will be made by the Vendor to induce any other person or firm to submit or not to submit a proposal for the purpose of restricting competition.
9. Vendor grants PSJPC the right to contact references and others, who may have pertinent information regarding the Vendor's prior experience and ability to perform the services outlined in this procurement.
10. Vendor acknowledges that if awarded a contract with PSJPC, Vendor is required to comply with all applicable state and federal civil rights and other laws. Failure to comply may result in Contract

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termination. Vendor agrees to submit additional information about its nondiscrimination policies, at any time, if requested by PSJPC.

- 11. Vendor certifies that Vendor has not, within the three-year period immediately preceding the date of release of this competitive solicitation, been determined by a final and binding citation and notice of assessment issued by the Department of Labor and Industries or through a civil judgment to have willfully violated state minimum wage laws (RCW 49.38.082; Chapters 49.46 RCW, 49.48 RCW, or 49.52 RCW).
- 12. Vendor has not been debarred or otherwise restricted from participating in any public contracts.
- 13. Vendor certifies that Vendor has not willfully violated Washington State's wage payment laws within the last three (3) years.
- 14. Vendor acknowledges its obligation to notify PSJPC of any changes in the certifications and assurances above.

***I certify under penalty of perjury of the laws of the State of Washington that the foregoing is true and correct.***

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<b>Signature of Vendor</b>	<b>Date</b>	<b>Place Signed (City, State)</b>
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<b>Print Name</b>	<b>Title</b>	<b>Organization Name</b>
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**17. BUY AMERICAN**

Bidder will comply with the Buy American requirement, which dictates that schools participating in the federal school lunch programs are required to purchase domestic commodities and products for school meals to the maximum extent practicable. Domestic commodity or product means an agricultural commodity that is produced in the US and a food product that is processed in the US substantially (at least 51%) using agricultural commodities that are produced in the US (7 CFR 250.33 (a)(b), 250.17 (e)).

Awarded Vendor will provide information on products' origin. The distributor will ensure that products offered to PSJPC will be American, to the maximum extent practicable, and marked as American in the ordering system.

## **CERTIFICATION REGARDING "BUY AMERICAN" REQUIREMENTS**

Section 104 (d) of the William F. Goodling Child Nutrition Reauthorization Act of 1998 requires SFAs to purchase domestically grown and processed foods, to the maximum extent practicable. There is a two-part test to define the country of origin for a manufactured end product: (1) the article must be manufactured in the United States; and (2) the cost of domestic components must exceed 50 percent of the cost of all the components.

**We request that suppliers certify the percentage of U.S. content in products supplied to us according to the two-part test above.**

**On the product bid document please put an X in the column marked "Not American" if the item you are bidding is not of American origin.**

Two situations may warrant a waiver to permit purchases of foreign food products.

1) The product is not produced or manufactured in the U.S. in sufficient and reasonable available quantities of a satisfactory quality.

2) Competitive bids reveal the cost of a U.S. product is significantly higher than the foreign product.

**By signing below the distributor indicates all products not marked with an X in the bid documents are of American origin."**

**"We certify that our food products were manufactured in the United States and have at least 51% U.S. contents."**

**Date** \_\_\_\_\_

**Vendor Name** \_\_\_\_\_

**Completed By** \_\_\_\_\_

## CERTIFICATION REGARDING LOBBYING

*(Submit this form attached to your SF-424 proposal)*

### Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan or cooperative Agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, Title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

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Organization Name

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Project Name & CFDA Number

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Name and Title of Authorized Representative

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Signature

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Date

## DEBARMENT CERTIFICATION FORM

The Contractor certifies that, neither the Contractor firm nor any owner, partner, director, officer, or principal of the Contractor, nor any person in a position with management responsibility or responsibility for the administration of federal funds:

- (a) Is presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from covered transactions by any federal or state department/agency;
- (b) Has within a three-year period preceding this certification been convicted of or had a civil judgment rendered against it for: commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public transaction or contract (federal, state, or local); violation of federal or state antitrust statutes; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- (c) Is presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph (b) above; or
- (d) Has within a three-year period preceding this certification had one or more public transactions or contracts (federal, state, or local) terminated for cause or default.
- (e) The contractor is "Actively" registered with SAMS (Service for Award Management), and has been assigned the following DUNS Number: \_\_\_\_\_.

The Contractor further certifies that it shall not knowingly enter into any transaction with any subcontractor, material supplier, or vendor who is debarred, suspended, declared ineligible, or voluntarily excluded from covered transactions by any federal or state department/agency.

Dated this \_\_\_\_\_ day of \_\_\_\_\_, 20 \_\_\_\_\_

By \_\_\_\_\_

Authorized Signature for Contractor

\_\_\_\_\_  
Printed Name and Title

**EXHIBIT B: SAMPLE CONTRACT**  
(NOT INTENDED FOR COMPLETION, SAMPLE ONLY)

**Contract No.** \_\_\_\_\_

between

**PUGET SOUND JOINT PURCHASING COOPERATIVE**  
(hereinafter referred to as PSJPC)  
2661 N PEARL STREET, #139  
TACOMA, WA 98407

and

**[CONTRACTOR NAME]**  
(hereinafter referred to as Contractor)  
[Contractor Address]

Federal Identification #: \_\_\_\_\_

State of Washington: Unified Business Identifier #: \_\_\_\_\_

In consideration of the promises and conditions contained herein, PSJPC and Contractor do mutually agree as follows:

**I. DUTIES OF THE CONTRACTOR**

A. The general objective(s) of this contract is/are as follows:

[A brief description of the agreed upon services will be included here.]

B. In order to accomplish the general objective(s) of this contract, Contractor shall perform the following specific duties to the satisfaction of the PSJPC's designee, [PSJPC RFP Coordinator]:

[A description of the work to be performed by Contractor in detail, including a breakdown of the quantifiable steps or components of what the Contractor is to do will be included here.]

C. The Contractor shall produce the following written reports or other written documents (deliverables) by the dates indicated below:

[Deliverables may be listed here.]

All written reports/documents required under this contract must be delivered to the PSJPC's designee or RFP coordinator in accordance with the schedule above.

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**II. CONDITIONS OF COMMENCEMENT OF PERFORMANCE AND SCHEDULE OF PERFORMANCE**

No costs shall be incurred under this Contract until fully executed and subsequent to the termination date.

The schedule of performance of Contractor's duties is as follows:  
[start date], or date of execution, whichever is later, through [end date].

**III. DUTIES OF THE PSJPC**

- A. In consideration of Contractor's satisfactory performance of the duties set forth herein, PSJPC member districts will order Contractor products at a rate not to exceed a total of \$. Payment for satisfactory performance shall not exceed this amount unless the parties mutually agree to a higher amount prior to the commencement of any work, which will cause the maximum payment to be increased.

**Maximum consideration for this entire contract shall not exceed \$.**

Funds for the payment of this contract are provided by member districts and our awarded distributor US Food Service. Payment shall be made to the Contractor as follows:

Invoice(s) will be paid only after approval by the PSJPC's awarded distributor or member district.

**IV. RENEWAL (OPTIONAL CLAUSE)**

PSJPC has the right to renew this contract in whole or in part for the year(s) [renewal year (s)] by giving notice on or before [date] to the Contractor, unless an emergency exists, and/or special circumstances require a partial term extension. If PSJPC provides such notice to the Contractor, the Contractor shall be obligated to enter into a contract with the same fiscal obligations as the previous contract year, provided that PSJPC and Contractor shall negotiate any revision of additional services or goals beyond those encompassed in the previous contract.

**V. CONTRACT MANAGEMENT**

The following shall be the contact person for all communications and billings regarding the performance of this contract.

<b>Contractor</b>	<b>PSJPC</b>
[Contract Manager's Name]	Mark Campbell
[Contract Manager's Title]	Exec. Director PSJPC
[Contract Manager's Address]	2661 N Pearl St., #139 Tacoma, WA 98407
Phone:	Phone: (425) 760-6085
Fax:	
Email: [Contract Manager's Email Address]	Email: mark.campbell@pugetsoundcoop.org

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**VI. INCORPORATION OF ATTACHMENTS AND ORDER OF PRECEDENCE**

Each of the attachments listed below is by this reference hereby incorporated into this contract. In the event of an inconsistency in this contract, the inconsistency shall be resolved by giving precedence in the following order:

- Applicable Federal and State of Washington statutes and regulations
- Special Terms and Conditions as contained in this basic contract instrument
- Attachment A – Contract for Services, General Terms and Conditions
- Attachment B – Request for Proposals with any formal RFP amendments that change scope of work, etc.
- Attachment C – Contractor's Proposal
- Any other provision, term or material incorporated herein by reference or otherwise incorporated.

**VII. APPROVAL**

This contract shall be subject to the written approval of the PSJPC's authorized representative and shall not be binding until so approved. The contract may be altered, amended, or waived only by a written amendment executed by both parties.

We the undersigned agree to the terms of the foregoing contract.

[Contractor Name]

Puget Sound Joint Purchasing Cooperative

<hr/>	<hr/>	<hr/>
Signature	Title	Delene Andrew, PSJPC Board Chair
<hr/>	<hr/>	<hr/>
Print Name	Date	Print Name                      Date

Who certifies that he/she is the Contractor identified herein, OR a person duly qualified and authorized to bind the Contractor so identified to the foregoing Agreement.

Non-profit organization?  yes\*  no

\*If yes, under what IRS section?

Please attach a copy.

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**EXHIBIT C: GENERAL TERMS AND CONDITIONS**

**Contract for Services GENERAL TERMS AND CONDITIONS**

1. **Access to Data.** In compliance with Chapter 39.26 RCW, the Contractor shall provide access to data generated under this Contract to the PSJPC and member districts at no additional cost. This includes access to all information that supports the findings, conclusions, and recommendations of the Contractor's reports, including computer models and methodology for those models.
2. **Alterations and Amendments.** This Contract may be amended only by mutual agreement of the parties. Such amendments shall not be binding unless they are in writing and signed by personnel authorized to bind each of the parties.
3. **Americans with Disabilities Act (ADA) of 1990, Public Law 101-336, also referred to as the "ADA" 28 CFR Part 35.** The Contractor must comply with the ADA, which provides comprehensive civil rights protection to individuals with disabilities in the areas of employment, public accommodations, state and local government services, and telecommunications.
4. **Assignment.** Neither this Contract, nor any claim arising under this Contract, shall be transferred or assigned by the Contractor without prior written consent of the PSJPC.
5. **Assurances.** The PSJPC and the Contractor agree that all activity pursuant to this Contract will be in accordance with all applicable current federal, state and local laws, rules and regulations.
6. **Attorney's Fees.** In the event of litigation or other action brought to enforce contract terms, each party agrees to bear its own attorney's fees and costs.
7. **Audit Requirements.** If the Contractor is a Subrecipient of federal awards as defined by the Office of Management and Budget (OMB) CFR, Part 200, Subpart F, and expends seven hundred and fifty thousand dollars (\$750,000) or more in federal awards (does not apply to contracts for goods and services) from all federal sources in any fiscal year beginning on or after December 26, 2014, the Contractor shall procure at their expense a single or program specific audit for that year. The Contractor shall incorporate OMB CFR, Part 200, Subpart F audit requirements into all contracts between the Contractor and its Subcontractors who are Sub-recipients of federal awards. The Contractor shall comply with any future amendments to OMB and any successor or replacement Circular or regulation.
8. **Budget Revisions.** Any monetary amount budgeted by the terms of this Contract for various activities and line item objects of expenditure may be revised without prior written approval of PSJPC, so long as the revision is no more than ten percent (10%) of the original line item amount and the increase in an amount is offset by a decrease in one or more other amounts equal to or greater than the increase. Member districts with commodity balances may order any item from the contractor that has a NPA and the contractor has provided pricing to the PSJPC. All other budget revisions exceeding ten percent (10%) shall only be made with the prior written approval of the PSJPC.

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**9. Certification Regarding Debarment, Suspension, and Ineligibility.** The Contractor certifies that neither it nor its principals are debarred, suspended, proposed for debarment, or voluntarily excluded from participation in transactions by any federal department or agency. The Contractor further certifies that they will ensure that potential subcontractors or any of their principals are not debarred, suspended, proposed for debarment, or voluntarily excluded from participation in covered transactions by any federal department or agency. "Covered transactions" include procurement contracts for goods that are expected to equal or exceed twenty-five thousand dollars (\$25,000). Contractor may do so by obtaining a certification statement from the potential subcontractor or subrecipient or by checking online at the System for Award Management (SAM), Excluded Parties List. The Contractor shall immediately notify the PSJPC if, during the term of this contract, Contractor becomes debarred. The PSJPC may immediately terminate this Contract by providing Contractor written notice if Contractor becomes debarred during the term of this Contract.

The Contractor also certifies that neither it nor its principals are debarred, suspended, or proposed for debarment from participation in transactions by any state department or agency. The Contractor further certifies that they will ensure that potential subcontractors or any of their principals are not debarred, suspended, or proposed for debarment from participation in covered transactions by any state department or agency.

**10. Certification Regarding Lobbying.** The Contractor certifies that Federal-appropriated funds will not be used to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress or an employee of a member of Congress in obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Contractor must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Contractor shall require its subcontractors to certify compliance with this provision. Add 2 CFR 200.326(i)

**11. Certification Regarding Wage Violations.** The Contractor certifies that within three (3) years prior to the date of execution of this Contract, Contractor has not been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of RCW Chapters 49.46, 49.48, or 49.52.

The Contractor further certifies that it will remain in compliance with these requirements during the term of this Contract. Contractor will immediately notify the PSJPC of any finding of a willful violation entered by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction entered during the term of this Contract.

**12. Change in Status.** In the event of substantive change in the legal status, organizational structure, or fiscal reporting responsibility of the Contractor, Contractor agrees to notify the PSJPC of the change. Contractor shall provide notice as soon as practicable, but no later than thirty (30) days after such a change takes effect.

**13. Confidentiality.** The Contractor acknowledges that all of the data, material and information which originates from this Contract, and any student assessment data, material and

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information which will come into its possession in connection with performance under this Contract, consists of confidential data owned by the PSJPC or confidential personally identifiable data subject to the federal Family Educational Rights and Privacy Act or other privacy laws, and that disclosure to or use by third parties would be damaging. The Contractor, therefore, agrees to hold all such material and information in strictest confidence, not to make use thereof other than for the performance of this Contract, to release it only to authorized employees and agents requiring such information and not release or disclose it to any other party. The Contractor agrees to release such information or material only to employees and agents who have signed a written agreement expressly prohibiting disclosure.

- 14. Covenant Against Contingent Fees.** The Contractor warrants that no person or selling agent has been employed or retained to solicit or secure this Contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, excepting bona fide employees or bona fide established agent maintained by the Contractor for the purpose of securing business. The PSJPC shall have the right, in the event of breach of this clause by the Contractor, to annul this Contract without liability or, in its discretion, to deduct from the contract price or consideration or recover by other means the full amount of such commission, percentage, brokerage or contingent fees.
- 15. Disputes.** In the event that a dispute arises under this Contract, it shall be determined by a Dispute Board in the following manner: (1) The PSJPC shall appoint a member to the Dispute Board; (2) the Contractor shall appoint a member to the Dispute Board; (3) the PSJPC and the Contractor shall jointly appoint a member to the Dispute Board; (4) the Dispute Board shall evaluate the dispute and make a determination of the dispute; and, the determination of the Dispute Board shall be final and binding on the parties hereto.
- 16. Entire Agreement.** This Contract contains all the terms and conditions agreed upon by the parties. No other understandings, oral or otherwise, regarding the subject matter of this Contract shall be deemed to exist or to bind any of the parties hereto.
- 17. Ethical Conduct.** Neither the Contractor nor any employee or agent of the Contractor shall participate in the performance of any duty or service in whole or part under this Contract in violation of, or in a manner that violates any provision of the Ethics in Public Service law at Chapter 42.52 RCW, RCW 42.17A.550, RCW 42.17A.555, and RCW 41.06.250 prohibiting the use of public resources for political purposes.
- 18. Force Majeure.** Neither party shall be liable for any delay in or impairment of performance resulting in whole or in part from fire, floods or other catastrophes, acts of God, severe weather conditions; strikes, lockouts or labor disruptions; war, riots, embargo delays, raw material market conditions, the inability to procure supplies or raw materials; or shortages of transportation equipment, fuel or labor; or any other circumstance or cause beyond the reasonable control of the party. Additionally, manufacture, shipment and delivery are subject to any prohibition, restriction, priority allocation regulation or condition imposed by or on behalf of the United States of America or any other governmental body with appropriate jurisdiction which may prevent or interfere with fulfillment of any order.

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**19. Governing Law and Venue.** This Contract shall be construed and interpreted in accordance with the laws of the State of Washington and the venue of any action brought hereunder shall be in Superior Court for Pierce County.

**20. Indemnification.** To the fullest extent permitted by law, Contractor shall indemnify, defend and hold harmless the PSJPC and all officials, agents, and employees of the PSJPC, from and against all claims for injuries or death arising out of or resulting from the performance of this Contract. "Claim" as used in this Contract, means any financial loss, claim, suit, action, damage, or expense, including but not limited to attorney's fees, attributable for bodily injury, sickness, disease, or death, or injury to or destruction of tangible property including loss of use resulting therefrom. Additionally, "claims" shall include but not be limited to, assertions that the use or transfer of any software, book, document, report, film, tape or sound reproduction or material of any kind, delivered hereunder, constitutes an infringement of any copyright, patent, trademark, trade name, or otherwise results in an unfair trade practice or in unlawful restraint of competition.

Contractor expressly agrees to indemnify, defend, and hold harmless the PSJPC for any and all claims, costs, charges, penalties, demands, losses, liabilities, damages, judgments, or fines out of or incident to Contractor's or subcontractor's performance or failure to perform the Contract. Each party to this Contract shall be responsible for its own acts and/or omissions and those of its officers, employees and agents. No party to this Contract shall be responsible for the acts and/or omissions of the entities or individuals not a party to this contract. For the avoidance of doubt, Contractor shall not be responsible for damage or liability resulting from (i) a product becoming adulterated or misbranded after such product has left Contractor's control, (ii) the PSJPC's refusal to cooperate with Contractor in the investigation or defense of a claim covered hereunder, (iii) Contractor agreeing to settle a claim covered hereunder without Contractor's written consent, or (iv) products being resold by the PSJPC other than in the ordinary course of business.

Contractor waives its immunity under Title 51 RCW to the extent it is required to indemnify, defend and hold harmless PSJPC and its agents, employees, or officials.

**21. Independent Capacity of the Contractor.** The parties intend that an independent Contractor relationship will be created by this Contract. The Contractor and his/her employees or agents performing under this Contract are not employees or agents of the PSJPC. The Contractor will not hold himself/herself out as nor claim to be an officer or employee of the PSJPC by reason hereof, nor will the Contractor make any claim or right, privilege, or benefit which would accrue to such employee under law. Conduct and control of the work will be solely with the Contractor.

**22. Insurance.**

a. **Worker's Compensation Coverage.** The Contractor shall at all times comply with all applicable worker's compensation, occupational disease, and occupational health and safety laws, statutes, and regulations to the fullest extent applicable. This requirement includes the purchase of industrial insurance coverage for the Contractor's employees, as may now hereafter be required of an "employer" as defined in Title 51 RCW. Such worker's compensation and occupational disease requirements shall include coverage for all employees of the Contractor, and for all employees of any subcontract retained by

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the Contractor, suffering bodily injury (including death) by accident or disease, which arises out of or in connection with the performance of this Contract. Satisfaction of these requirements shall include, but shall not be limited to:

- 1) Full participation in any required governmental occupational injury and/or disease insurance program, to the extent participation in such a program is mandatory in any jurisdiction;
- 2) Purchase worker's compensation and occupational disease insurance benefits to employees in full compliance with all applicable laws, statutes, and regulations, but only to the extent such coverage is not provided under mandatory governmental program in "a" above, and/or;
- 3) Maintenance of a legally permitted and governmentally approved program of self-insurance for worker's compensation and occupational disease.

