



2024 Produce RFP – Response Form

Please complete each section of this form and return with the other required documents.

1. What zone(s) are you submitting a response for?

Northern

Western

Concord

Central

Seacoast

Eastern

Nashua

2. Please enter your fixed fee for delivery for each full case. The winning vendor will add this fee to the midpoint of the Mostly High / Low price from the previous Thursday's Market Report from the Boston Terminal Market to calculate the final delivered case cost.

Fixed fee per case: \$4.95

3. Please describe your delivery schedule (order and delivery days and times) for the schools in the region(s) you are bidding:

Monday through Friday. Most deliveries should arrive by noon.

4. Describe the lead time on bid and non-bid precut items.

We request 24-hour notice for orders of precut items. Orders called in before 9:00AM will be ready for next-day delivery.

5. What is the availability of non-bid precut items and how is the pricing determined?

Non-bid precut items are available to any school that wants them. Pricing is determined as follows:

Raw product & packaging cost + Labor + Delivery + Profit

6. What is the availability of broken cases and how is the pricing determined?

Broken cases are available with few exceptions (e.g., broccoli crowns, baby spinach). Prices are determined as follows:

Half case cost = Case cost x 0.5 + \$1.50

Cost by each or pound = Case cost / # items per case x 0.65

7. What is your minimum delivery size in dollars?

\$25.00

8. Please describe your pickup and credit policy.

If an item needs to be returned, we will pick it up the following day and either replace the item or credit the original invoice. If an item is returned when the driver makes the delivery, we will credit the item on the invoice the same day.

Printed Name: Marc J. Saunders

Authorized Signature: Marc J Saunders

Company: M. Saunders, Inc.

Date: MAY 1, 2024

Vendor name: **M. Saunders, Inc.**
 Produce zone: Central

Item	Base pack size in lbs.	Your pack size in lbs.	Approx. usage by zone	Adjusted usage by zone	Fixed price per case	Extension	Vendor comment
Broccoli florets 5#	5	5	200	200	12.95	2,590.00	
Carrots, matchstick	5	5	75	75	7.95	596.25	
Cauliflower florets 5#	5	5	150	150	16.95	2,542.50	
Celery sticks 5#	5	5	225	225	9.95	2,238.75	
Cole slaw mix	5	5	175	175	5.95	1,041.25	
Lettuce, mesclun	10	10	100	100	8.95	895.00	
Lettuce, Arcadian mix	3	3	150	150	8.95	1,342.50	
Lettuce, romaine chopped	10	10	500	500	20.95	10,475.00	
Lettuce, romaine shredded	10	10	450	450	21.95	9,877.50	
Squash, butternut peeled	10	10	50	50	12.95	647.50	

Total for Central zone: 32,246.25

Vendor name: **M. Saunders, Inc.**

Produce zone: Concord

Item	Base pack size in lbs.	Your pack size in lbs.	Approx. usage by zone	Adjusted usage by zone	Fixed price per case	Extension	Vendor comment
Broccoli florets 5#	5	5	150	150	12.95	1,942.50	
Carrots, matchstick	5	5	75	75	7.95	596.25	
Cauliflower florets 5#	5	5	125	125	16.95	2,118.75	
Celery sticks 5#	5	5	180	180	9.95	1,791.00	
Cole slaw mix	5	5	160	160	5.95	952.00	
Lettuce, mesclun	10	10	75	75	8.95	671.25	
Lettuce, Arcadian mix	3	3	88	88	8.95	787.60	
Lettuce, romaine chopped	10	10	400	400	20.95	8,380.00	
Lettuce, romaine shredded	10	10	410	410	21.95	8,999.50	
Squash, butternut peeled	10	10	20	20	12.95	259.00	

Total for Concord zone: 26,497.85

Vendor name:

Produce zone:

Item	Base pack size in lbs.	Your pack size in lbs.	Approx. usage by zone	Adjusted usage by zone	Fixed price per case	Extension	Vendor comment
Broccoli florets 5#	5		200	200			
Carrots, matchstick	5		75	75			
Cauliflower florets 5#	5		150	150			
Celery sticks 5#	5		175	175			
Cole slaw mix	5		200	200			
Lettuce, mesclun	10		125	125			
Lettuce, Arcadian mix	3		200	200			
Lettuce, romaine chopped	10		650	650			
Lettuce, romaine shredded	10		400	400			
Squash, butternut peeled	10		65	65			

Total for Eastern zone:

Vendor name:

Produce zone:

Item	Base pack size in lbs.	Your pack size in lbs.	Approx. usage by zone	Adjusted usage by zone	Fixed price per case	Extension	Vendor comment
Broccoli florets 5#	5		50	50			
Carrots, matchstick	5		50	50			
Cauliflower florets 5#	5		75	75			
Celery sticks 5#	5		75	75			
Cole slaw mix	5		75	75			
Lettuce, mesclun	10		50	50			
Lettuce, Arcadian mix	3		50	50			
Lettuce, romaine chopped	10		200	200			
Lettuce, romaine shredded	10		125	125			
Squash, butternut peeled	10		20	20			

Total for Northern zone:

Vendor name: **M. Saunders, Inc.**
 Produce zone: Seacoast

Item	Base pack size in lbs.	Your pack size in lbs.	Approx. usage by zone	Adjusted usage by zone	Fixed price per case	Extension	Vendor comment
Broccoli florets 5#	5	5	200	200	12.95	2,590.00	
Carrots, matchstick	5	5	100	100	7.95	795.00	
Cauliflower florets 5#	5	5	175	175	16.95	2,966.25	
Celery sticks 5#	5	5	100	100	9.95	995.00	
Cole slaw mix	5	5	175	175	5.95	1,041.25	
Lettuce, mesclun	10	10	175	175	8.95	1,566.25	
Lettuce, Arcadian mix	3	3	225	225	8.95	2,013.75	
Lettuce, romaine chopped	10	10	650	650	20.95	13,617.50	
Lettuce, romaine shredded	10	10	450	450	21.95	9,877.50	
Squash, butternut peeled	10	10	75	75	12.95	971.25	

Total for Seacoast zone: 36,433.75

Vendor name:
 Produce zone: Western

Item	Base pack size in lbs.	Your pack size in lbs.	Approx. usage by zone	Adjusted usage by zone	Fixed price per case	Extension	Vendor comment
Broccoli florets 5#	5		200	200			
Carrots, matchstick	5		70	70			
Cauliflower florets 5#	5		150	150			
Celery sticks 5#	5		200	200			
Cole slaw mix	5		225	225			
Lettuce, mesclun	10		175	175			
Lettuce, Arcadian mix	3		190	190			
Lettuce, romaine chopped	10		675	675			
Lettuce, romaine shredded	10		500	500			
Squash, butternut peeled	10		70	70			

Total for Western zone:

Vendor name: **M. Saunders, Inc.**
 Produce zone: Nashua

Item	Base pack size in lbs.	Your pack size in lbs.	Approx. usage by zone	Adjusted usage by zone	Fixed price per case	Extension	Vendor comment
Broccoli florets 5#	5		300	300	12.95	3,885.00	
Carrots, matchstick	5		150	150	7.95	1,192.50	
Cauliflower florets 5#	5		200	200	16.95	3,390.00	
Celery sticks 5#	5		225	225	9.95	2,238.75	
Cole slaw mix	5		250	250	5.95	1,487.50	
Lettuce, mesclun	10		200	200	8.95	1,790.00	
Lettuce, Arcadian mix	3		250	250	8.95	2,237.50	
Lettuce, romaine chopped	10		800	800	20.95	16,760.00	
Lettuce, romaine shredded	10		600	600	21.95	13,170.00	
Squash, butternut peeled	10		100	100	12.95	1,295.00	

Total for Nashua zone: 47,446.25