Except to the extent prohibited by law, the program of the Contractor's compliance with worker's compensation and occupational disease laws, statutes, and regulations in 1), 2), and 3) above shall provide for a full waiver of rights of subrogation against the PSJPC, its directors, officers, and employees.

If the Contractor, or any subcontractor retained by the Contractor, fails to effect and maintain a program of compliance with applicable worker's compensation and occupational disease laws, statutes, and regulations and the PSJPC incurs fines or is required by law to provide benefits to such employees, to obtain coverage for such employees, the Contractor will indemnify the PSJPC for such fines, payment of benefits to Contractor or subcontractor employees or their heirs or legal representatives, and/or the cost of effecting coverage on behalf of such employees. Any amount owed the PSJPC by the Contractor pursuant to the indemnity may be deducted from any payments owed by the PSJPC to the Contractor for the performance of this Contract.

- b. **Automobile Insurance.** In the event that services delivered pursuant to this Contract involve the use of vehicles, owned or operated by the Contractor, automobile liability insurance shall be required. The minimum limit for automobile liability is:

\$1,000,000 per occurrence, using a Combined Single Limit for bodily injury and property damage.

- c. **Business Automobile Insurance.** In the event that services performed under this Contract involve the use of vehicles or the transportation of clients, automobile liability insurance shall be required. If Contractor-owned personal vehicles are used, a Business Automobile policy covering a minimum Code 2 "owned autos only" must be secured. If the Contractor's employees' vehicles are used, the Contractor must also include under the Business Automobile policy Code 9, coverage for "non-owned autos." The minimum limits for automobile liability is:

\$1,000,000 per occurrence, using a Combined Single Limit for bodily injury and property damage.

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- d. **Public Liability Insurance.** The Contractor shall at all times during the term of this Contract, at its cost and expense, carry and maintain general public liability insurance, including contractual liability, against claims for bodily injury, personal injury, death, or property damage occurring or arising out of services provided under this Contract. This insurance shall cover such claims as may be caused by any act, omission, or negligence of the Contractor or its officers, agents, representatives, assigns or servants. The limits of liability insurance, which may be increased from time to time as deemed necessary by the PSJPC, with the approval of the Contractor (which shall not be unreasonably withheld), shall not be less than as follows:

Each Occurrence	\$1,000,000
General Aggregate Limits (other than products completed operations)	\$2,000,000
Products-Completed Operations Limit	\$2,000,000
Personal and Advertising Injury Limit	\$1,000,000
Fire Damage Limit (any one fire)	\$ 50,000
Medical Expense Limit (any one person)	\$ 5,000

- e. **Additional Insured.** The Puget Sound Joint Purchasing Cooperative shall be specifically named as an additional insured on all policies except for liability insurance on privately-owned vehicles, and all policies shall be primary to any other valid and collectible insurance. The PSJPC may waive this requirement at its discretion. Policies and certificates of insurance shall include the contract reference number.
- f. **Proof of Insurance.** Certificates and or evidence satisfactory to the PSJPC confirming the existence, terms and conditions of all insurance required above shall be delivered to the PSJPC within five (5) days of the Contractor's receipt of Authorization to Proceed.
- g. **General Insurance Requirements.** Contractor shall, at all times during the term of the Contract and at its cost and expense, buy and maintain insurance of the types and amounts listed above. Failure to buy and maintain the required insurance may result in the termination of the Contract at the PSJPC's option. By requiring insurance herein, PSJPC does not represent that coverage and limits will be adequate to protect Contractor and such coverage and limits shall not limit Contractor's liability under the indemnities and reimbursements granted to the PSJPC in this Contract.

Contractor shall include all subcontractors as insureds under all required insurance policies or shall furnish proof of insurance and endorsements for each subcontractor. Subcontractor(s) must comply fully with all insurance requirements stated herein. Failure of subcontractor(s) to comply with insurance requirements does not limit Contractor's liability or responsibility.

23. **Licensing and Accreditation Standards.** The Contractor shall comply with all applicable local, state, and federal licensing, accreditation and registration requirements/standards, necessary to the performance of this Contract.

24. **Limitation of Authority.** Only the PSJPC or the PSJPC's delegate by writing (delegation to be made prior to action) shall have the express, implied, or apparent authority to alter, amend, modify, or waive any clause or condition of this Contract. Furthermore, any

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alteration, amendment, modification, or waiver or any clause or condition of this Contract is not effective or binding unless made in writing and signed by the PSJPC.

**25. Non-Discrimination.** The Contractor shall comply with all the federal and state nondiscrimination laws, regulations and policies, which are otherwise applicable to the PSJPC. Accordingly, no person shall, on the ground of sex, race, creed, religion, color, national origin, marital status, families with children, age, veteran or military status, sexual orientation, gender expression, gender identity, disability, or the use of a trained dog guide or service animal, be unlawfully excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any activity performed by the Contractor and its agents under this Contract. The Contractor shall notify the PSJPC immediately of any allegations, claims, disputes, or challenges made against it under non-discrimination laws, regulations, or policies, or under the Americans with Disabilities Act. In the event of the Contractor's noncompliance or refusal to comply with this nondiscrimination provision, this Contract may be rescinded, cancelled or terminated in whole or part, and the Contractor may be declared ineligible for further contracts with the PSJPC.

**26. Commodity accounts of member districts.** Contractor shall refund to PSJPC member districts the full amount of any commodity balance left at the contractor due to production or other contractor issues such that member districts are unable to buy products to bring down their diverted commodities prior to June 30<sup>th</sup> of each year. If Contractor fails to make a prompt refund, PSJPC districts may charge Contractor one percent (1%) per month on the amount due until paid in full.

**27. Payments.** No payments in advance or in anticipation of services or supplies to be provided under this Contract shall be made by either the PSJPC awarded distributor or a member district. All payments to the Contractor are conditioned upon (1) Contractor's submission of a properly executed and supported voucher for payment, including such supporting documentation of performance and supporting documentation of costs incurred or paid, or both as is otherwise provided for in the body of this Contract under Duties of the PSJPC.

All expenses necessary to the Contractor's performance of this Contract not specifically mentioned in the Contract shall be borne in full by the Contractor.

**28. Public Disclosure.** Contractor acknowledges that the PSJPC is subject to the Washington State Public Records Act, Chapter 42.56 RCW, and that this Contract shall be a public record as defined in 42.56 RCW. Any specific information that is claimed by the Contractor to be confidential or proprietary must be clearly identified as such by the Contractor. To the extent consistent with chapter 42.56 RCW, the PSJPC shall maintain the confidentiality of all such information marked confidential or proprietary. If a request is made to view the Contractor's information, the PSJPC will notify the Contractor of the request and the date that such records will be released to the requester unless Contractor obtains a court order enjoining that disclosure. If the Contractor fails to obtain the court order enjoining disclosure, the PSJPC will release the requested information on the date specified.

**29. Publicity.** The Contractor agrees to submit to the PSJPC all advertising and publicity matters relating to this Contract which in the PSJPC's judgment, PSJPC's name can be implied or is specifically mentioned. The Contractor agrees not to publish or use such advertising and publicity matters without the prior written consent of the PSJPC.

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**30. Registration with Department of Revenue.** The Contractor shall complete registration with the Department of Revenue and be responsible for payment of all taxes due on payments made under this Contract.

**31. Records Maintenance.** The Contractor shall maintain all books, records, documents, data and other evidence relating to this Contract and performance of the services described herein, including but not limited to accounting procedures and practices which sufficiently and properly reflect all direct and indirect costs of any nature expended in the performance of this Contract. Contractor shall retain such records for a period of six years following the date of final payment. At no additional cost, these records, including materials generated under the Contract, shall be subject at all reasonable times to inspection, review or audit by the PSJPC, personnel duly authorized by the PSJPC, the Office of the State Auditor, and federal and state officials so authorized by law, regulation or agreement.

If any litigation, claim or audit is started before the expiration of the six (6) year period, the records shall be retained until all litigation, claims, or audit findings involving the records have been resolved.

**32. Right of Inspection.** The Contractor shall provide right of access to its facilities to the PSJPC or any of its officers at all reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance under this Contract on behalf of the PSJPC. All inspections and evaluations shall be performed in such a manner that will not unduly interfere with the Contractor's business or work hereunder.

**33. Severability.** The provisions of this Contract are intended to be severable. If any term or provision is illegal or invalid for any reason whatsoever, such illegality or invalidity shall not affect the validity of the remainder of the Contract.

**34. Site Security.** While on PSJPC member district or distributor premises, Contractor, its agents, employees, or subcontractors shall conform in all respects with physical, fire or other security policies or regulations.

**35. Subcontracting.** Neither the Contractor nor any subcontractor shall enter into subcontracts for any of the work contemplated under this Contract without obtaining prior written approval of the PSJPC. Contractor is responsible to ensure that all terms, conditions, assurances and certifications set forth in this Contract are included in any and all Subcontracts. In no event shall the existence of the subcontract operate to release or reduce liability of the Contractor to the PSJPC for any breach in the performance of the Contractor's duties. This clause does not include contracts of employment between the Contractor and personnel assigned to work under this Contract.

If, at any time during the progress of the work, the PSJPC determines in its sole judgment that any subcontractor is incompetent, the PSJPC shall notify the Contractor, and the Contractor shall take immediate steps to terminate the subcontractor's involvement in the work. The rejection or approval by the PSJPC of any subcontractor or the termination of a subcontractor shall not relieve the Contractor of any of its responsibilities under the Contract, nor be the basis for additional charges to the PSJPC.

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- 36. Taxes.** All payments accrued on account of payroll taxes, unemployment contributions, any other taxes, insurance or other expenses for the Contractor or its staff shall be the sole responsibility of the Contractor.
- 37. Termination for Convenience.** Except as otherwise provided in this Contract, the PSJPC or PSJPC's Designee may, by ten (10) days written notice, beginning on the second day after the mailing, terminate this Contract in whole or in part. The notice shall specify the date of termination and shall be conclusively deemed to have been delivered to and received by the Contractor as of midnight the second day of mailing in the absence of proof of actual delivery to and receipt by the Contractor. If this Contract is so terminated, the PSJPC shall be liable only for payment required under the terms of the Contract for services rendered or goods delivered prior to the effective date of termination.
- 38. Termination for Default.** In the event the PSJPC determines the Contractor has failed to comply with the conditions of this Contract in a timely manner, the PSJPC has the right to suspend or terminate this Contract. The PSJPC shall notify the Contractor in writing of the need to take corrective action. If corrective action is not taken within thirty (30) days, the Contract may be terminated. The PSJPC reserves the right to suspend all or part of the Contract, withhold further payments, or prohibit the Contractor from incurring additional obligations of funds during investigation of the alleged compliance breach and pending corrective action by the Contractor or a decision by the PSJPC to terminate the Contract. In the event of termination, the Contractor shall be liable for damages as authorized by law including, but not limited to, any cost difference between the original Contract and the replacement or cover Contract and all administrative costs directly related to the replacement Contract, e.g., cost of the competitive bidding, mailing, advertising and staff time. The termination shall be deemed to be a "Termination for Convenience" if it is determined that the Contractor: (1) was not in default; or (2) failure to perform was outside of his or her control, fault or negligence. The rights and remedies of the PSJPC provided in this Contract are not exclusive and are in addition to any other rights and remedies provided by law.
- 39. Termination Due to Funding Limitations or Contract Renegotiation, Suspension.** In the event funding from state, federal, or other sources is withdrawn, reduced, or limited in any way after the effective date of this Contract and prior to normal completion of this Contract, with the notice specified below and without liability for damages:
- a. At PSJPC's discretion, the PSJPC may give written notice of intent to renegotiate the Contract under the revised funding conditions.
  - b. At PSJPC's discretion, the PSJPC may give written notice to Contractor to suspend performance when PSJPC determines there is reasonable likelihood that the funding insufficiency may be resolved in a timeframe that would allow Contractor's performance to be resumed.
    - (1) During the period of suspension of performance, each party will inform the other of any conditions that may reasonably affect the potential for resumption of performance.

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- (2) When PSJPC determines that the funding insufficiency is resolved, it will give the Contractor written notice to resume performance, and Contractor shall resume performance.
- (3) Upon the receipt of notice under b. (2), if Contractor is unable to resume performance of this Contract or if the Contractor's proposed resumption date is not acceptable to PSJPC and an acceptable date cannot be negotiated, PSJPC may terminate the Contract by giving written notice to the Contractor. The parties agree that the Contract will be terminated retroactive to the date of the notice of suspension. PSJPC shall be liable only for payment in accordance with the terms of this Contract for services rendered prior to the retroactive date of termination.
- c. PSJPC may immediately terminate this Contract by providing written notice to the Contractor. The termination shall be effective on the date specified in the termination notice. PSJPC shall be liable only for payment in accordance with the terms of this Contract for services rendered prior to the effective date of termination. No penalty shall accrue to PSJPC in the event the termination option in this section is exercised.
- d. For purposes of this section, "written notice" may include email.

**40. Termination Procedure.** Upon termination of this Contract the PSJPC, in addition to other rights provided in this Contract, may require the Contractor to deliver to the PSJPC awarded distributor or member districts any property specifically produced or acquired for the performance of such part of this Contract as has been terminated. The provisions of the "Treatment of Assets" clause shall apply in such property transfer.

The PSJPC awarded distributor or member districts shall pay to the Contractor the agreed upon price, if separately stated, for completed work and services accepted by the PSJPC and the amount agreed upon by the Contractor and the PSJPC for (a) completed work and services for which no separate price is stated, (b) partially completed work and services, (c) other property or services which are accepted by the PSJPC, and (d) the protection and preservation of the property, unless the termination is for default, in which case the PSJPC shall determine the extent of the liability. Failure to agree with such determination shall be a dispute within the meaning of the "Disputes" clause for this Contract. The PSJPC may withhold from any amounts due to the Contractor such sum as the PSJPC determines to be necessary to protect the PSJPC against potential loss or liability.

The rights and remedies of the PSJPC provided in this section shall not be exclusive and are in addition to any other rights and remedies provided by law under this Contract.

After receipt of a notice of termination, and except as otherwise directed by the PSJPC, the Contractor shall:

- a. Stop work under this Contract on the date and to the extent specified, in the notice;
- b. Place no further orders or subcontractors for materials, services or facilities except as may be necessary for completion of such portion of the work under the Contract that is not terminated;

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- c. Assign to the PSJPC, in the manner, at the times, and to the extent directed by the PSJPC, all rights, title, and interest of the Contractor under the orders and subcontracts in which case the PSJPC has the right, at its discretion, to settle or pay any or all claims arising out of the termination of such orders and subcontracts;
- d. Settle all outstanding liabilities and all claims arising out of such termination of orders and subcontracts, with the approval or ratification of the PSJPC to the extent the PSJPC may require, which approval or ratification shall be final for all the purposes of this clause;
- e. Transfer title to the PSJPC and deliver, in the manner, at the times and to the extent as directed by the PSJPC, any property which, if the Contract had been completed, would have been required to be furnished to the PSJPC;
- f. Complete performance of such part of the work not terminated by the PSJPC; and
- g. Take such action as may be necessary, or as the PSJPC may direct, for the protection and preservation of the property related to this Contract which, in is in the possession of the Contractor and in which the PSJPC has or may acquire an interest.

**41. Treatment of Assets.** Except as otherwise provided for in the Contract, the ownership and title to all real property and all personal property purchased by the Contractor in the course of performing this Contract with monies paid by the PSJPC member districts shall vest in the PSJPC member district, except for supplies consumed in performing this Contract. The Contractor shall (1) maintain a current inventory of all the real and personal property; (2) label all the property PSJPC and, (3) surrender property and title to the PSJPC member district without charge prior to settlement upon completion, termination or cancellation of this Contract.

Any property of the PSJPC member districts furnished to the Contractor shall, unless otherwise provided herein, or approved by the PSJPC, be used only for the performance of the Contract.

The Contractor shall be responsible for any loss or damage to property of the PSJPC member districts which results from the negligence of the Contractor which results from the failure on the part of the Contractor to maintain and administer that property in accordance with sound management practices.

If any property is lost, destroyed, or damaged, the Contractor shall notify the PSJPC and take all reasonable steps to protect the property from further damage.

All reference to the Contractor under this clause shall include Contractor's employees, agents and subcontractors.

**42. Waiver.** A failure by either part to exercise its rights under this Agreement shall not preclude that party from subsequent exercise of such rights and shall not constitute a waiver of any other rights under this agreement. Waiver of any default or breach shall not be deemed to be a waiver of any subsequent default or breach. Any waiver shall not be construed to be a modification of the terms of this Agreement unless stated to be such in writing and signed by personnel authorized to bind each of the parties.

**Proposals for Fresh Produce Products and Delivery  
RFP #4-202324**

**EXHIBIT D: VENDOR PROFILE AND REFERENCES**

**COMPANY INFORMATION**

Contractor Information: Provide below, the information which will be used for contract administration: For example: the legal business name, legal status (e.g., corporation, sole proprietor, etc.) and the year the entity was organized to do business as the entity now substantially exists, Washington State Uniform Business Identification (UBI) number, the home office address, and telephone and fax numbers, web site URL (if any), and organizational chart of the legal entity with whom PSJPC may execute any Contract arising from this RFP, including the names and titles of Vendor's principal officers.

1. Federal Tax Identification Number: \_\_\_\_\_
2. WA State Department of Revenue Registration Tax Number: \_\_\_\_\_
3. Company URL Address: \_\_\_\_\_
4. Company Mailing Address: \_\_\_\_\_
5. Orders to be sent to: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
6. Billing will be from: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
7. Payment will be sent to: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
8. Hold and Recall Contact Information: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

POLITICAL SUBDIVISIONS: Vendor agrees to sell the goods and services on this contract to political subdivisions (school districts): Yes  No  (If reply is "No" attach letter to this proposal response explaining reason(s) for declining participation by political subdivisions).

**Proposals for Fresh Produce Products and Delivery  
RFP #4-202324**

**REFERENCES**

Provide a minimum of three (3) commercial or governmental references for which Vendor has delivered goods and/or services similar in scope as described in the RFP.

1) Agency/Company Name:	
Address:	
Contact Person:	
Telephone:	
Product Provided/Approx. Dollar Cost	

2) Agency/Company Name:	
Address:	
Contact Person:	
Telephone:	
Product Provided/Approx. Dollar Cost	

3) Agency/Company Name:	
Address:	
Contact Person:	
Telephone:	
Product Provided/Approx. Dollar Cost	

**SUBCONTRACTORS:** Identify any subcontractors who will perform services in fulfillment of contract requirements; the nature of services to be performed and include federal tax identification (TIN) number for each subcontractor.

Name/Address/Contact/Phone:	T.I.N.:	Brief description of the nature of Service Provided (e.g. testing, sampling, pick-up, etc.):

**Proposals for Fresh Produce Products and Delivery**  
**RFP #4-202324**

**SALES AND ORDERING INFORMATION**

Vendor shall complete the following information and return with proposal response.

1. Sales Representative(s): Indicate below the contact information and specific territories covered:

Name: _____	Name: _____
Telephone: _____	Telephone: _____
Toll Free No: _____	Toll Free No: _____
Mobile Phone: _____	Mobile Phone: _____
Territory: _____	Territory: _____
Fax: _____	Fax: _____
Email: _____	Email: _____

2. Payment Term: Prompt Payment Discount \_\_\_\_\_ % net 30 days. Note: Prompt payment discount periods equal to (or greater than) 30 calendar days will receive consideration and proposal pricing will be reduced (for evaluation purposes only) by the amount of that discount(s).
3. Volume Discount: Identify volume discount(s), please indicate the discount \_\_\_\_\_ % or \$ \_\_\_\_\_ and when it applies:
4. Standard Lead Time after receipt of order (ARO) is \_\_\_\_\_ calendar days.
5. Minimum case quantities \_\_\_\_\_ for direct deliveries of shipment to Washington State locations.
6. Minimum order quantity \_\_\_\_\_ for distributor orders to Washington State.

**Proposals for Fresh Produce Products and Delivery  
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**EXHIBIT E: CONTRACTOR INTAKE FORM**

All potential Puget Sound Joint Purchasing Cooperative (PSJPC) Contractors or Governmental Entities must sign and submit this form before a PSJPC contract or Agreement is offered.

<b>1. CONTRACTOR NAME (AS LEGALLY REGISTERED WITH THE IRS):</b>		<b>CONTRACTOR DBA (DOING BUSINESS AS) NAME:</b>	
<b>2. CONTRACTOR ADDRESS &amp; CONTACT INFORMATION:</b>			
<b>ADDRESS (NUMBER, STREET, AND APT OR SUITE)</b>		<b>CITY</b>	<b>STATE</b>
			<b>ZIP CODE</b>
<b>BUSINESS PHONE NUMBER</b>		<b>BUSINESS FAX NUMBER</b>	
<b>CONTRACT MANAGER NAME</b>		<b>CONTRACT MANAGER EMAIL ADDRESS</b>	
<b>CONTRACT MANAGER PHONE NUMBER</b>		<b>CONTRACT MANAGER FAX</b>	
<b>3. CONTRACTOR LICENSE:</b>			
Do you have a current Washington State business license?		Yes	No
Have you had any contract to provide services terminated for default? Yes No  If yes, please attach a list of each terminated contract with an explanation of the situation involved.		If you do not have a Washington State business license, explain why you are exempt from registering your business with the State of Washington.  To file for a Master Business Application, visit <a href="http://www.dor.wa.gov">www.dor.wa.gov</a> .	
<b>4. BUSINESS INFORMATION:</b>			
How is your business organized?		If filing as Corporation, non-profit, attach a copy of 501(c) status.	
Is your business a small, women/minority, or veteran-owned business" as defined in Chapter 39.26.010 RCW? Yes No		If yes, please complete and submit the <a href="#">Self-Certification Statement</a> with this form. Refer to Chapter 39.26.010 RCW for more information.	
<b>TAXPAYER IDENTIFICATION NUMBER (TIN)</b>  SSN:    - -                    EIN:    -		For individuals, this is your Social Security Number (SSN). For other entities (corporations, school districts, etc.) this is your Employer Identification Number (EIN).	
<b>STATEWIDE VENDOR NUMBER</b> SWV                    -		Individuals awarded contracts with PSJPC are <b>required</b> to register as a Statewide Vendor. Visit the Department of Enterprise Services to <a href="#">register as a Statewide Vendor</a> .	
<b>5. WASHINGTON STATE EMPLOYMENT (Not applicable to ESDs, School Districts, and State Agencies):</b>			

**Proposals for Fresh Produce Products and Delivery  
RFP #4-202324**

Are you, or any of your business partners, directors, officers, managers, employees, or board members current or former (within the last 24 months) officers or employees of the State of Washington? \*Yes No N/A

If yes: Current or

Former If you checked Yes, you may be required to seek guidance from the Executive Ethics Board; PSJPC will contact you for clarification about your current/former role.

*\*District and Educational Service District employees are not considered state employees for this purpose. As a reminder, please check with your employer regarding their outside work policies.*

**6. I certify, under penalty of perjury as provided by the laws of the State of Washington, that all of the foregoing statements are true and correct, and that I will notify PSJPC of any changes in any statement.**

**CONTRACTOR SIGNATURE**

**DATE**

**PRINTED NAME**

**TITLE**

**Proposals for Fresh Produce Products and Delivery**  
**RFP #4-202324**

**EXHIBIT F: PROPOSAL CHECKLIST**

Please use the checklist below to ensure that you have submitted all required materials in the required format. This checklist must be submitted with your proposal.

<b>Included in Proposal</b>	<b>Component</b>
<input type="checkbox"/>	Letter of Submittal
<input type="checkbox"/>	Exhibits A: Certifications and Assurances, Buy American, Lobbying & Debarment Forms
<input type="checkbox"/>	Exhibit D: Vendor Profile, References, and Sales/Ordering Information
<input type="checkbox"/>	Exhibit E: Contractor Intake Form
<input type="checkbox"/>	Appendix E: Price Worksheets
<input type="checkbox"/>	Nutritional Data Sheets for Items Submitted
<input type="checkbox"/>	Small Business Self-Certification, if applicable (see Contractor Intake Form)

**COMPANY NAME:**

United Salad Company

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**COMPANY CONTACT:**

Paul Esvelt

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**APPENDIX C BIDDER PROFILE**

**PROPOSALS FOR FRESH PRODUCE PRODUCTS AND DELIVERY  
Puget Sound Joint Purchasing Cooperative: Bid #4-202324**

**COMPANY INFORMATION**

Contractor Information: Provide the below information, which will be used for contract administration: For example: the legal business name, legal status (e.g., corporation, sole proprietor, etc.) and the year the entity was organized to do business as the entity now substantially exists, Washington State Uniform Business Identification (UBI) number, the home office address, and telephone and fax numbers, web site URL (if any), and organizational chart of the legal entity with whom Puget Sound Joint Purchasing Cooperative (PSJPC), may execute any Contract arising from this RFP, including the names and titles of Bidder's principal officers.

1. Federal Tax Identification number: 93 - 127 2266
  
2. WA State Department of Revenue Registration Tax number 601-957-109
  
3. Company Internet URL Address (if available): UnitedSalad.com
  
4. Company Mailing Addresses 

8448 NE 33rd Drive, Suite 100 Portland, OR 97211-2163
--
  
5. Orders to be sent to: 

Unitedsalad.com
-----------------
  
6. Billing will be from 

United Salad Co
-----------------
  
7. Payment to be sent to 

8448 NE 33rd Drive, Suite 100 Portland, OR 97211-2163
--

## APPENDIX C BIDDER PROFILE

### PURCHASING COOPERATIVE MEMBERS:

POLITICAL SUBDIVISIONS: Bidder agrees to sell the goods and services on this contract to members (school districts) of the Puget Sound Joint Purchasing Cooperative and other school districts with permission of the PSJPC: Yes  No   
 (If reply is "No" attach letter to this bid response explaining reason(s) for declining participation by political subdivisions).

### REFERENCES

Provide a minimum of three (3) commercial or governmental references for which Bidder has delivered goods and/or services similar in scope as describe in the RFP.

1) Agency/Company Name:	Town & Country Markets
Address:	19302 Powder Hill Pl NE, Tukwila
Contact Person:	Kurt Sharp
Telephone:	(206) 423-3394
Product Provided /Approx. Dollar Cost	\$2.1mm/yr

2) Agency/Company Name:	The Windmill Bistro
Address:	16009 60th St E, Sumner, WA
Contact Person:	Bruce Patterson
Telephone:	253 826 7897
Product Provided /Approx. Dollar Cost	\$468k/yr

3) Agency/Company Name:	Fardell Farms
Address:	5101 Yacht Club Rd, Tacoma WA
Contact Person:	Alex Fardell
Telephone:	253 229 4232
Product Provided /Approx. Dollar Cost	\$276k/yr

## APPENDIX C BIDDER PROFILE

### SUBCONTRACTORS:

Identify any subcontractors who will perform services in fulfillment of contract requirements; the nature of services to be performed and include federal tax identification (TIN) number for each subcontractor.

Name/Address/Contact/Phone:	T.I.N.:	Brief description of the nature of Service Provided (e.g. testing, sampling, pick-up, etc):
N/A		

### SALES INFORMATION:

Bidder shall complete the following information and return with bid response.

Sales Representative(s): Indicate below the contact information and specific territories covered:			
Name:	<u>Damien McClain</u>	Name:	<u>Chad Torrey</u>
Telephone:	<u>253 904 6109</u>	Telephone:	<u>503 445-8908</u>
Toll Free No.	<u>800 275 2756</u>	Toll Free No.	<u>800 547-5536</u>
Mobile Phone	<u>253 904 6109</u>	Mobile Phone	<u>503 889-6478</u>
Territory	<u>Washington</u>	Territory	<u>Oregon</u>
Fax:	<u>253 891 8917</u>	Fax:	<u>503 445 9758</u>
Email:	<u>Damien.mcclain@United</u> <u>Saled.com</u>	Email:	<u>Chad.torrey@Unitedsalad.com</u>

**APPENDIX B - BIDDER'S AUTHORIZED OFFER**  
**(BID SIGNATURE PAGE)**

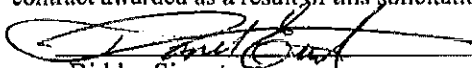
**PROPOSALS FOR FRESH PRODUCE PRODUCTS AND DELIVERY**  
**Puget Sound Joint Purchasing Cooperative: Bid #4-202324**

**Certifications and Assurances**

We make the following certifications and assurances as a required element of the Response, to which it is attached, affirming the truthfulness of the facts declared here and acknowledging that the continuing compliance with these statements and all requirements of the IFB are conditions precedent to the award or continuation of the resulting Contract.

1. The prices in this Response have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other offerer or competitor relating to (i) those prices, (ii) the intention to submit an offer, or (iii) the methods or factors used to calculate the prices offered. The prices in this Response have not been and will not be knowingly disclosed by the offeror, directly or indirectly, to any other offeror or competitor before Contract award unless otherwise required by law. No attempt has been made or will be made by the offeror to induce any other concern to submit or not to submit an offer for the purpose of restricting competition. However, we may freely join with other persons or organizations for the purpose of presenting a single Bid or Proposal.
2. The attached Response is a firm offer for a period of 120 days following the Response Due Date specified in the IFB, and it may be accepted by the Purchasing Activity without further negotiation (except where obviously required by lack of certainty in key terms) at any time within the 120 day period. In the case of protest, our Response will remain valid for 180 days or until the protest and any related court action is resolved, whichever is later.
3. In preparing this Response, we have not been assisted by any current or former employee of the Renton School District or PSJPC whose duties relate (or did relate) to this solicitation, or prospective Contract, and who was assisting in other than his or her official, public capacity. Neither does such a person nor any member of his or her immediate family have any financial interest in the outcome of this Response. (Any exceptions to these assurances are described in full detail on a separate page and attached to this document.)
4. We understand that the PSJPC will not reimburse us for any costs incurred in the preparation of this Response. All Responses become the property of the PSJPC/RSD, and we claim no proprietary right to the ideas, writings, items or samples unless so stated in the Response. Submission of the attached Response constitutes an acceptance of the evaluation criteria and an agreement to abide by the procedures and all other administrative requirements described in the solicitation document.
5. We understand that any Contract awarded, as a result of this Response will incorporate all the solicitation requirements. Submission of a Response and execution of this Certifications and Assurances document certify our willingness to comply with the Contract terms and conditions if selected as a contractor.
6. We (select one) are  / are not  submitting proposed Contract exceptions.  
+++++
7. The authorized signatory below acknowledges having read and understood the entire solicitation and agrees to comply with the terms and conditions of the solicitation in submitting and fulfilling the offer made in its Bid.
8. By submitting this Bid, Bidder hereby offers to furnish materials, supplies, services and/or equipment in compliance with all terms, conditions, and specifications contained in this solicitation.

The signatory below represents that he/she has the authority to bind the company named below to the Bid submitted and any contract awarded as a result of this solicitation.

  
\_\_\_\_\_  
Bidder Signature  
  
PAUL ESVELT  
\_\_\_\_\_  
Name

United Salad Co.  
\_\_\_\_\_  
Company Name  
  
4/10/24  
\_\_\_\_\_  
Date

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET BID COST INCLUDING FREIGHT) 24-25SY	25-26 pricing
1	FRUIT	CASE	168 CT	Apple, NW/Varietal - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	15,000	X	19683	First Fruits	RED163	163ct	40	\$ 29.65	
2	FRUIT	CASE	138 CT	Apple, Fuji, Fancy	A	750	X	33084	Stemlit	Fuji100	100ct	40	\$ 29.65	
3	FRUIT	CASE	138 CT	Apple, Pink Lady	A	1,000	X	6801	Stemlit	PKL138	138ct	40	\$ 32.85	
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	A	4,000	X	179	Chiquita	BAN150	150ct	40	\$ 31.85	
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"	A	1,000		33942	Import	GRP150	18lb	18	\$ 54.75	
6	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	A	6,000		1048	Willeman	NAV113	113ct	40	\$ 37.45	
7	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	A	5,000		2638	Willeman	NAV138	138ct	40	\$ 37.45	
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	A	760		3283	W&P	BAR135	135ct	44	\$ 33.15	
9	PROCESSED	CASE	100/2 oz	Apples, Sliced Fresh, 100% Usage - /NW	B	7,500	X	9951	Petersen	SLC1002	100/2oz	12.5	\$ 30.70	
10	PROCESSED	CASE	4/3#	Broccoli, Florettes	B	750	X	1339	Greengate	BRO63	6/3lb	18	\$ 51.95	
11	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"	B	2,500	X	4403	Bollhouse	CAR45	4/5lb	20	\$ 26.35	
12	PROCESSED	CASE	200/1.5 oz	Carrotenies, Baby Peeled - /NW	B	5,500	X	16344	Grimmway	CAR2001	200/1.5oz	18.75	\$ 25.55	
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes	B	750		1366	Church	CAU43	4/3lb	12	\$ 33.50	
14	PROCESSED	CASE	4/5#	Galery Sticks	B	1,000	X	16577	Various	CEL45	4/5lb	20	\$ 28.20	
15	PROCESSED	CASE	4/5#	Colslaw Mix, Green & Red Cabbage w/Carrot Separate	B	750		2205	Church	CAB45	4/5lb	20	\$ 19.35	
16	PROCESSED	CASE	6/2#	Lettuce, Romaine, Chopped "1X1"	B	2,400	X	2656	Church	ROM62	6/2lb	12	\$ 28.65	
17	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	B	1,200	X	6077	Greengate	SAD45	4/5lb	20	\$ 33.26	
18	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	B	1,000		2655	Greengate	SAL45	4/5lb	20	\$ 24.66	
19	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	B	1,200		25643	Greengate	SHR63	6/3lb	18	\$ 30.45	
20	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	B	500		2207	Greengate	SHR45	4/5lb	20	\$ 30.45	
21	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	B	600		2657	Church	SPH42	4/2.5lb	10	\$ 20.05	
22	VEGETABLE	CARTON	100 CT	Peatoes, Russets	C	500		1294	Tr-City	RUS100	100ct	50	\$ 14.50	
23	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	C	3,000		29420	Millenium	TCH1210	12/10oz	7.5	\$ 32.95	
24	VEGETABLE	CASE	6x6 repack	Tomatoes, Loose Pack, Medium Size & Ripe	C	3,500		34979	Calavo	TOM25	6x6	25	\$ 28.60	

NOTES

Difficult to source until Washington/California harvest

Please note the different pack size available

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET INCLUDING FREIGHT) Z4-Z55Y	EXTENDED COST
1	FRUIT	CASE	100 CT	Apple, Fuji, Fancy	A	750	X	33084	Stemilt	Fuj100	100ct	40	\$29.65	
2	FRUIT	CASE	125 CT	Apple, Golden Delicious	A	500		2364	First Fruits	GOL125	125ct	40	\$29.65	
3	FRUIT	CASE	72-88 CT	Apple, Golden Delicious, Gala, Extra Fancy	A	500		7693	Stemilt	GAL80	80ct	40	\$49.30	
2	FRUIT	CASE	163 CT	Apple, NY Varietal - includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	15,000	X	19683	First Fruits	RED163	163ct	40	\$29.65	
3	FRUIT	CASE	138 CT	Apple, Pink Lady	A	1,000	X	6801	Stemilt	PKL138	138ct	40	\$32.85	
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	A	4,000	X	179	Chiquita	BAN150	150ct	40	\$31.85	
3	FRUIT	CASE	12 1/2 PTS	Berry, Raspberry, Red	A	600		1925	Driscoll	RAS126	12/6oz	4.5	\$41.25	
4	FRUIT	CASE	8/1lb	Berry, Strawberries	A	500		14197	Giant	STW81	8/1lb	8	\$26.80	
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"	A	1,000		33942	import	GRP150	18lb	18	\$54.75	
4	FRUIT	CASE	115 - 135 CT	Kiwi Fruit	A	2,000		817	Western	KIW117	117ct	25	\$57.15	
5	FRUIT	CASE	12 CT	Melon, Cantaloupe	A	500		899	DelMonte	CAN12	12ct	38	\$26.45	
6	FRUIT	CASE	6 CT	Melon, Honey Dew	A	600		913	Viva	HON6	5/6ct	25	\$30.45	
5	FRUIT	CASE	5ct	Melon, Watermelon	A	550		10084	5 crowns	WAT56	5/6ct	65	\$67.50	
6	FRUIT	CASE	30 - 36 CT	Nectarines	A	600		979	N/A	NEC30	34/36	20	\$57.50	
7	FRUIT	CASE	3/10#	Orange, Mandarin Satsuma	A	800		35138	Trinity	MAN122	12/2lb	24	\$32.90	
6	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	A	5,000		2638	Wileman	NAV138	138ct	40	\$37.45	
7	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	A	6,000		1048	Wileman	NAV113	113ct	40	\$37.45	
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	A	750		3283	W&P	BAR135	135ct	44	\$33.15	
7	FRUIT	CASE	80 - 90 CT	Pear, Bartlett, Fancy	A	750		13872	import	BAR80	80ct	40	\$62.80	
8	FRUIT	CASE	8 CT	Pineapple	A	1,000		32279	Chiquita	PI8	8ct	25	\$22.90	
9	FRUIT	CASE	65 - 75 CT	Plums, Black, Red, Purple	A	400		10702	Chile	PLU60	60	20	\$42.40	
8	FRUIT	CASE	65 - 75 CT	Pluots	A	400		19367	N/A	PLU60	60	16	\$62.00	
9	PROCESSED	CASE	4/3#	Apples, Sliced Fresh, 100% Usage - Bulk	B	1,250	X	9076	American	SLC43	4/3lb	12	\$34.70	
10	PROCESSED	CASE	100/2 oz	Apples, Sliced Fresh, 100% Usage - /W	B	7,500	X	9951	Petersen	SLC1002	100/2oz	12.5	\$50.70	
9	PROCESSED	CASE	4/3#	Broccoli, Florettes	B	750	X	1339	Greengate	BR063	6/3lb	18	\$51.95	
10	PROCESSED	CASE	4/5#	Carrot, Sliced 1/16"	B	200		4594	Grimmway	CAR45	4/5lb	20	\$22.95	
11	PROCESSED	CASE	200/1.5 oz	Carroonies, Baby Peeled - /W	B	5,500	X	16344	Grimmway	CAR2001	200/1.5oz	18.75	\$25.55	
12	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"	B	2,500	X	4403	Bolthouse	CAR45	4/5lb	20	\$26.35	
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes	B	700		1366	Church	CAU43	4/3lb	12	\$33.50	
14	PROCESSED	CASE	4/5#	Celery Sticks	B	1,000	X	16577	Various	CEL45	4/5lb	20	\$28.20	
15	PROCESSED	CASE	4/5#	Coleslaw Mix, Green & Red Cabbage w/Carrot Separate	B	1,000		2205	Church	CAB45	4/5lb	20	\$19.35	
16	PROCESSED	CASE	64/2 oz	Fruit Mix - /W (Grapes, Cantaloupe and Honey Dew)	B	200	NA	NA	NA	NA	NA	NA	NA	

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET COST DELIVERED INCLUDING FREIGHT) 24-2555	EXTENDED COST
17	PROCESSED	CASE	2/5#	Lettuce, Better Burger	B	100		22213	MANN	LET10	10lb	10	\$30.45	
18	PROCESSED	CASE	4-6 CT	Lettuce, Head, Cleaned & Trimmed	B	1,000		860	T&A	LET12	12ct	20	\$22.70	
19	PROCESSED	CASE	48 CT	Lettuce, Romaine Hearts	B	700		5032	T&A	ROM48	48ct	40	\$46.15	
20	PROCESSED	CASE	6/2#	Lettuce, Romaine, Chopped "1x1"	B	2,400	X	2656	Church	ROM62	6/2lb	12	\$28.65	
21	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	B	1,000		2655	Greengate	SAL45	4/5lb	20	\$24.65	
22	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	B	1,200	X	6077	Greengate	SAD45	4/5lb	20	\$33.25	
23	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	B	1,200		25643	Greengate	SHR63	6/3lb	18	\$30.45	
24	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	B	500		2207	Greengate	SHR45	4/5lb	20	\$30.45	
25	PROCESSED	CASE	4/3#	Lettuce, Spring Mix	B	150		17047	Mann	SPR43	4/3lb	12	\$34.30	
26	PROCESSED	CASE	4/5#	Melon, Cantaloupe, Chunks - Bulk	B	200		13462	Mary's	CHK25	2/5lb	10	\$43.55	
27	PROCESSED	CASE	4/5#	Melon, Honey Dew, Chunks - Bulk	B	200		13461	Mary's	HCHK25	2/5lb	10	\$41.25	
28	PROCESSED	CASE	4/5#	Melon, Watermelon, Chunks - Bulk	B	200		13459	Mary's	WCHK25	2/5lb	10	\$63.50	
29	PROCESSED	BAG	2/5#	Onions, Diced 3/8"	B	400		3723	Varsity	ONI45	4/5lb	20	\$42.85	
30	PROCESSED	CASE	64/2 oz	Pineapple, Chunks - 1/4"	B	200		16142	DelMonte	PIN127	12/7oz	5.25	\$18.75	
31	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	B	600		2657	Church	SP142	4/2.5lb	10	\$20.05	
32	PROCESSED	CASE	5#	Squash, Butternut, 1" Cubed - Bulk	B	120		15133	Mary's	BUT5	5lb	5	\$30.65	
33	PROCESSED	CASE	64/2 oz	Veggie Blend Mix - 1/4" (Carrot, Celery, Tomato)	B	500	NA	NA	NA	NA	NA	NA	NA	
34	VEGETABLE	CARTON	35 CT	Cucumbers, US #1	C	1,500		414	Trifar	CUC36	36ct	25	\$24.85	
35	VEGETABLE	CASE	CASE	Green Peas, Snap/Snow - Bulk	C	100		1117	Beachside	SNW10	10lb	10	\$28.95	
36	PROCESSED	CASE	4/5#	Jicama, Sticks 3/8" - Bulk	C	100		18161	Mary's	JIC5	5lb	5	\$29.75	
37	VEGETABLE	BAG	4/2#	Onions, Green	C	100		15601	Boskovich	GON42	4/2lb	8	\$41.10	
38	VEGETABLE	CASE	5#	Onions, Red, Dry	C	200		35142	Watson	ONR3	3lb	3	\$6.85	
39	VEGETABLE	CASE	10#	Onions, Yellow, Dry	C	200		4698	Watson	ONY5	5lb	5	\$5.90	
40	VEGETABLE	CASE	10#	Peppers, Green Bell	C	500		1149	Delta	GBL14	1/2 case	14	\$22.80	
41	VEGETABLE	CASE	10#	Peppers, Red Bell	C	500		6308	Delta	RBL11	11lb	11	\$21.50	
42	VEGETABLE	CARTON	100 CT	Potatoes, Russets	C	500		1294	Tri-City	RUS100	100ct	50	\$14.50	
43	VEGETABLE	CASE	5#	Squash, Zucchini - Bulk	C	250		4704	Ippolito	ZUC5	5lb	5	\$6.90	
44	VEGETABLE	CASE	12 PTS	Tomato, Grape, Red	C	500		3711	Marengo	TGP121	12/pint	10	\$18.45	
45	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	C	3,000		29420	Millenium	TCH1210	12/10oz	7.5	\$32.95	
46	VEGETABLE	CASE	6x6 repack	Tomatoes, Loose Pack, Medium Size & Ripe	C	3,500		34979	Calavo	TOM25	6x6	25	\$28.60	

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	NOTES
1	FRUIT	CASE	100 CT	Apple, Fuji, Fancy	
2	FRUIT	CASE	125 CT	Apple, Golden Delicious	
3	FRUIT	CASE	72-88 CT	Apple, Golden Delicious, Gala, Extra Fancy	Premium Grade Product
2	FRUIT	CASE	163 CT	Apples, NY Varietal - includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	
3	FRUIT	CASE	138 CT	Apple, Pink Lady	
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	
3	FRUIT	CASE	12 1/2 PIS	Berry, Raspberry, Red	
4	FRUIT	CASE	8/1lb	Berry, Strawberries	
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"	
4	FRUIT	CASE	115 - 135 CT	Kiwi Fruit	
5	FRUIT	CASE	12 CT	Melon, Cantaloupe	
6	FRUIT	CASE	6 CT	Melon, Honey Dew	
5	FRUIT	CASE	5ct	Melon, Watermelon	National shortage due to gap. Price will normalize in May
6	FRUIT	CASE	30 - 36 CT	Nectarines	None available. California to start in Mid May
7	FRUIT	CASE	3/10#	Orange, Mandarin Satsuma	Dekopon Mandarin in a 12/2lb bag
6	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	
7	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	Difficult to source until Washington/California harvest
7	FRUIT	CASE	80 - 90 CT	Pear, Bartlett, Fancy	Argentine Bartletts in stock now on this size.
8	FRUIT	CASE	8 CT	Pineapple	
9	FRUIT	CASE	65 - 75 CT	Plums, Black, Red, Purple	Imported product available until CA starts
8	FRUIT	CASE	65 - 75 CT	Pluots	Not currently available. Will stock when CA starts
9	PROCESSED	CASE	4/3#	Apples, Sliced Fresh, 100% Usage - Bulk	
10	PROCESSED	CASE	100/7 oz	Apples, Sliced Fresh, 100% Usage - 1/W	
9	PROCESSED	CASE	4/3#	Broccoli, Florettes	
10	PROCESSED	CASE	4/5#	Carrot Shred 1/15"	
11	PROCESSED	CASE	200/1.5 oz	Carrotenies, Baby Peeled - 1/W	
12	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"	
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes	
14	PROCESSED	CASE	4/5#	Celery Sticks	
15	PROCESSED	CASE	4/5#	Coleslaw Mix, Green & Red Cabbage w/Carrot Separate	
16	PROCESSED	CASE	64/2 oz	Fruit Mix - 1/W (Grapes, Cantaloupe and Honey Dew)	

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	NOTES
17	PROCESSED	CASE	2/5#	Lettuce, Better Burger	
18	PROCESSED	CASE	4-6 CT	Lettuce, Head, Cleaned & Trimmed	Smallest pack size available is a 12ct
19	PROCESSED	CASE	48 CT	Lettuce, Romaine Hearts	Elevated markets currently will drop with Salinas coming on
20	PROCESSED	CASE	6/2#	Lettuce, Romaine, Chopped "1x1"	
21	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	
22	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	
23	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	Please note the different pack size available
24	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	
25	PROCESSED	CASE	4/3#	Lettuce, Spring Mix	
26	PROCESSED	CASE	4/5#	Melon, Cantaloupe, Chunks - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
27	PROCESSED	CASE	4/5#	Melon, Honey Dew, Chunks - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
28	PROCESSED	CASE	4/5#	Melon, Watermelon, Chunks - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
29	PROCESSED	BAG	2/5#	Onions, Diced 3/8"	Please note larger pack size quoted
30	PROCESSED	CASE	64/2 oz	Pineapple, Chunks - 1/4"	Please note the vastly different pack size we carry
31	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	
32	PROCESSED	CASE	5#	Squash, Butternut, 1" Cubed - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
33	PROCESSED	CASE	64/2 oz	Veggie Blend Mix - 1/4" (Carrot, Celery, Tomato)	
34	VEGETABLE	CARTON	36 CT	Cucumbers, US #1	
35	VEGETABLE	CASE	CASE	Green Peas, Snap/Snow - Bulk	This is a snow pea quote. I can furnish snap if requested
36	PROCESSED	CASE	4/5#	Jicama, Sticks 3/8" - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
37	VEGETABLE	BAG	4/2#	Onions, Green	
38	VEGETABLE	CASE	5#	Onions, Red, Dry	Please note the pack size difference
39	VEGETABLE	CASE	10#	Onions, Yellow, Dry	Please note the pack size difference
40	VEGETABLE	CASE	10#	Peppers, Green Bell	Please note the pack size difference
41	VEGETABLE	CASE	10#	Peppers, Red Bell	Please note the pack size difference
42	VEGETABLE	CARTON	100 CT	Potatoes, Russets	
43	VEGETABLE	CASE	5#	Squash, Zucchini - Bulk	
44	VEGETABLE	CASE	12 PTS	Tomato, Grape, Red	
45	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	
46	VEGETABLE	CASE	6X6 repack	Tomatoes, Loose Pack, Medium Size & Ripen	

# **PUGET SOUND JOINT PURCHASING COOP**

SCHOOL NUTRITION PROCUREMENT LEADER OF WASHINGTON  
2661 N. Pearl St., #139, Tacoma, Washington 98407

April 27, 2024

## ***United Salad***

% Paul Esvelt  
1509 – 45<sup>th</sup> St. East  
Sumner, WA 98390

[paul.esvelt@unitedsalad.com](mailto:paul.esvelt@unitedsalad.com)

## **RE: Awards for PSJPC RFP #4-202324 Contract #202324-4**

The Puget Sound Joint Purchasing Cooperative would like to congratulate your company. Our Board has voted the PSJPC Produce Bid - RFP #4-202324 to United Salad Company. The PSJPC and our member districts/schools look forward to a continued successful partnership.

The term of this contract commences August 1, 2024 and ends July 31, 2025. In addition, this agreement may be renewed for four (4) additional one year periods based upon mutual consent.

Thank you for participating in this bid. We look forward to working with you.

Sincerely,



**Mark Campbell**  
Executive Director  
*Puget Sound Joint Purchasing Cooperative*

### Enclosures:

*United Salad Agreement 24-25*  
*United Salad Pricing 24-25*  
*United Salad Firm/Fixed Pricing 24-25*

**Puget Sound Joint Purchasing Cooperative**  
2661 N PEARL STREET, #139  
TACOMA, WA 98407

and

**United Salad Company**  
1509 – 45<sup>th</sup> St. East.  
Sumner, WA 98390

Federal Identification #: 93-1272266

State of Washington: Unified Business Identifier #: 601-957-109

**THIS AGREEMENT** is made the 30<sup>th</sup> day of April, 2024 by and between the Puget Sound Joint Purchasing Cooperative and United Salad Company, hereinafter called the Contractor.

**WHEREAS**, the Puget Sound Joint Purchasing Cooperative has caused specifications, drawings and other contract documents for: Bid #4-202324 Fresh Produce Products.

**WHEREAS**, the Contractor has offered to perform the proposed work in accordance with its submitted Proposal for Fresh Produce and with the terms of the said Contract.

**THEREFORE**, in consideration of the mutual covenants and agreements of the parties herein contained and to be performed, the Contractor hereby agrees to complete the work at the price and on the terms and conditions in its submitted Proposal and herein contained, and to assume and perform all of the covenants and conditions herein required of the Contractor, and the Puget Sound Joint Purchasing Cooperative and its member districts agree to pay the Contractor the contract price provided herein for the fulfillment of the work and the performance of the covenants set forth herein.

**IT IS AGREED** that the terms and conditions of the Contract are set forth herein. These contract documents may include, but are not limited to, the drawings, specifications, instructions to bidders/quoters, the proposal, the proposal guaranty bond, the performance bond, the general terms and conditions and any modifications, including change order, duly approved after the execution of the agreement.

**TERM OF THE CONTRACT**, This contract is effective for the 2024-25 school year, commencing August 1, 2024 through July 31, 2025. PSJPC has the right to renew this contract in whole or in part for four (4) additional one (1) year periods, by giving notice on or before March 1st to the Contractor, unless an emergency exists, and/or special circumstances require a partial term extension. If PSJPC provides such notice to the Contractor, the Contractor shall be obligated to enter into a contract with the same fiscal obligations as the previous contract year, provided that PSJPC and Contractor shall negotiate any revision of additional services or goals beyond those encompassed in the previous contract.

The pricing for products as listed in Attachment A (United Salad Submitted Pricing) shall be firm prices for the period of 120 days (May 1, 2024 to July 31, 2024). Revisions to the submitted pricing shall be reviewed on a monthly basis and any adjustments to the pricing shall be mutually agreed to by both parties. Those items listed as having a "firm/fixed" price for the 24-25 school year shall be reviewed annually.

This agreement is entered into pursuant to and under the authority granted by the laws of the state of Washington and any applicable federal laws. The provisions of this agreement shall be construed to conform to those laws.

In the event of an inconsistency in the terms of this Agreement, or between its terms and any applicable statute or rule, the inconsistency shall be resolved by giving precedence in the following order:

- a. Applicable state and federal statutes and rules;
- b. Statement of work; and
- c. Any other provisions of the agreement, including materials incorporated by reference.

Contractor certifies that, neither it, nor its principals are presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from participation in transactions by any federal department or agency. Further, they agree not to enter into any agreements or contracts related to this grant with any party that is on the "General Services Administration List of parties excluded from Federal Procurement or Non-procurement Programs," or the Executive Order 12549, "Debarment and Suspension."

**FURTHER AGREED** by the Contractor that in the event of a breach by Contractor of any provisions of this contract, the Superior Court of the State of Washington shall have jurisdiction over any suit which may be initiated as a result of such breach, and venue shall be laid in Pierce County.

**CONTRACT MANAGEMENT**, The following shall be the contact person for all communications regarding the performance of this contract.

PSJPC	Contractor
<b>Mark Campbell</b> Executive Director  2661 N Pearl St., #139 Tacoma, WA 98407 Phone: (425) 760-6085  Email: <a href="mailto:mark.campbell@pugetsoundcoop.org">mark.campbell@pugetsoundcoop.org</a>	<b>Paul Esvelt</b> Account Executive  1509 – 45 <sup>th</sup> St. East Sumner, WA 98390 Phone: (253) 904-6109  Email: <a href="mailto:paul.esvelt@unitedsalad.com">paul.esvelt@unitedsalad.com</a>

IN WITNESS WHEREOF, this agreement has been executed in duplicate as of the day and year listed above.

**APPROVAL**, This contract shall be subject to the written approval of the PSJPC's authorized representative and shall not be binding until so approved. The contract may be altered, amended, or waived only by a written amendment executed by both parties.

We the undersigned agree to the terms of the foregoing contract:

**Puget Sound Joint Purchasing Cooperative**

**AUTHORIZED BY:** Deiene Andrew

**SIGNATURE:** \_\_\_\_\_

**TITLE:** PSJPC Board President                      **DATE:** \_\_\_\_\_

**United Salad Company**

**CONTRACTOR NAME:** \_\_\_\_\_

**SIGNATURE:** \_\_\_\_\_

**TITLE:** \_\_\_\_\_                      **DATE:** \_\_\_\_\_

**Contract No. 4-202324**

**Attachment A – Bid Pricing 2024-2025  
(May 1, 2024 to July 31, 2024)**

- **United Salad 24-25 Bid Items: Tab 3**
- **United Salad 24-25 Firm Fixed Bid Items: Tab 4**

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET COST DELIVERED INCLUDING FREIGHT) 24-255Y	EXTENDED COST
1	FRUIT	CASE	100 CT	Apple, Fuji, Fancy	A	750	X	33084	Stemilt	FJ1100	100ct	40	\$29.65	
2	FRUIT	CASE	125 CT	Apple, Golden Delicious	A	500		2364	First Fruits	GO1125	125ct	40	\$29.65	
3	FRUIT	CASE	72-88 CT	Apple, Golden Delicious, Gala, Extra Fancy	A	500		7693	Stemilt	GAL80	80ct	40	\$49.30	
2	FRUIT	CASE	163 CT	Apple, NW Vertical - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	15,000	X	19683	First Fruits	RED163	163ct	40	\$29.65	
3	FRUIT	CASE	238 CT	Apple, Pink Lady	A	1,000	X	6801	Stemilt	P (L138	138ct	40	\$32.85	
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Paik	A	4,000	X	179	Chiquita	BAN150	150ct	40	\$31.85	
3	FRUIT	CASE	12 1/2 PTS	Berry, Raspberry, Red	A	600		1925	Driscoll	RAS126	12/6oz	4.5	\$41.25	
4	FRUIT	CASE	8/1lb	Berry, Strawberries	A	500		14197	Giant	STM81	8/1lb	8	\$26.80	
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"	A	1,000		33942	Import	GRP150	18lb	3.8	\$54.75	
4	FRUIT	CASE	115 - 135 CT	Kiwi Fruit	A	2,000		817	Western	KW117	117ct	25	\$57.15	
5	FRUIT	CASE	12 CT	Melon, Cantaloupe	A	500		899	DelMonte	CAN12	12ct	38	\$26.45	
6	FRUIT	CASE	6 CT	Melon, Honey Dew	A	600		913	Viva	HON6	5/6ct	25	\$30.45	
5	FRUIT	CASE	5ct	Melon, Watermelon	A	550		10094	5 crown	WAT56	5/6ct	65	\$67.50	
6	FRUIT	CASE	30-36 CT	Nectarines	A	600		979	N/A	NEC30	34/36	20	\$52.50	
7	FRUIT	CASE	3/10#	Orange, Mandarin Satsuma	A	800		35138	Trinity	MAN122	12/2lb	24	\$32.90	
6	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	A	5,000		2638	Wileman	NAV138	138ct	40	\$37.45	
7	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	A	6,000		1048	Wileman	NAV113	113ct	40	\$37.45	
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	A	760		3283	WB&P	BAR135	135ct	44	\$33.15	
7	FRUIT	CASE	80 - 90 CT	Pear, Bartlett, Fancy	A	750		13872	Import	BAR80	80ct	40	\$62.80	
8	FRUIT	CASE	8 CT	Pineapple	A	1,000		32279	Chiquita	P N8	8ct	25	\$22.90	
9	FRUIT	CASE	65 - 75 CT	Plum, Black, Red, Purple	A	400		10702	Chile	P J60	60	20	\$42.40	
8	FRUIT	CASE	65 - 75 CT	Plum	A	400		19367	N/A	P O60	60	16	\$62.00	
9	PROCESSED	CASE	4/3#	Apples, Sliced Fresh, 100% Usage - Bulk	B	1,250	X	9076	American	S (CA3	4/3lb	12	\$34.70	
10	PROCESSED	CASE	100/2.oz	Apples, Sliced Fresh, 100% Usage - UN	B	7,500	X	9951	Peterson	S (CT002	100/2oz	12.5	\$30.70	
9	PROCESSED	CASE	4/3#	Broccoli, Florettes	B	750	X	1339	Greengate	BRO63	6/3lb	18	\$51.95	
10	PROCESSED	CASE	4/3#	Carrot, Sliced 1/16"	B	200		4594	Grimmway	CAR45	4/3lb	20	\$22.95	
11	PROCESSED	CASE	200/1.5-oz	Carnations, Baby Peeled - UN	B	5,500	X	16344	Grimmway	CAR2001	200/1.5oz	18.75	\$25.55	
12	PROCESSED	CASE	4/5#	Corn, Baby Peeled, 2"	B	2,500	X	4403	Bolthouse	CAR45	4/5lb	20	\$26.35	
13	PROCESSED	CASE	4/2#	Cauliflower, Florettes	B	700		1366	Church	CAU43	4/2lb	12	\$33.50	
14	PROCESSED	CASE	4/5#	Celery Sticks	B	1,000	X	16577	Various	CEL45	4/5lb	20	\$28.20	
15	PROCESSED	CASE	4/5#	Coleslaw Mix Green & Red Cabbage w/Carrot Separate	B	1,000		2205	Church	CAR45	4/5lb	20	\$19.35	
16	PROCESSED	CASE	64/2-oz	Fruit, Mix - 1/4# (Grapes, Cantaloupe and Honey Dew)	B	200	NA	NA	NA	NA	NA	NA	NA	NA

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET INCLUDING FREIGHT) 24.25%	EXTENDED COST
17	PROCESSED	CASE	2/5#	Lettuce, Better Burger	B	100		22213	MANN	LFT10	10lb	10	\$30.45	
18	PROCESSED	CASE	4-6 CT	Lettuce, Head, Cleaned & Trimmed	B	1,000		860	T&A	LET12	12ct	20	\$22.70	
19	PROCESSED	CASE	48 CT	Lettuce, Romaine Hearts	B	700		5032	T&A	RCMA8	48ct	40	\$46.15	
20	PROCESSED	CASE	5/2#	Lettuce, Romaine, Chopped "1x1"	B	2,400	X	2656	Church	RCM62	6/21b	12	\$28.65	
21	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	B	1,000		2655	Greengate	SAL45	4/5lb	20	\$24.65	
22	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	B	1,200	X	6077	Greengate	SAL45	4/5lb	20	\$33.25	
23	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	B	1,200		25643	Greengate	SAL63	6/31b	18	\$30.45	
24	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	B	500		2207	Greengate	SAL45	4/5lb	20	\$30.45	
25	PROCESSED	CASE	4/3#	Lettuce, Spring Mix	B	150		17047	Mann	SAL43	4/31b	12	\$34.30	
26	PROCESSED	CASE	4/5#	Melon, Cantaloupe, Chunks - Bulk	B	200		13462	Mary's	C-1K25	2/51b	10	\$43.55	
27	PROCESSED	CASE	4/5#	Melon, Honey Dew, Chunks - Bulk	B	200		13461	Mary's	HCHK25	2/51b	10	\$41.25	
28	PROCESSED	CASE	4/5#	Melon, Watermelon, Chunks - Bulk	B	200		13459	Mary's	WCHK25	2/51b	10	\$63.50	
29	PROCESSED	BAG	2/5#	Onions, Diced 3/8"	B	400		3723	Varsity	ONM45	4/51b	20	\$42.85	
30	PROCESSED	CASE	64/2 ct	Pineapple, Chunks - 1/4"	B	200		16142	DeMonte	P-ML27	12/7oz	5.25	\$18.75	
31	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	B	600		2657	Church	SAL42	4/2.51b	10	\$20.05	
32	PROCESSED	CASE	5#	Squash, Butternut, 1" Cubed - Bulk	B	120		15133	Mary's	BJT5	51b	5	\$30.65	
33	PROCESSED	CASE	64/2 ct	Veggie Blend Mix - 1/4" (Carrot, Celery, Tomato)	B	500	NA	NA	NA	NA	NA	NA	NA	
34	VEGETABLE	CARTON	36 CT	Cucumbers, US #1	C	1,500		414	Tricot	CJC36	36ct	25	\$24.85	
35	VEGETABLE	CASE	CASE	Green Peas, Snap/Snow - Bulk	C	100		1117	Beachside	S-VW10	101b	10	\$28.95	
36	PROCESSED	CASE	4/5#	Beans, Socks 3/8" - Bulk	C	100		18161	Mary's	JICS	51b	5	\$29.75	
37	VEGETABLE	BAG	4/2#	Onions, Green	C	100		15601	Boskovich	SOM42	4/21b	8	\$41.10	
38	VEGETABLE	CASE	5#	Onions, Red, Dry	C	200		35142	Watson	ONR3	31b	3	\$6.85	
39	VEGETABLE	CASE	10#	Onions, Yellow, Dry	C	200		4698	Watson	ONW5	51b	5	\$5.90	
40	VEGETABLE	CASE	10#	Peppers, Green Bell	C	500		1149	Delta	GBL14	1/2 case	14	\$22.80	
41	VEGETABLE	CASE	10#	Peppers, Red Bell	C	500		6308	Delta	RBL11	111b	11	\$21.50	
42	VEGETABLE	CARTON	300 CT	Peetees, Russets	C	500		1294	Tri-City	RU5100	100ct	50	\$14.50	
43	VEGETABLE	CASE	5#	Squash, Zucchini - Bulk	C	250		4704	Ippolito	ZJCS	51b	5	\$6.90	
44	VEGETABLE	CASE	12 PTS	Tomato, Greek, Red	C	500		3711	Marengo	TSP121	12/pint	10	\$18.45	
45	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	C	3,000		29420	Millennium	TCH1210	12/10oz	7.5	\$32.95	
46	VEGETABLE	CASE	606 resack	Tomatoes, Loose Pack, Medium Size & Rip	C	3,500		34979	Calavo	TOM25	6x6	25	\$28.60	

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	NOTES
1	FRUIT	CASE	100 CT	Apple, Fuji, Fancy	
2	FRUIT	CASE	125 CT	Apple, Golden Delicious	
3	FRUIT	CASE	72-98 CT	Apple, Golden Delicious, Gala, Extra Fancy Apple, NY Varietal - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	Premium Grade Product
2	FRUIT	CASE	160 CT	Apple, Pink Lady	
3	FRUIT	CASE	138 CT	Banana, Green Tlo, School Pack	
4	FRUIT	CASE	150 CT	Berry, Raspberry, Red	
3	FRUIT	CASE	12 1/2 PFS	Berry, Strawberries	
4	FRUIT	CASE	8/10lb	Grapes, Seedless Red, "Lunch Bunch"	
5	FRUIT	CASE	150 CT	Kiwi Fruit	
4	FRUIT	CASE	115 - 135 CT	Melons, Cantaloupe	
5	FRUIT	CASE	12 CT	Melons, Honey Dew	
6	FRUIT	CASE	6 CT	Melons, Wassermelon	
5	FRUIT	CASE	5ct	Miscellaneous	National shortage due to gap. Price will normalize in May
6	FRUIT	CASE	30 - 36 CT	Orange, Mandarin Satsuma	None available. California to start in Mid May
7	FRUIT	CASE	3/10#	Orange, Navel, Choice, Seedless	Dekopon Mandarin in a 12/2lb bag
6	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	
7	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	Difficult to source until Washington/California harvest
7	FRUIT	CASE	80 - 90 CT	Pear, Bartlett, Fancy	Argentine Bartletts; in stock now on this size.
8	FRUIT	CASE	8 CT	Pineapple	
9	FRUIT	CASE	65 - 75 CT	Plums, Black, Red, Purple	Imported product available until CA starts
8	FRUIT	CASE	65 - 75 CT	Plums	Not currently available. Will stock when CA starts
9	PROCESSED	CASE	4/3#	Apples, Sliced Fresh, 100% Usage - Bulk	
10	PROCESSED	CASE	100/2 oz	Apples, Sliced Fresh, 100% Usage - 1/W	
9	PROCESSED	CASE	4/3#	Broccoli, Florettes	
10	PROCESSED	CASE	4/5#	Carrot Shred 1/16"	
11	PROCESSED	CASE	200/1.5 oz	Carrots, Baby Peeled - 1/W	
12	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"	
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes	
14	PROCESSED	CASE	4/5#	Celery Slices	
15	PROCESSED	CASE	4/5#	Cheddar Milk, Green & Red Cabbage w/Carrot Separate	
15	PROCESSED	CASE	64/2 oz	Fruit Mix - 1/W (Grapes, Cantaloupe and Honey Dew)	

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	NOTES
17	PROCESSED	CASE	2/5#	Lettuce, Better Burger	
18	PROCESSED	CASE	4-6 CT	Lettuce, Head, Cleaned & Trimmed	Smallest pack size available is a 12ct
19	PROCESSED	CASE	48 CT	Lettuce, Romaine Hearts	Elevated markets currently, will drop with Salinas coming on
20	PROCESSED	CASE	6/7#	Lettuce, Romaine, Chopped "131"	
21	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	
22	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	
23	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	Please note the different pack size available
24	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	
25	PROCESSED	CASE	4/5#	Lettuce, Spring Mix	
26	PROCESSED	CASE	4/5#	Melton, Cantaloupe, Chunks - Bulk	Cut In-house at Mary's Harvest. Item comes with 2 day lead
27	PROCESSED	CASE	4/5#	Melton, Honey Dew, Chunks - Bulk	Cut In-house at Mary's Harvest. Item comes with 2 day lead
28	PROCESSED	CASE	4/5#	Melton, Watermelon, Chunks - Bulk	Cut In-house at Mary's Harvest. Item comes with 2 day lead
29	PROCESSED	BAG	2/5#	Onions, Diced 3/8"	Please note larger pack size quoted
30	PROCESSED	CASE	64/2 oz	Pineapple, Chunks - 1/4"	Please note the vastly different pack size we carry
31	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	
32	PROCESSED	CASE	5#	Squash, Butternut, 1" Cubed - Bulk	
33	PROCESSED	CASE	64/2 oz	Veggie Blend Mix - 1/4" (Carrot, Celery, Tomato)	Cut In-house at Mary's Harvest. Item comes with 2 day lead
34	VEGETABLE	CARTON	36 CT	Cucumbers, US #1	
35	VEGETABLE	CASE	CASE	Green Peas, Snap/Snow - Bulk	This is a snow pea quote. I can furnish snap if requested
36	PROCESSED	CASE	4/5#	Jicama, Sliced 3/8" - Bulk	Cut In-house at Mary's Harvest. Item comes with 2 day lead
37	VEGETABLE	BAG	4/7#	Onions, Green	
38	VEGETABLE	CASE	5#	Onions, Red, Dry	Please note the pack size difference
39	VEGETABLE	CASE	10#	Onions, Yellow, Dry	Please note the pack size difference
40	VEGETABLE	CASE	10#	Peppers, Green Bell	Please note the pack size difference
41	VEGETABLE	CASE	10#	Peppers, Red Bell	Please note the pack size difference
42	VEGETABLE	CARTON	100 CT	Peas, Frozen	
43	VEGETABLE	CASE	5#	Squash, Zucchini - Bulk	
44	VEGETABLE	CASE	12 PTS	Tomato, Grape, Red	
45	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	
46	VEGETABLE	CASE	606 repack	Tomatoes, Loose Pack, Medium Size & Ripe	

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET BID COST INCLUDING FREIGHT) 24-2559
1	FRUIT	CASE	163 CT	Apple, NW Varietal - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	15,000	X	19683	First Fruits	RED163	163ct	40	\$ 29.65
2	FRUIT	CASE	138 CT	Apple, Fuji, fancy	A	750	X	33084	Stermit	Fuji100	100ct	40	\$ 29.65
3	FRUIT	CASE	138 CT	Apple, Pink Lady	A	1,000	X	6801	Stermit	PKL138	138ct	40	\$ 32.85
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	A	4,000	X	179	Chiquita	BAN150	150ct	40	\$ 31.85
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"	A	1,000		33942	import	GRP150	18lb	18	\$ 54.75
6	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	A	6,000		1048	Wileman	NAV113	113ct	40	\$ 37.45
7	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	A	5,000		2638	Wileman	NAV138	138ct	40	\$ 37.45
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	A	750		3283	W&P	BAR135	135ct	44	\$ 33.15
9	PROCESSED	CASE	100/2 oz	Apples, Sliced Fresh, 100% Usage - /W	B	7,500	X	9951	Peterson	SLC1002	100/2oz	12.5	\$ 30.70
10	PROCESSED	CASE	4/3#	Broccoli, Florettes	B	750	X	1339	Greengate	BRO63	63lb	18	\$ 51.95
11	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"	B	2,500	X	4403	Boithouse	CAR45	45lb	20	\$ 26.35
12	PROCESSED	CASE	200/1.5 oz	Carrots, Baby Peeled - /W	B	5,500	X	16344	Grimmway	CAR2001	200/1.5oz	18.75	\$ 25.55
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes	B	750		1366	Church	CAU43	43lb	12	\$ 33.50
14	PROCESSED	CASE	4/5#	Celery Sticks	B	1,000	X	16577	Various	CEL45	45lb	20	\$ 28.20
15	PROCESSED	CASE	4/5#	Coleslaw Mix, Green & Red Cabbage w/Carrot Separate	B	750		2205	Church	CAB45	45lb	20	\$ 19.35
16	PROCESSED	CASE	6/7#	Lettuce, Romaine, Chopped "1x1"	B	2,400	X	2656	Church	ROM62	62lb	12	\$ 28.65
17	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	B	1,200	X	6077	Greengate	SAD45	45lb	20	\$ 33.25
18	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	B	1,000		2655	Greengate	SAL45	45lb	20	\$ 24.65
19	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	B	1,200		25643	Greengate	SHR63	63lb	18	\$ 30.45
20	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	B	500		2207	Greengate	SHR45	45lb	20	\$ 30.45
21	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	B	600		2657	Church	SPM42	4/2.5lb	10	\$ 20.05
22	VEGETABLE	CARTON	100 CT	Potatoes, Russets	C	500		1294	Tri-City	RUS100	100ct	50	\$ 14.50
23	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	C	3,000		29420	Millennium	TCH1210	12/10oz	7.5	\$ 32.95
24	VEGETABLE	CASE	5X6 repack	Tomatoes, Loose Pack, Medium Size & Ripe	C	3,500		34979	Calavo	TOM25	6X6	25	\$ 28.60

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	EXTENDED COST	NOTES
1	FRUIT	CASE	163 CT	Apple, NW Varietal - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious		
2	FRUIT	CASE	138 CT	Apple, Fuji, Fancy		
3	FRUIT	CASE	138 CT	Apple, Pink Lady		
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack		
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"		
6	FRUIT	CASE	113 CT	Oranges, Navel, Choice, Seedless		
7	FRUIT	CASE	138 CT	Oranges, Navel, Choice, Seedless		
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy		
9	PROCESSED	CASE	100/2-oz	Apples, Sliced Fresh, 100% Usage - 1/W		
10	PROCESSED	CASE	4/2#	Broccoli, Florettes		
11	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"		
12	PROCESSED	CASE	200/1.5 oz	Carrots, Baby Peeled - 1/W		
13	PROCESSED	CASE	4/2#	Cauliflower, Florettes		
14	PROCESSED	CASE	4/5#	Celery Sticks		
15	PROCESSED	CASE	4/5#	Coleslaw Mix Green & Red Cabbage w/Carrot-Separate		
16	PROCESSED	CASE	6/2#	Lettuce, Romaine, Chopped "1x1"		
17	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot		
18	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Bland 80/20		
19	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"		Please note the different pack size available
20	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"		
21	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed		
22	VEGETABLE	CARTON	100 CT	Potatoes, Russets		
23	VEGETABLE	CASE	12 PIS	Tomatoes, Cherry		
24	VEGETABLE	CASE	5X6 repack	Tomatoes, Loose Pack, Medium Size & Rippe		

# **PUGET SOUND JOINT PURCHASING COOP**

SCHOOL NUTRITION PROCUREMENT LEADER OF WASHINGTON  
2061 N. Pearl St., #139, Tacoma, Washington 98407

April 27, 2024

**United Salad** OF WASHINGTON, INC.  
% Paul Esvelt  
1509 - 45<sup>th</sup> St. East  
Sumner, WA 98390

[paul.esvelt@unitedsalad.com](mailto:paul.esvelt@unitedsalad.com)

## **RE: Awards for PSJPC RFP #4-202324 Contract #202324-4**

The Puget Sound Joint Purchasing Cooperative would like to congratulate your company. Our Board has voted the PSJPC Produce Bid - RFP #4-202324 to United Salad Company. The PSJPC and our member districts/schools look forward to a continued successful partnership.

The term of this contract commences August 1, 2024 and ends July 31, 2025. In addition, this agreement may be renewed for four (4) additional one year periods based upon mutual consent.

Thank you for participating in this bid. We look forward to working with you.

Sincerely,



**Mark Campbell**  
Executive Director  
Puget Sound Joint Purchasing Cooperative

### Enclosures:

United Salad Agreement 24-25  
United Salad Pricing 24-25  
United Salad Firm/Fixed Pricing 24-25

**Puget Sound Joint Purchasing Cooperative**  
2661 N PEARL STREET, #139  
TACOMA, WA 98407

and

**United Salad Company**  
1509 – 45<sup>th</sup> St. East.  
Sumner, WA 98390

Federal Identification #: 93-1272266

State of Washington: Unified Business Identifier #: 601-957-109

**THIS AGREEMENT** is made the 30<sup>th</sup> day of April, 2024 by and between the Puget Sound Joint Purchasing Cooperative and United Salad Company, hereinafter called the Contractor.

**WHEREAS**, the Puget Sound Joint Purchasing Cooperative has caused specifications, drawings and other contract documents for: Bid #4-202324 Fresh Produce Products.

**WHEREAS**, the Contractor has offered to perform the proposed work in accordance with its submitted Proposal for Fresh Produce and with the terms of the said Contract.

**THEREFORE**, in consideration of the mutual covenants and agreements of the parties herein contained and to be performed, the Contractor hereby agrees to complete the work at the price and on the terms and conditions in its submitted Proposal and herein contained, and to assume and perform all of the covenants and conditions herein required of the Contractor, and the Puget Sound Joint Purchasing Cooperative and its member districts agree to pay the Contractor the contract price provided herein for the fulfillment of the work and the performance of the covenants set forth herein.

**IT IS AGREED** that the terms and conditions of the Contract are set forth herein. These contract documents may include, but are not limited to, the drawings, specifications, instructions to bidders/quoters, the proposal, the proposal guaranty bond, the performance bond, the general terms and conditions and any modifications, including change order, duly approved after the execution of the agreement.

**TERM OF THE CONTRACT**, This contract is effective for the 2024-25 school year, commencing August 1, 2024 through July 31, 2025. PSJPC has the right to renew this contract in whole or in part for four (4) additional one (1) year periods, by giving notice on or before March 1st to the Contractor, unless an emergency exists, and/or special circumstances require a partial term extension. If PSJPC provides such notice to the Contractor, the Contractor shall be obligated to enter into a contract with the same fiscal obligations as the previous contract year, provided that PSJPC and Contractor shall negotiate any revision of additional services or goals beyond those encompassed in the previous contract.

The pricing for products as listed in Attachment A (United Salad Submitted Pricing) shall be firm prices for the period of 120 days (May 1, 2024 to July 31, 2024). Revisions to the submitted pricing shall be reviewed on a monthly basis and any adjustments to the pricing shall be mutually agreed to by both parties. Those items listed as having a "firm/fixe" price for the 24-25 school year shall be reviewed annually.

This agreement is entered into pursuant to and under the authority granted by the laws of the state of Washington and any applicable federal laws. The provisions of this agreement shall be construed to conform to those laws.

In the event of an inconsistency in the terms of this Agreement, or between its terms and any applicable statute or rule, the inconsistency shall be resolved by giving precedence in the following order:

- a. Applicable state and federal statutes and rules;
- b. Statement of work; and
- c. Any other provisions of the agreement, including materials incorporated by reference.

Contractor certifies that, neither it, nor its principals are presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from participation in transactions by any federal department or agency. Further, they agree not to enter into any agreements or contracts related to this grant with any party that is on the "General Services Administration List of parties excluded from Federal Procurement or Non-procurement Programs," or the Executive Order 12549, "Debarment and Suspension."

**FURTHER AGREED** by the Contractor that in the event of a breach by Contractor of any provisions of this contract, the Superior Court of the State of Washington shall have jurisdiction over any suit which may be initiated as a result of such breach, and venue shall be laid in Pierce County.

**CONTRACT MANAGEMENT**, The following shall be the contact person for all communications regarding the performance of this contract.

PSJPC	Contractor
<p><b>Mark Campbell</b> Executive Director</p> <p>2661 N Pearl St., #139 Tacoma, WA 98407 Phone: (425) 760-6085</p> <p>Email: <a href="mailto:mark.campbell@pugetsoundcoop.org">mark.campbell@pugetsoundcoop.org</a></p>	<p><b>Paul Esvelt</b> Account Executive</p> <p>1509 -- 45<sup>th</sup> St. East Sumner, WA 98390 Phone: (253) 904-6109</p> <p>Email: <a href="mailto:paul.esvelt@unitedsalad.com">paul.esvelt@unitedsalad.com</a></p>

WITH A COPY TO  
EIII@MLFFV.COM.


IN WITNESS WHEREOF, this agreement has been executed in duplicate as of the day and year listed above.

APPROVAL, This contract shall be subject to the written approval of the PSJPC's authorized representative and shall not be binding until so approved. The contract may be altered, amended, or waived only by a written amendment executed by both parties.

We the undersigned agree to the terms of the foregoing contract:

**Puget Sound Joint Purchasing Cooperative**

AUTHORIZED BY: Delene Andrew

SIGNATURE: 

TITLE: PSJPC Board President

DATE: 5/29/24

**United Salad Company** OF WASHINGTON, INC

CONTRACTOR NAME: Ernie Spada III

SIGNATURE: 

TITLE: ERNEST SPADA III, VICE PRESIDENT

DATE: 5/6/2024

**Contract No. 4-202324**

**Attachment A – Bid Pricing 2024-2025  
(May 1, 2024 to July 31, 2024)**

- **United Salad 24-25 Bid Items: Tab 3**
- **United Salad 24-25 Firm Fixed Bid Items: Tab 4**

4/27/2024

United Salad Submitted Pricing  
May 1, 2024 through July 31, 2024

Company Name: United Salad Company

END ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTINCTIVE COST DETERMINATION COST DELIVERED (INCLUDING FREIGHT) 3A-2557	EXTENDED COST
1	FRUIT	CASE	100 CT	Apple, Fuji, Fancy	A	750	X	33084	Steenilt	FJF100	100ct	40	\$29.69	
2	FRUIT	CASE	115 CT	Apple, Golden Delicious	A	800		2164	First Fruits	GD1125	125ct	40	\$29.65	
3	FRUIT	CASE	72-84 CT	Apple, Golden Delicious, Gala, Extra Fancy	A	500		7693	Steenilt	GA180	80ct	40	\$49.30	
2	FRUIT	CASE	143 CT	Apple, NY Variegated - Pickles: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	15,000	X	15683	First Fruits	RED163	163ct	40	\$29.65	
3	FRUIT	CASE	138 CT	Apple, Pink Lady	A	1,500	X	5801	Steenilt	P1138	138ct	40	\$32.85	
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	A	4,000	X	179	Chiquita	BAH150	150ct	40	\$33.45	
3	FRUIT	CASE	22 1/2 PYS	Berry, Raspberry, Red	A	600		1975	Orriscol	RAS126	12/box	9.5	\$43.25	
4	FRUIT	CASE	8/16	Berry, Strawberries	A	500		14197	Giant	STWB3	8/16	8	\$26.80	
5	FRUIT	CASE	130 CT	Grapes, Seedless Red, "Lunch Bunch"	A	1,000		13942	Import	GRP150	180ct	18	\$54.75	
4	FRUIT	CASE	115 - 120 CT	Kiwi Fruit	A	2,000		817	Western	KW117	117ct	25	\$57.15	
5	FRUIT	CASE	12 CT	Melon, Cantaloupe	A	500		899	DelMonte	CAN12	12ct	38	\$26.45	
6	FRUIT	CASE	6 CT	Melon, Honey Dew	A	600		913	Viva	HON6	5/6ct	25	\$30.45	
5	FRUIT	CASE	5ct	Melon, Watermelon	A	500		10084	5 crowns	WAT56	5/6ct	65	\$67.50	
6	FRUIT	CASE	30 - 34 CT	Nectarines	A	600		979	N/A	NEC30	34/36	20	\$57.40	
7	FRUIT	CASE	5/100	Oranges, Marshkin Satsumas	A	800		35138	Trinity	MAH122	32/70	24	\$32.90	
6	FRUIT	CASE	128 CT	Oranges, Navel, Choice, Seedless	A	5,000		2630	Wileman	NAV128	130ct	40	\$37.45	
7	FRUIT	CASE	133 CT	Oranges, Navel, Choice, Seedless	A	5,000		1048	Wileman	NAV133	113ct	40	\$37.45	
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	A	700		1183	WFP	BAR135	135ct	44	\$33.15	
7	FRUIT	CASE	10 - 10 CT	Peach, Bartlett, Fancy	A	750		13872	Import	BAR80	80ct	40	\$62.80	
11	FRUIT	CASE	8 CT	Pineapple	A	1,400		32279	Chiquita	P18	8ct	25	\$22.90	
10	FRUIT	CASE	45 - 73 CT	Pine, Black, Red, Purple	A	400		10702	Chie	P_U60	60	20	\$42.40	
11	FRUIT	CASE	65 - 73 CT	Pine	A	400		19367	N/A	P_O60	60	16	\$62.00	
11	PROCESSED	CASE	4/24	Apples, Sliced Fresh, 100% U.S. Apples - Bulk	B	2,250	X	9076	American	S1C43	4/24	32	\$34.70	
10	PROCESSED	CASE	100/2 oz	Apples, Sliced Fresh, 100% U.S. Apples - 1/2W	B	7,500	X	9951	Petersea	S1C1002	100/2oz	12.5	\$30.70	
9	PROCESSED	CASE	4/24	Broccoli, Florettes	B	750	X	1339	GreenGate	BRO63	6/24	18	\$51.91	
10	PROCESSED	CASE	4/24	Carrot, Sliced 1/16"	B	200		4594	Grimway	CAR45	4/24	20	\$22.91	
11	PROCESSED	CASE	200/1.3 oz	Carrots, Baby Peeled - 1/W	B	5,500	X	16344	Grimway	CAR2001	200/1.5oz	18.75	\$25.55	
12	PROCESSED	CASE	4/24	Carrots, Baby Peeled, 2"	B	1,500	X	4403	Bothousen	CAR45	4/24	20	\$26.33	
13	PROCESSED	CASE	4/24	Cauliflower, Florettes	B	750		1386	Church	CAU43	4/24	12	\$38.54	
14	PROCESSED	CASE	4/24	Celery Sticks	B	1,400	X	16577	Parkus	CEL45	4/24	20	\$28.21	
15	PROCESSED	CASE	4/24	Coleslaw Mix, Green & Red Cabbage w/Carrot Separate	B	1,000		2205	Church	CAB45	4/24	20	\$19.33	
16	PROCESSED	CASE	64/2 oz	Fruit Mix - 1/2W (Oranges, Cantaloupe & Honey Dew)	B	250	NA	NA	NA	NA	NA	NA	NA	

4/17/2024

United Salad Submitted Pricing  
May 1, 2024 through July 31, 2024

Company Name: United Salad Company

REQ ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FINAL-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET COST DELIVERED INCLUDING PROMOTIONS 24-EST)	EXTENDED COST
17	PROCESSED	CASE	1/20	Lettuce, Better Burger	B	100		22213	MANN	LET10	10lb	10	\$30.45	
18	PROCESSED	CASE	48 CT	Lettuce, Head, Cleaned & Trimmed	B	1,800		860	TBA	LETT2	32ct	20	\$22.70	
19	PROCESSED	CASE	48 CT	Lettuce, Romaine Heart	B	700		5032	TBA	ROM48	48ct	40	\$46.15	
20	PROCESSED	CASE	1/20	Lettuce, Romaine, Chopped 1x1"	B	2,400	X	2656	Church	ROM62	6/2lb	12	\$28.65	
21	PROCESSED	CASE	1/50	Lettuce, Salad Mix, Romaine Blend 8x7x8	B	1,600		2655	Greengate	SAL45	4/5lb	20	\$24.65	
22	PROCESSED	CASE	1/50	Lettuce, Salad Mix, w/Red Cabbage & Carrot	B	1,600	X	6072	Greengate	SAD45	4/5lb	20	\$33.25	
23	PROCESSED	CASE	1/50	Lettuce, Salad 1/4"	B	1,200		25643	Greengate	SARE3	6/3lb	18	\$30.45	
24	PROCESSED	CASE	1/50	Lettuce, Salad 1/2"	B	100		2207	Greengate	SBA45	6/5lb	20	\$30.45	
25	PROCESSED	CASE	1/20	Lettuce, Spring Mix	B	150		37047	Mann	SRA3	4/3lb	12	\$34.30	
26	PROCESSED	CASE	1/50	Melon, Cantaloupe, Chunks - Bulk	B	300		13467	Mary's	C-1K25	2/5lb	10	\$43.55	
27	PROCESSED	CASE	1/50	Melon, Honeydew, Chunks - Bulk	B	200		13461	Mary's	1KCH25	2/5lb	10	\$41.25	
28	PROCESSED	CASE	1/50	Melon, Watermelon, Chunks - Bulk	B	200		13459	Mary's	WCHR25	2/5lb	10	\$63.50	
29	PROCESSED	BAW	1/20	Onions, Seed 3/8"	B	400		3723	Varsity	OHM5	4/5lb	20	\$42.85	
30	PROCESSED	CASE	61/2 oz	Pineapple, Chunks - 1/4"	B	200		16147	Del Monte	P-N127	12/7oz	5.25	\$18.75	
31	PROCESSED	CASE	4/2 lb	Spinach, Italian, Cleaned and Trimmed	B	800		2697	Church	SRA2	4/2.5lb	10	\$20.05	
32	PROCESSED	CASE	5lb	Squash, Butternut, 1" Cubed - Bulk	B	180		15133	Mary's	B-JTS	5lb	5	\$30.65	
33	PROCESSED	CASE	61/2 oz	Vegete Blend Mix - 1/4" (Carrot, Celery, Tomato)	B	500	NA	NA	NA	NA	NA	NA	NA	
34	VEGETABLE	CARTON	36 CT	Cucumbers, US #1	C	1,608		414	Treat	C-JC36	36ct	75	\$24.85	
35	VEGETABLE	CASE	CASE	Green Peas, Snap/Awoc - Bulk	C	200		3117	Beachside	S-VW10	10lb	10	\$28.95	
36	PROCESSED	CASE	1/50	Asparagus, 1/2" - Bulk	C	100		18161	Mary's	MCS	5lb	5	\$38.75	
37	VEGETABLE	BAG	4/25	Onions, Green	C	100		15601	Boskovich	GDM41	4/2lb	8	\$41.10	
38	VEGETABLE	CASE	5lb	Onions, Red, Dry	C	200		35142	Watson	ONRB	3lb	3	\$6.85	
39	VEGETABLE	CASE	10lb	Onions, Yellow, Dry	C	200		4698	Watson	ONYS	5lb	5	\$5.90	
40	VEGETABLE	CASE	10lb	Peppers, Green Bell	C	608		1149	Delfia	GR14	1/2 case	14	\$22.80	
41	VEGETABLE	CASE	10lb	Peppers, Red Bell	C	500		6308	Delfia	RRL11	11lb	11	\$21.50	
42	VEGETABLE	CARTON	100 CT	Potatoes, Russets	C	500		3254	Tri City	RUS100	100ct	50	\$14.50	
43	VEGETABLE	CASE	5lb	Squash, Zucchini - Bulk	C	250		4704	Ippolito	Z-JCS	5lb	5	\$6.90	
44	VEGETABLE	CASE	11 P/B	Tomato, Grape, Red	C	500		3731	Marango	TSP321	12/plnt	10	\$18.45	
45	VEGETABLE	CASE	12 P/B	Tomatoes, Cherry	C	1,808		29410	Millenium	TCH110	12/10oz	7.5	\$32.95	
46	VEGETABLE	CASE	6lb netwt	Tomatoes, Loose Pack, Medium Size & Ripe	C	1,500		34979	Calavo	TOM25	6x6	25	\$28.50	

4/21/2014

United Salad Submitted Pricing  
May 1, 2014 through July 31, 2014

Company Name: United Salad Company

NO ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	NOTES
1	FRUIT	CASE	100 CT	Apple, Fuji, Fancy	
2	FRUIT	CASE	125 CT	Apple, Golden Delicious	
3	FRUIT	CASE	77-88 CT	Apple, Golden Delicious, Gala, Extra Fancy	Premium Grade Product
2	FRUIT	CASE	143 CT	Apple, NY Varietal - includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	
3	FRUIT	CASE	138 CT	Apple/Pink Lady	
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	
3	FRUIT	CASE	12 1/2 Pts	Berry, Raspberry, Red	
4	FRUIT	CASE	8/2lb	Berry, Strawberries	
3	FRUIT	CASE	250 CT	Grapes, Seedless Red, "Lunch Grapes"	
4	FRUIT	CASE	115 - 125 CT	Kiwi Fruit	
5	FRUIT	CASE	22 CT	Melon, Cantaloupe	
6	FRUIT	CASE	6 CT	Melon, Honey Dew	
5	FRUIT	CASE	5CT	Melon, Watermelon	National shortage due to gov. Price will normalize in May
6	FRUIT	CASE	30 - 36 CT	Nectarines	None available... California to start in Mid May
7	FRUIT	CASE	8/20#	Orange, Mandarin Satsumas	Dekopon Mandarin in 4 12/2lb bag
6	FRUIT	CASE	148 CT	Orange, Navel, Choice, Seedless	
7	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	
8	FRUIT	CASE	113 CT	Pear, Bartlett, Fancy	Difficult to source until Washington/California harvest
7	FRUIT	CASE	90 - 90 CT	Pear, Bartlett, Fancy	Argentine Bartletts in stock now on this site.
8	FRUIT	CASE	8 CT	Pineapple	
9	FRUIT	CASE	65 - 75 CT	Plum, Black, Red, Purple	Imported product available until CA starts
8	FRUIT	CASE	65 - 78 CT	Plum	Not currently available. Will stock when CA starts
9	PROCESSED	CASE	4/3#	Apples, Sliced Fresh, 100% Usage - Bulk	
10	PROCESSED	CASE	100/4 or	Apples, Sliced Fresh, 100% Usage - 1/4"	
8	PROCESSED	CASE	4/3#	Broccoli, Florettes	
10	PROCESSED	CASE	4/5#	Carrot, Shred 1/30"	
11	PROCESSED	CASE	20#/1.5 ct	Carrots, Baby Peeled - 1/4"	
12	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, Z"	
13	PROCESSED	CASE	4/5#	Cauliflower, Florettes	
14	PROCESSED	CASE	4/5#	Celery Sticks	
15	PROCESSED	CASE	4/5#	Celery Sticks, Cream & Red Cabbage w/Carrot Segments	
16	PROCESSED	CASE	64/2 oz	Fruit Mix - 1/4" (Grapes, Cantaloupe and Honey Dew)	

4/27/2024

United Salad Submitted Pricing  
 May 1, 2024 through July 31, 2024

Company Name: United Salad Company

REQ ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	NOTES
17	PROCESSED	CASE	253	Lettuce, Baby Burger	
18	PROCESSED	CASE	4-8 CT	Lettuce, Head, Cleaned & Trimmed	Smallest pack size available is a 12ct
19	PROCESSED	CASE	48 CT	Lettuce, Iceberg Hearts	Elevated markets currently, will drop with Salinas coming on
20	PROCESSED	CASE	670	Lettuce, Iceberg, Chopped "1x1"	
21	PROCESSED	CASE	450	Lettuce, Salad Mix, Romaine Blend 60/20	
22	PROCESSED	CASE	450	Lettuce, Salad Mix, w/Red Cabbage & Carrot	
23	PROCESSED	CASE	450	Lettuce, Shred 1/4"	Please note the different pack size available
24	PROCESSED	CASE	450	Lettuce, Shred 1/8"	
25	PROCESSED	CASE	450	Lettuce, Spring Mix	
26	PROCESSED	CASE	450	Melon, Cantaloupe, Chunks - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
27	PROCESSED	CASE	450	Melon, Honey Dew, Chunks - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
28	PROCESSED	CASE	450	Melon, Watermelon, Chunks - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
29	PROCESSED	BAG	250	Onions, Diced 1/8"	Please note larger pack size quoted
30	PROCESSED	CASE	64/2 Oz	Pineapple, Chunks - 1/4"	Please note the vastly different pack size we carry
31	PROCESSED	CASE	47/30	Spinach, Flatleaf, Cleaned and Trimmed	
32	PROCESSED	CASE	50	Squash, Butternut, 1" Cubed - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
33	PROCESSED	CASE	64/2 Oz	Veggie Blend Mix - 1/4" (Carrot, Celery, Tomato)	
34	VEGETABLE	CARTON	36 CT	Cucumbers, US #1	
35	VEGETABLE	CASE	CASE	Green Peas, Inny/Snow - Bulk	This is a snow pea quote. I can furnish snap if requested
36	PROCESSED	CASE	450	Beans, Sliced 1/2" - Bulk	Cut in-house at Mary's Harvest. Item comes with 2 day lead
37	VEGETABLE	BAG	4/20	Onions, Green	
38	VEGETABLE	CASE	50	Onions, Red, Dry	Please note the pack size difference
39	VEGETABLE	CASE	100	Onions, Yellow, Dry	Please note the pack size difference
40	VEGETABLE	CASE	100	Peppers, Green Bell	Please note the pack size difference
41	VEGETABLE	CASE	100	Peppers, Red Bell	Please note the pack size difference
42	VEGETABLE	CARTON	100 CT	Potatoes, Russets	
43	VEGETABLE	CASE	50	Squash, Zucchini - Bulk	
44	VEGETABLE	CASE	12 PIS	Tomato, Grapes, Red	
45	VEGETABLE	CASE	12 PIS	Tomatoes, Cherry	
46	VEGETABLE	CASE	600 pieces	Tomatoes, Loose Pack, Medium Size & 1/2"	

4/27/2024

Puget Sound Joint Purchasing Cooperative

Company Name: United Salad Company

Produce Bid #4-202324

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET BID COST INCLUDING FREIGHT) 24-3871
1	FRUIT	CASE	150 CT	Apple, NW Varietal - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	15,000	X	19663	First Fruits	RED183	150ct	40	\$ 29.85
2	FRUIT	CASE	138 CT	Apple, Fuji, Fancy	A	750	X	33084	StemIt	FUJ100	100ct	40	\$ 29.85
3	FRUIT	CASE	138 CT	Apple, Pink Lady	A	1,000	X	6801	StemIt	PKL136	130ct	40	\$ 32.86
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	A	4,000	X	179	Chiquita	BAN150	150ct	40	\$ 31.65
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"	A	1,000		33942	Import	GRP150	150	18	\$ 54.75
6	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	A	6,000		1046	Wileman	NAV113	113ct	40	\$ 37.45
7	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	A	5,000		2638	Wileman	NAV138	138ct	40	\$ 37.45
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	A	750		3283	W&P	BAR135	135ct	44	\$ 33.15
9	PROCESSED	CASE	100/2 ct	Apples, Sliced Fresh, 300% Usage - 1/W	B	7,500	X	8951	Peterson	SIC1002	100/2oz	12.5	\$ 30.70
10	PROCESSED	CASE	4/3#	Broccoli, Florettes	B	750	X	1338	Greengate	BRO63	6/3b	18	\$ 51.89
11	PROCESSED	CASE	4/3#	Carrots, Baby Peeled, 2"	B	2,300	X	4403	Bothouse	CAR45	4/3b	20	\$ 26.86
12	PROCESSED	CASE	100/1.5 oz	Carroteerries, Baby Peeled - 1/W	B	3,500	X	18344	Grimmway	CAR2001	200/1.5oz	18.75	\$ 25.58
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes	B	750		1386	Church	CAU43	4/3b	12	\$ 33.50
14	PROCESSED	CASE	4/3#	Celery Sticks	B	1,000	X	16577	Various	CEL45	4/3b	20	\$ 28.20
15	PROCESSED	CASE	4/3#	Coleslaw Mix, Green & Red Cabbage w/Carrot Separates	B	750		2205	Church	CAR45	4/3b	20	\$ 19.35
16	PROCESSED	CASE	6/2#	Lettuce, Romaine, Chopped "In 1"	B	2,400	X	2656	Church	ROM62	6/2b	12	\$ 28.86
17	PROCESSED	CASE	4/3#	Lettuce, Salad Mix, w/Rad Cabbage & Carrot	B	1,200	X	6077	Greengate	SAD45	4/3b	20	\$ 33.25
18	PROCESSED	CASE	4/3#	Lettuce, Salad Mix, Romaine Blend BO/20	B	1,000		2855	Greengate	SAL45	4/3b	20	\$ 24.65
19	PROCESSED	CASE	4/3#	Lettuce, Shred 1/4"	B	1,200		25643	Greengate	SHR63	6/3b	18	\$ 30.45
20	PROCESSED	CASE	4/3#	Lettuce, Shred 1/8"	B	300		2207	Greengate	SHR45	4/3b	20	\$ 30.45
21	PROCESSED	CASE	4/1.5#	Spinach, Flatleaf, Cleaned and Trimmed	B	600		2657	Church	SFM2	4/2.5lb	10	\$ 20.05
22	VEGETABLE	CARTON	300 CT	Potatoes, Russets	C	600		1294	Tri-City	RUS100	100ct	60	\$ 14.50
23	VEGETABLE	CASE	12 PT	Tomatoes, Cherry	C	3,000		2942D	Milburn	YCH1210	12/10oz	7.5	\$ 32.95
24	VEGETABLE	CASE	6/5 #grade	Tomatoes, Loose Pack, Medium Size & Rip	C	2,500		34979	Calavo	TOM25	6x5	25	\$ 28.60

4/27/2024

Puget Sound Joint Purchasing Cooperative

Company Name: United Salad Company

Product # -- 202324

NO (ITEM #)	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	EXTENDED COST	NOTES
1	FRUIT	CASE	163 CT	Apple, MW Varietal - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious		
2	FRUIT	CASE	134 CT	Apple, Fuji, Fancy		
3	FRUIT	CASE	134 CT	Apple, Pink Lady		
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack		
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bowls"		
6	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless		
7	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless		
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy		Difficult to source until Washington/California harvest
9	PROCESSED	CASE	100/2 oz	Apples, Sliced Freshly, 100% Usage - 1/W		
10	PROCESSED	CASE	4/3#	Broccoli, Florettes		
11	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"		
12	PROCESSED	CASE	200/1.5 oz	Carrots/Onions, Baby Peeled - 1/W		
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes		
14	PROCESSED	CASE	4/5#	Celery Sticks		
15	PROCESSED	CASE	4/5#	Coleslaw Mix, Green & Red Cabbage w/Carrot Separate		
16	PROCESSED	CASE	6/3#	Lettuce, Romaine, Chopped "1x1"		
17	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot		
18	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20		
19	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"		Please note the different pack size available
20	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"		
21	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmied		
22	VEGETABLE	CARTON	100 CT	Portobello, Mushrooms		
23	VEGETABLE	CASE	12 P/B	Tomatoes, Cherry		
24	VEGETABLE	CASE	63# repack	Tomatoes, Loose Pack, Medium Size & Rip		

# **PUGET SOUND JOINT PURCHASING COOP**

SCHOOL NUTRITION PROCUREMENT LEADER OF WASHINGTON  
2661 N Pearl St. #139, Tacoma, Washington 98407

March 1, 2025

## ***United Salad***

% Paul Esvelt  
Account Executive  
1509 – 45<sup>th</sup> St. East  
Sumner, WA 98390

[paul.esvelt@unitedsalad.com](mailto:paul.esvelt@unitedsalad.com)

## **RE: Awards for PSJPC RFP #4-202324 Contract #202324-4**

The Puget Sound Joint Purchasing Cooperative would like to exercise its option to renew the contract it has with United Salad Company as outlined in RFP#4-202324. This renewal agreement is based upon the renewal pricing as submitted by United Salad on March 25, 2025.

- United Salad 25-26 Bid Item Tab 3
- United Salad 25-26 Firm Fixed Bid Items: Tab 4

The term of this contractual extension commences August 1, 2025 and ends July 31, 2026. In addition, this agreement may be renewed for three (3) additional one (1) year periods based upon mutual consent.

On behalf of the Puget Sound Joint Purchasing Cooperative, I look forward to a continued successful partnership.

Sincerely,

*Mark Campbell*

Executive Director  
Puget Sound Joint Purchasing Cooperative

Attachment: *United Salad 25-26 Tab Firm Fixed Bid Items*  
*United Salad 25-26 Tab 3*

**PUGET SOUND JOINT PURCHASING COOP**

SCHOOL NUTRITION PROCUREMENT LEADER OF WASHINGTON  
2661 N Pearl St #139, Tacoma Washington 98407

**2025-2026 Rollover Request for Pricing  
PSJPC Bid #4-202324**

**Vendor Name: United Salad of Washington**

We agree to rollover over PSJPC Bid #4-202324 for the 2025-2026 school year based on the costs as outlined in the renewal prices for the 2025-26 school year as submitted on March 25, 2025. The term of this contract renew shall be from August 1, 2025 to July 31, 2026. These are outlined in the United Salad\_25-26 Renewal Data attached as two sheet tabs – "Firm Fixed Bid Items and Bid Items Tab 3\_25-26". Fixed price items for the bid period are confirmed on the attached renewal spreadsheet.

United Salad agrees to furnishing in strict compliance with the specifications in Bid #4 202324, all labor, equipment, apparatus, appliance, tools, transportation and other facilities/services necessary to provide the goods described therein and for providing fresh produce in the compliance therein. The pricing set forth on the attached price list sheet.

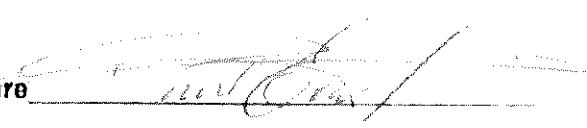
Bids are subject to the requirements of Sections 1-8 of the original bid document. By signing the vendor affirms having read the terms, conditions and specifications and agrees thereto and warrants that quotes supplied herein conform to specifications.

A complete list of fixed price produce offered for PSJPC members for the 2025-2026 school year is attached.  Yes  No

Printed Name and Title

PAUL ESQUIZET

Signature



Date

6/25/25

Page 1 of 1

**Firm-Fixed Bid Items and Bid Items Spreadsheet Attached**

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET INCLUDING FREIGHT)	25-26
1	FRUIT	CASE	100 CT	Apple, Fuji, Fancy	A	750	X	33084	Stemilt	Fuji100	100ct	40	\$29.65	\$29.65
2	FRUIT	CASE	125 CT	Apple, Golden Delicious	A	500		2364	First Fruits	GOL125	125ct	40	\$29.65	\$29.65
3	FRUIT	CASE	72-98 CT	Apple, Golden Delicious, Gala, Extra Fancy	A	500		7693	Stemilt	GAL80	80ct	40	\$49.30	\$49.30
2	FRUIT	CASE	165 CT	Apple, NY Varicel - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	15,000	X	19683	First Fruits	RED163	165ct	40	\$29.65	\$29.65
3	FRUIT	CASE	138 CT	Apple, Pink Lady	A	1,000	X	6801	Stemilt	PKL138	138ct	40	\$32.85	\$32.85
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	A	4,000	X	179	Chiquita	BAN150	150ct	40	\$31.85	\$31.85
3	FRUIT	CASE	12 1/2 Pts	Berry, Raspberry, Red	A	600		1925	Driscoll	RAS126	12/6oz	4.5	\$41.25	\$41.25
4	FRUIT	CASE	8/1lb	Berry, Strawberries	A	500		14197	Giant	STW81	8/1lb	8	\$26.80	\$26.80
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"	A	1,000		33942	Import	GRP150	18lb	18	\$54.75	\$54.75
4	FRUIT	CASE	115 - 135 CT	Kiwi Fruit	A	2,000		817	Western	KIW117	117ct	25	\$57.15	\$57.15
5	FRUIT	CASE	12 CT	Melon, Cantaloupe	A	500		899	DelMonte	CAN12	12ct	38	\$26.45	\$28.55
6	FRUIT	CASE	6 CT	Melon, Honey Dew	A	600		913	Viva	HON6	5/6ct	25	\$30.45	\$30.45
5	FRUIT	CASE	5ct	Melon, Watermelon	A	550		10084	5 crowns	WAT56	5/6ct	65	\$67.50	\$58.80
6	FRUIT	CASE	30 - 36 CT	Nectarines	A	600		979	N/A	NEC30	34/36	20	\$57.50	\$57.50
7	FRUIT	CASE	3/10#	Orange, Mandarin Satsuma	A	800		35138	Trinity	MAN122	12/2lb	24	\$32.90	\$32.90
6	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	A	5,000		2638	Wileman	NAV138	138ct	40	\$37.45	\$34.75
7	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	A	6,000		1048	Wileman	NAV113	113ct	40	\$37.45	\$37.45
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	A	760		3283	W&P	BAR135	135ct	44	\$33.15	\$33.15
7	FRUIT	CASE	80 - 90 CT	Pear, Bartlett, Fancy	A	750		13872	Import	BAR80	80ct	40	\$62.80	\$62.80
8	FRUIT	CASE	8 CT	Pineapple	A	1,000		32279	Chiquita	PIN8	8ct	25	\$22.90	\$22.90
9	FRUIT	CASE	65 - 75 CT	Plums, Black, Red, Purple	A	400		10702	Chile	PLU60	60	20	\$42.40	\$42.40
8	FRUIT	CASE	65 - 75 CT	Plums	A	400		19367	N/A	PLU60	60	16	\$62.00	\$62.00
9	PROCESSED	CASE	4/3#	Apples, Sliced Fresh, 100% Usage - Bulk	B	1,250	X	9076	American	SLC43	4/3lb	12	\$34.70	\$34.70
10	PROCESSED	CASE	100/2 oz	Apples, Sliced Fresh, 100% Usage - /W	B	7,500	X	9951	Petersen	SLC1002	100/2oz	12.5	\$30.70	\$36.15
9	PROCESSED	CASE	4/3#	Broccoli, Florettes	B	750	X	1339	Greengate	BR063	6/3lb	18	\$51.95	\$49.90
10	PROCESSED	CASE	4/5#	Carrot, Shred 1/16"	B	200		4594	Grimmway	CAR45	4/5lb	20	\$22.95	\$22.95
11	PROCESSED	CASE	200/1.5 oz	Carrotes, Baby Peeled - /W	B	5,500	X	16344	Grimmway	CAR2001	200/1.5oz	18.75	\$25.55	\$25.55
12	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"	B	2,500	X	4403	Bolthouse	CAR45	4/5lb	20	\$26.35	\$26.35
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes	B	700		1366	Church	CAU43	4/3lb	12	\$33.50	\$33.50
14	PROCESSED	CASE	4/5#	Celery Sticks	B	1,000	X	16577	Various	CEL45	4/5lb	20	\$28.20	\$34.79
15	PROCESSED	CASE	4/5#	Coleslaw Mix, Green & Red Cabbage w/Carrot Separate	B	1,000		2205	Church	CAB45	4/5lb	20	\$19.35	\$22.60
16	PROCESSED	CASE	64/2 oz	Fruit Mix - /W (Grapes, Cantaloupe and Honey Dew)	B	200	NA	NA	NA	NA	NA	NA	NA	NA

United Salad Submitted Pricing  
May 1, 2024 through July 31, 2024

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET COST DELIVERED INCLUDING FREIGHT)	25-26
17	PROCESSED	CASE	2/5#	Lettuce, Better Burger	B	100		22213	MANN	LET10	10lb	10	\$30.45	\$30.45
18	PROCESSED	CASE	4-6 CT	Lettuce, Head, Cleaned & Trimmed	B	1,000		860	T&A	LET12	12ct	20	\$22.70	\$22.70
19	PROCESSED	CASE	48 CT	Lettuce, Romaine Hearts	B	700		5032	T&A	ROM48	48ct	40	\$46.15	\$46.15
20	PROCESSED	CASE	6/2#	Lettuce, Romaine, Chopped 1"x1"	B	2,400	*	2656	Church	ROM62	6/2lb	12	\$28.65	\$28.65
21	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	B	1,000		2655	Greengate	SAL45	4/5lb	20	\$24.65	\$24.65
22	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	B	1,200	x	6077	Greengate	SAD45	4/5lb	20	\$33.25	\$33.25
23	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	B	1,200		25643	Greengate	SHR63	6/3lb	18	\$30.45	\$30.45
24	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	B	500		2207	Greengate	SHR45	4/5lb	20	\$30.45	\$30.45
25	PROCESSED	CASE	4/5#	Lettuce, Spring Mix	B	150		17047	Mann	SPR43	4/3lb	12	\$34.30	\$34.30
26	PROCESSED	CASE	4/5#	Melon, Cantaloupe, Chunks - Bulk	B	200		13462	Mary's	CHK25	2/5lb	10	\$43.55	\$43.55
27	PROCESSED	CASE	4/5#	Melon, Honey Dew, Chunks - Bulk	B	200		13461	Mary's	HCHK25	2/5lb	10	\$41.25	\$41.25
28	PROCESSED	CASE	4/5#	Melon, Watermelon, Chunks - Bulk	B	200		13459	Mary's	WCHK25	2/5lb	10	\$63.50	\$63.50
29	PROCESSED	BAG	2/5#	Onions, Diced 3/8"	B	400		3723	Varsity	ONI45	4/5lb	20	\$42.85	\$42.85
30	PROCESSED	CASE	64/2 oz	Pineapple, Chunks - 1/W	B	200		16142	DelMonte	PIN127	12/7oz	5.25	\$18.75	\$18.75
31	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	B	600		2657	Church	SP142	4/2.5lb	10	\$20.05	\$20.05
32	PROCESSED	CASE	5#	Squash, Butternut 1" Cubed - Bulk	B	120		15133	Mary's	BUT5	5lb	5	\$30.65	\$30.65
33	PROCESSED	CASE	64/2 oz	Veggie Blend Mix - 1/W (Carrot, Celery, Tomato)	B	500	NA	NA	NA	NA	NA	NA	NA	NA
34	VEGETABLE	CARTON	36 CT	Cucumbers, US #1	C	1,500		414	Tricar	CUC36	36ct	25	\$24.85	\$24.85
35	VEGETABLE	CASE	CASE	Green Peas, Snap/Snow - Bulk	C	100		1117	Beachside	SNW10	10lb	10	\$28.95	\$28.95
36	PROCESSED	CASE	4/5#	Jicama, Sticks 3/8" - Bulk	C	100		18161	Mary's	JICS	5lb	5	\$29.75	\$29.75
37	VEGETABLE	BAG	4/2#	Onions, Green	C	100		15601	Boskovich	GON42	4/2lb	8	\$41.10	\$41.10
38	VEGETABLE	CASE	5#	Onions, Red, Dry	C	200		35142	Watson	ONR3	3lb	3	\$6.85	\$6.85
39	VEGETABLE	CASE	10#	Onions, Yellow, Dry	C	200		4698	Watson	ONY5	5lb	5	\$5.90	\$5.90
40	VEGETABLE	CASE	10#	Peppers, Green Bell	C	500		1149	Delta	GBL14	1/2 case	14	\$22.80	\$22.80
41	VEGETABLE	CASE	10#	Peppers, Red Bell	C	500		6308	Delta	RBL11	11lb	11	\$21.50	\$21.50
42	VEGETABLE	CARTON	100 CT	Potatoes, Russets	C	500		1294	Tri-City	RUS100	100ct	50	\$14.50	\$14.50
43	VEGETABLE	CASE	5#	Squash, Zucchini - Bulk	C	250		4704	Ippolito	ZUC5	5lb	5	\$6.90	\$6.90
44	VEGETABLE	CASE	12 PTS	Tomato, Grape, Red	C	500		3711	Marengo	TGP121	12/pint	10	\$18.45	\$18.45
45	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	C	3,000		29420	Millennium	TCH1210	12/10oz	7.5	\$32.95	\$32.95
46	VEGETABLE	CASE	6X6 repack	Tomatoes, Loose Pack, Medium Size & Ripe	C	3,500		34979	Calavo	TOM25	6x6	25	\$28.60	\$28.60

Company Name: United Salad Company			DESCRIPTION/SPECIFICATIONS		UNIT OF MEASURE	PACK SIZE	PRODUCT TYPE	NOTES
BID ITEM #	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	UNIT OF MEASURE				
1	FRUIT	CASE	100 CT	Apple, Fuji, Fancy				
2	FRUIT	CASE	125 CT	Apple, Golden Delicious				
3	FRUIT	CASE	72-88 CT	Apple, Golden Delicious, Gala, Extra Fancy				
2	FRUIT	CASE	163 CT	Apple, NW Vastrel - includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious				Premium Grade Product
3	FRUIT	CASE	138 CT	Apple, Pink Lady				
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack				
3	FRUIT	CASE	12 1/2 PTS	Berry, Raspberry, Red				
4	FRUIT	CASE	8/1lb	Berry, Strawberries				
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"				
4	FRUIT	CASE	115-135 CT	Kiwi Fruit				
5	FRUIT	CASE	12 CT	Melon, Cantaloupe				
6	FRUIT	CASE	6 CT	Melon, Honey Dew				
5	FRUIT	CASE	5ct	Meloni, Watermelon				National shortage due to gap. Price will normalize in May
6	FRUIT	CASE	30-36 CT	Nectarines				None available - California to start in Mid May
7	FRUIT	CASE	3/10#	Orange, Mandarin Satsuma				
6	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless				
7	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless				
8	FRUIT	CASE	135 CT	Pear, Bartlett, Fancy				Difficult to source until Washington/California harvest
7	FRUIT	CASE	80-90 CT	Pear, Bartlett, Fancy				Argentine Bartletts in stock now on this size.
8	FRUIT	CASE	8 CT	Pineapple				
9	FRUIT	CASE	65-75 CT	Plums, Black, Red, Purple				Imported product available until CA starts
8	FRUIT	CASE	65-75 CT	Pluets				Not currently available. Will stock when CA starts
9	PROCESSED	CASE	4/3#	Apples, Sliced Fresh, 100% Usage - Bulk				
10	PROCESSED	CASE	100/2 oz	Apples, Sliced Fresh, 100% Usage - 1/W				
9	PROCESSED	CASE	4/3#	Broccoli, Florettes				
10	PROCESSED	CASE	4/5#	Carrot, Shred 1/16"				
11	PROCESSED	CASE	200/1.5 oz	Carroteenies, Baby Peeled - 1/W				
12	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"				
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes				
14	PROCESSED	CASE	4/5#	Celery Sticks				
15	PROCESSED	CASE	4/5#	Coleslaw Mix, Green & Red Cabbage w/ Carrot Separate				
16	PROCESSED	CASE	64/2 oz	Fruit Mix - 1/W (Grapes, Cantaloupe and Honey Dew)				#VALUE!

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	Price	NOTES
17	PROCESSED	CASE	2/5#	Lettuce, Better Burger	\$0.00	
18	PROCESSED	CASE	4-6 CT	Lettuce, Head, Cleaned & Trimmed	\$0.00	Smallest pack size available is a 12ct
19	PROCESSED	CASE	48 CT	Lettuce, Romaine Hearts	\$0.00	Elevated markets currently, will drop with Salinas coming on
20	PROCESSED	CASE	5/2#	Lettuce, Romaine, Chopped "1x1"	\$0.00	
21	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	\$0.00	
22	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/head Cabbage & Carrot	\$0.00	
23	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	\$0.00	Please note the different pack size available
24	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	\$0.00	
25	PROCESSED	CASE	4/3#	Lettuce, Spring Mix	\$0.00	
26	PROCESSED	CASE	4/5#	Melon, Cantaloupe, Chunks - Bulk	\$0.00	Cut in-house at Mary's Harvest. Item comes with 2 day lead
27	PROCESSED	CASE	4/5#	Melon, Honey Dew, Chunks - Bulk	\$0.00	Cut in-house at Mary's Harvest. Item comes with 2 day lead
28	PROCESSED	CASE	4/5#	Melon, Watermelon, Chunks - Bulk	\$0.00	Cut in-house at Mary's Harvest. Item comes with 2 day lead
29	PROCESSED	BAG	2/5#	Onions, Diced 3/8"	\$0.00	Please note larger pack size quoted
30	PROCESSED	CASE	64/2 oz	Pineapple, Chunks - 1/W	\$0.00	Please note the vesty different pack size we carry
31	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	\$2.40	
32	PROCESSED	CASE	5#	Squash, Butternut, 1" Cubed - Bulk	\$0.00	Cut in-house at Mary's Harvest. Item comes with 2 day lead
33	PROCESSED	CASE	64/2 oz	Veggie Blend Mix - 1/W (Carrot, Celery, Tomato)	#VALUE!	
34	VEGETABLE	CARTON	36 CT	Cucumbers, US #1	\$0.00	
35	VEGETABLE	CASE		Green Peas, Snap/Snow - Bulk	\$0.00	This is a snow pea quote. I can furnish snap if requested
36	PROCESSED	CASE	4/5#	Jicama, Sticks 3/8" - Bulk	\$0.00	Cut in-house at Mary's Harvest. Item comes with 2 day lead
37	VEGETABLE	BAG	4/2#	Onions, Green	\$0.00	
38	VEGETABLE	CASE	5#	Onions, Red, Dry	\$0.00	Please note the pack size difference
39	VEGETABLE	CASE	10#	Onions, Yellow, Dry	\$0.00	Please note the pack size difference
40	VEGETABLE	CASE	10#	Peppers, Green Bell	\$0.00	Please note the pack size difference
41	VEGETABLE	CASE	10#	Peppers, Red Bell	\$0.00	Please note the pack size difference
42	VEGETABLE	CARTON	100 CT	Potatoes, Russets	\$0.00	
43	VEGETABLE	CASE	5#	Squash, Zucchini - Bulk	\$0.00	
44	VEGETABLE	CASE	12 PTS	Tomato, Grape, Red	\$0.00	
45	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	\$0.00	
46	VEGETABLE	CASE	6X6 repack	Tomatoes, Loose Pack, Medium Size & Rip	\$0.00	

**DEBARMENT CERTIFICATION FORM**

The Contractor certifies that, neither the Contractor firm nor any owner, partner, director, officer, or principal of the Contractor, nor any person in a position with management responsibility or responsibility for the administration of federal funds:

(a) Is presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from covered transactions by any federal or state department/agency;

(b) Has within a three-year period preceding this certification been convicted of or had a civil judgment rendered against it for: commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public transaction or contract (federal, state, or local); violation of federal or state antitrust statutes; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;


(c) Is presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph (b) above; or

(d) Has within a three-year period preceding this certification had one or more public transactions or contracts (federal, state, or local) terminated for cause or default.

(e) The contractor is "Actively" registered with SAMs (Service for Award Management), and has been assigned the following DUNS Number: 125987599.

The Contractor further certifies that it shall not knowingly enter into any transaction with any subcontractor, material supplier, or vendor who is debarred, suspended, declared ineligible, or voluntarily excluded from covered transactions by any federal or state department/agency.

Dated this 9th day of May, 20 24

By 

Authorized Signature for Contractor

Marie Malsam - CPA  
Printed Name and Title

**2026-27 Contract renewal documents**

Stevie Adams <stevie.adams@unitedsalad.com>  
To: Mark Campbell <mark.campbell@pugetsoundcoop.org>

Wed, Apr 15, 2026 at 3:25 PM

Hello Mark,

Thank you for the opportunity to continue supporting the Puget Sound Co-op.

Attached is the bid outline and signed letter—the goal in this submission was to keep you as steady as possible across the program going into the 2027 school year:

Tab 1: Includes fixed item pricing only (same fixed selection has current/previous years)

Tab 2: Includes both fixed and non-fixed item prices

If there are any questions or concerns, please let me know.

Regards,

Stevie Adams  
(253) 238-0231 direct  
(800) 275-2756 toll free  
(253) 364-8710 cell  
(253) 891-8917 fax  
[stevie.adams@unitedsalad.com](mailto:stevie.adams@unitedsalad.com)



Fresh For Your Success. Right For Our Environment.


United Salad Co. / 1509 45<sup>th</sup> St East / Sumner, Washington 98390-2201 / <http://www.unitedsalad.com/>



[Quoted text hidden]

**2 attachments**

 **United Salad 202627 Rollover Letter RFP4-202324 - Signed 4.15.26.pdf**  
84K

 **United Salad\_26-27 renewal data.xlsx**  
38K

# **PUGET SOUND JOINT PURCHASING COOP**

SCHOOL NUTRITION PROCUREMENT LEADER OF WASHINGTON  
2661 N. Pearl St., #139, Tacoma, Washington 98407

March 24, 2026

## ***United Salad***

% Chad Torrey  
Account Executive  
1509 – 45<sup>th</sup> St. East  
Sumner, WA 98390

[chad.torrey@unitedsalad.com](mailto:chad.torrey@unitedsalad.com)

## **RE: Awards for PSJPC RFP #4-202324 Contract #202324-4**

The Puget Sound Joint Purchasing Cooperative would like to exercise its option to renew the contract it has with United Salad Company as outlined in RFP#4-202324. This renewal agreement is based upon the renewal pricing as submitted by United Salad on April 15, 2026.

- United Salad 26-27 Bid Item Tab 3
- United Salad 26-27 Firm Fixed Bid Items: Tab 4

The term of this contractual extension commences August 1, 2026 and ends July 31, 2027. In addition, this agreement may be renewed for two (2) additional one (1) year periods based upon mutual consent.

On behalf of the Puget Sound Joint Purchasing Cooperative, I look forward to a continued successful partnership.

Sincerely,

*Mark Campbell*

Executive Director  
Puget Sound Joint Purchasing Cooperative

Attachment: *United Salad 25-26 Tab Firm Fixed Bid Items*  
*United Salad 25-26 Tab 3*

# PUGET SOUND JOINT PURCHASING COOP

SCHOOL NUTRITION PROCUREMENT LEADER OF WASHINGTON  
2661 N. Pearl St., #139, Tacoma, Washington 98407

## 2026-2027 Rollover Request for Pricing PSJPC Bid #4-202324

### Vendor Name: United Salad of Washington

We agree to rollover over PSJPC Bid #4-202324 for the 2026-20267school year based on the costs as outlined in the renewal prices for the 2026-27 school year as submitted on April 15, 2026. The term of this contract renew shall be from August 1, 2026 to July 31, 2027. These are outlined in the United Salad\_26-27 Renewal Data attached as two sheet tabs – "Firm Fixed Bid Items and Bid Items – Tab 3\_26-27." Fixed price items for the bid period are confirmed on the attached renewal spreadsheet.

United Salad agrees to furnishing in strict compliance with the specifications in Bid #4-202324, all labor, equipment, apparatus, appliance, tools, transportation and other facilities/services necessary to provide the goods described therein and for providing fresh produce in the compliance therein. The pricing set forth on the attached price list sheet.

Bids are subject to the requirements of Sections 1-8 of the original bid document. By signing the vendor affirms having read the terms, conditions and specifications and agrees thereto and warrants that quotes supplied herein conform to specifications.

A complete list of fixed price produce offered for PSJPC members \_\_\_\_\_  
for the 2026-2027 school year is attached. Yes No

Printed Name and Title Ernie Spader III Owner

Signature [Handwritten Signature]

Date 4/15/2026

Page 1 of 1

Firm-Fixed Bid Items and Bid Items Spreadsheet Attached

Company Name: United Salad Company

BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE	PROPOSED CASE WEIGHT	DISTRIBUTOR COST (NET BID COST INCLUDING FREIGHT) 24-25SY	25-26 pricing	26-27 pricing	Variance
1	FRUIT	CASE	163 CT	Apple, NW Varietal - includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	15,000	X	19683	First Fruits	RED163	163ct	40	\$ 29.65	\$29.65	\$29.65	\$0.00
2	FRUIT	CASE	138 CT	Apple, Fuji, Fancy	A	750	X	33084	Stemik	Fuji100	100ct	40	\$ 29.65	\$29.65	\$29.65	\$0.00
3	FRUIT	CASE	138 CT	Apple Pink Lady	A	1,000	X	6801	Stemik	PKL138	138ct	40	\$ 32.85	\$32.85	\$32.85	\$0.00
4	FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	A	4,000	X	179	Chiquita	BAN150	150ct	40	\$ 31.85	\$31.85	\$31.85	\$0.00
5	FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bunch"	A	1,000		33942	Import	GRP150	18lb	18	\$ 54.75	\$54.75		-\$54.75
6	FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	A	6,000		1048	Willeman	NAV113	113ct	40	\$ 37.45	\$37.45		-\$37.45
7	FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	A	5,000		2838	Willeman	NAV138	138ct	40	\$ 37.45	\$37.45		-\$37.45
8	FRUIT	CASE	133 CT	Pear, Bartlett, Fancy	A	750		3283	W&P	BAR135	135ct	44	\$ 33.15	\$33.15		-\$33.15
9	PROCESSED	CASE	100/2oz	Apples, Sliced Fresh, 100% Usage - /NW	B	7,500	X	9951	Petersen	SIC1002	100/2oz	12.5	\$ 30.70	\$30.70	\$35.05	\$4.35
10	PROCESSED	CASE	4/2#	Broccoli, Florettes	B	750	X	1339	Greengate	BR063	6/3lb	18	\$ 51.95	\$51.95	\$49.90	-\$2.05
11	PROCESSED	CASE	4/5#	Carrots, Baby Peeled, 2"	B	2,500	X	4403	Bothouse	CAR45	4/5lb	20	\$ 26.35	\$26.35	\$26.35	\$0.00
12	PROCESSED	CASE	200/1.5oz	Carrots, Baby Peeled - /NW	B	5,500	X	5338	Grimmway	CAR2001	200/1.5oz	18.75	\$ 25.55	\$25.55	\$35.55	\$10.00
13	PROCESSED	CASE	4/3#	Cauliflower, Florettes	B	750		1366	Church	CAU43	4/3lb	12	\$ 33.50	\$33.50		-\$33.50
14	PROCESSED	CASE	4/5#	Celery Sticks	B	1,000	X	16577	Various	CEL45	4/5lb	20	\$ 28.20	\$28.20		\$0.00
15	PROCESSED	CASE	4/5#	Coleslaw Mix, Green & Red Cabbage w/Carrot Separate	B	750		2205	Church	CAB45	4/5lb	20	\$ 19.35	\$19.35		-\$19.35
16	PROCESSED	CASE	6/2#	Lettuce, Romaine, Chopped "1x1"	B	2,400	X	2656	Church	ROM62	6/2lb	12	\$ 28.65	\$28.65	\$28.65	\$0.00
17	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	B	1,200	X	6077	Greengate	SAD45	4/5lb	20	\$ 33.25	\$33.25	\$30.25	-\$3.00
18	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	B	1,000		2655	Greengate	SAL45	4/5lb	20	\$ 24.65	\$24.65		-\$24.65
19	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	B	1,200		23643	Greengate	SHR63	6/3lb	18	\$ 30.45	\$30.45		-\$30.45
20	PROCESSED	CASE	4/5#	Lettuce, Shred 1/8"	B	500		2207	Greengate	SHR45	4/5lb	20	\$ 30.45	\$30.45		-\$30.45
21	PROCESSED	CASE	4/2.5#	Spinach, Flatleaf, Cleaned and Trimmed	B	600		2657	Church	SP142	4/2.5lb	10	\$ 20.05	\$20.05		-\$20.05
22	VEGETABLE	CARTON	100 CT	Peatoes, Russets	C	500		1294	Tri-City	RUS100	100ct	50	\$ 14.50	\$14.50		-\$14.50
23	VEGETABLE	CASE	12 PTS	Tomatoes, Cherry	C	3,000		29420	Millennium	TCH1210	12/10oz	7.5	\$ 32.95	\$32.95		-\$32.95
24	VEGETABLE	CASE	6x6 repack	Tomatoes, Loose Pack, Medium Size & Rip	C	3,500		34979	Calavo	TOM25	6x6	25	\$ 28.60	\$28.60		-\$28.60
																\$0.00
																\$0.00
																\$0.00

PRODUCT TYPE	UNITARY X	NAME	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AN "X" IF SUBMITTING PRICING FOR A FIRM-FIXED ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PACK SIZE
FRUIT	CASE	100 CT	Apple Fuji, Fancy	A	750	X	33084	Sternitt	Fuji100	100ct
FRUIT	CASE	135 CT	Apple, Golden Delicious	A	500		2364	First Fruits	GOLD25	125ct
FRUIT	CASE	72-86 CT	Apple, Golden Delicious, Gala Extra Fancy	A	1,000	X	7693	Sternitt	GAL80	80ct
FRUIT	CASE	163 CT	Apple, NY Washington - Includes: Fuji, Pink Lady, Braeburn, Gala & Red Delicious	A	4,000	X	19683	First Fruits	RED163	163ct
FRUIT	CASE	136 CT	Apple Pink Lady	A	600		14197	Giant	STW081	131b
FRUIT	CASE	150 CT	Banana, Green Tip, School Pack	A	500		33942	Import	GRP150	117ct
FRUIT	CASE	12 1/2 PYS	Berry, Raspberry, Red	A	1,000		817	Western	KW117	12ct
FRUIT	CASE	8/11b	Bern, Strawberries	A	2,000		899	DelMonte	CAN12	5/6ct
FRUIT	CASE	150 CT	Grapes, Seedless Red, "Lunch Bundt"	A	500		913	Viva	HONS	5/6ct
FRUIT	CASE	125 - 135 CT	Kiwi Fruit	A	600		10084	5 crowns	WAT56	10/21b
FRUIT	CASE	12 CT	Melon, Cantaloupe	A	500		5248	N/A	NEC30	15/21b
FRUIT	CASE	6 CT	Melion, Honey Dew	A	600		16386	Trinity	MAN12	136ct
FRUIT	CASE	5ct	Melion, Watermelon	A	200		2638	Wileman	NAV138	113ct
FRUIT	CASE	30 - 36 CT	Nectarines	A	5,000		1048	Wileman	NAV113	135ct
FRUIT	CASE	3/10a	Orange, Mandarin Satsuma	A	6,000		3283	W&P	BAC135	80ct
FRUIT	CASE	138 CT	Orange, Navel, Choice, Seedless	A	750		13872	Import	BAR80	8ct
FRUIT	CASE	113 CT	Orange, Navel, Choice, Seedless	A	750		32279	Chiquita	CHI160	60
FRUIT	CASE	135 CT	Pear, Bartlett, Fancy	A	1,000		10702	Chile	PLU60	60
FRUIT	CASE	80 - 90 CT	Pear, Bartlett, Fancy	A	400		19367	N/A	PLU60	60
FRUIT	CASE	8 CT	Pineapple	A	400		9075	American	SLE43	4/31b
FRUIT	CASE	65 - 75 CT	Plum, Black, Red, Purple	B	1,250		9951	Petersen	SLE1002	100/2oz
FRUIT	CASE	65 - 75 CT	Plums	B	750		4594	GreenGate	BRO63	5/31b
PROCESSED	CASE	4/3#	Apples, Sliced Fresh, 100% Usage - Bulk	B	200		5338	Ginnway	CAR45	4/51b
PROCESSED	CASE	100/2 oz	Apples, Sliced Fresh, 100% Usage - 1/1V	B	750		4403	Ginnway	CAR2001	200/1.5oz
PROCESSED	CASE	4/2#	Broccoli, Florettes	B	5,500	X	1356	Bothouse	CAR45	4/51b
PROCESSED	CASE	4/5#	Carrot, Sliced 1 1/8"	B	2,500		16577	Various	CAR45	4/51b
PROCESSED	CASE	200/1.5 oz	Carrots, Baby Peeled, Z"	B	700		2205	Church	CAR45	4/51b
PROCESSED	CASE	4/5#	Carrots, Baby Peeled, Z"	B	1,000	X	NA	NA	NA	NA
PROCESSED	CASE	4/3#	Cauliflower, Florettes	B	1,000		NA	NA	NA	NA
PROCESSED	CASE	4/5#	Celery Sticks	B	200		22213	NA	MANN	LET10
PROCESSED	CASE	4/5#	Coleman Mix, Green & Red Cabbage w/Carrot Separate	B	200		860	78A	LET12	12ct
PROCESSED	CASE	64/2 oz	Fruit Mix - 1/1V (Grapes, Cantaloupe and Honey Dew)	B	100					
PROCESSED	CASE	2/5#	Lettuce, Rector Butter	B	1,000					
PROCESSED	CASE	4.6 CT	Lettuce, Head, Cleaned & Trimmed	B	1,000					

Company Name: United Salad Company											
BID ITEM #	PRODUCT TYPE	UNIT OF MEASURE	PACK SIZE	DESCRIPTION/SPECIFICATIONS	PRODUCT CATEGORY #	EST ANNUAL CASE QTY	PUT AW "X" IF SUBMITTING PRICING FOR A "FIRM-FIXED" ANNUAL PRICE	PROPOSED ITEM #	PROPOSED BRAND	PROPOSED PRODUCT CODE	PROPOSED PACK SIZE
19	PROCESSED	CASE	48 CT	Lettuce, Romaine Hearts	B	700		5032	T&A	RONM48	48ct
20	PROCESSED	CASE	6/2#	Lettuce, Romaine, Chopped "1x1"	B	2,400	X	2656	Church	ROM62	6/2lb
21	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, Romaine Blend 80/20	B	1,000		2655	Greengate	SAL45	4/5lb
22	PROCESSED	CASE	4/5#	Lettuce, Salad Mix, w/Red Cabbage & Carrot	B	1,200	X	6077	Greengate	SAD45	4/5lb
23	PROCESSED	CASE	4/5#	Lettuce, Shred 1/4"	B	1,200		25643	Greengate	SHR63	6/3lb
24	PROCESSED	CASE	4/5#	Lettuce, Spring Mix	B	500		2207	Greengate	SHR45	4/5lb
25	PROCESSED	CASE	4/3#	Lettuce, Spring Mix	B	150		17047	Mann	SPR43	4/3lb
26	PROCESSED	CASE	4/5#	Melion, Carciofoupe, Chunks - Bulk	B	200		13462	Mary's	CHK25	2/5lb
27	PROCESSED	CASE	4/5#	Melion, Honey Dew, Chunks - Bulk	B	200		13461	Mary's	HCHK25	2/5lb
28	PROCESSED	CASE	4/5#	Melion, Watermelon, Chunks - Bulk	B	200		13459	Mary's	WCHK25	2/5lb
29	PROCESSED	BAG	2/5#	Onions, Diced 3/8"	B	400		3723	Varsity	ONH45	4/5lb
30	PROCESSED	CASE	64/2 oz	Peasnaple, Chunks - 1/W	B	200		16142	DelMonte	PIN127	12/7oz
31	PROCESSED	CASE	4/25#	Sprach, Flatleaf, cleaned and trimmed	B	600		2657	Church	SPH42	4/25lb
32	PROCESSED	CASE	5#	Squash, Butternut, 1" Cubed - Bulk	B	120		15133	Mary's	BUT5	5lb
33	PROCESSED	CASE	64/2 oz	Vegete Blend Mix - 1/W (Carrot, Celery, Tomato)	B	500	NA	NA	NA	NA	NA
34	VEGETABLE	CARTON	36 CT	Cucumbers, US #1	C	1,500		414	Tricar	CUC36	36ct
35	VEGETABLE	CASE	CASE	Green Peas, Snap/Snow - Bulk	C	100		1117	Beechside	SNW10	10lb
36	PROCESSED	CASE	4/5#	Jicama, Sticks 3/8" - Bulk	C	100		18161	Mary's	JCS	5lb
37	VEGETABLE	BAG	4/2#	Onions, Green	C	200		15601	Boekovich	IGN42	4/2lb
38	VEGETABLE	CASE	5#	Onions, Red, Dry	C	200		35142	Watson	ONR3	3lb
39	VEGETABLE	CASE	10#	Onions, Yellow, Dry	C	500		4698	Watson	ONV5	5lb
40	VEGETABLE	CASE	10#	Peppers, Green Bell	C	500		1149	Delta	GBL14	1/2 case
41	VEGETABLE	CASE	10#	Peppers, Red Bell	C	500		6308	Delta	RBL11	11lb
42	VEGETABLE	CARTON	100 CT	Peatoes, Russets	C	500		1294	Tn-City	RUS100	100ct
43	VEGETABLE	CASE	5#	Squash, Zucchini - Bulk	C	250		4704	Ippolito	ZUC5	5lb
44	VEGETABLE	CASE	12 PYS	Tomato, Grape, Red	C	500		3711	Marengo	TGP121	12/pint
45	VEGETABLE	CASE	12 PYS	Tomatoes, Cherry	C	3,000		29420	Millennium	TCH1210	12/10oz
46	VEGETABLE	CASE	6x6 pack	Tomatoes, Loose Pack, Medium Size & Ripe	C	3,500		34979	Calavo	TOM25	6x6