



## **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

Central

Eastern

Western

Seacoast

Nashua

Concord

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: \$4.69

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

We deliver to each zone 2 out of 5 days per week between Monday and Friday. On a case by case basis, some school districts will be given an additional mid-week delivery day that will be agreed upon between the School Food Service Director and Native Maine

Native Maine will deliver between the hours of 6am-3pm.

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

There is no lead time on bid pre-cut or non-bid stocked pre-cut items. These are cut to order. The delivery days to us are Monday and Friday. Orders must be in to customer service (207-856-1100) by Wednesday for a Monday Delivery, and Friday for a Tuesday delivery. Orders must be in by 9 am.

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

This is a link to our "Grab 'n Go" list, which contains a list of our non-bid pre-cut items. Pricing is determined by market cost + labor + packaging + delivery + profit and then discounted 15% for NH schools.

[https://docs.google.com/spreadsheets/d/19-Q9YoIU46ZaabISlbc9RfL7LEKGIQB\\_xqt0R-8tg8E/edit#gid=1091409296](https://docs.google.com/spreadsheets/d/19-Q9YoIU46ZaabISlbc9RfL7LEKGIQB_xqt0R-8tg8E/edit#gid=1091409296)

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

Broken Cases are available for most produce cases. Schools will receive a list of all broken case items. half cases and pieces are charged at list price (market cost + labor + packaging + delivery + profit) with NO additional markup.

7. What is your minimum delivery size in dollars?

\$100

8. Please describe your pickup and credit policy.

Products are guaranteed to be Grade A top quality. Requests for credits are processed at time of delivery with the driver or within 5 days with customer service. Customer service will need an email (emailorders@nativeme.com) with a picture of the product, invoice #, and a short description of the issue.

Reece Christian Kneissler

Printed Name: \_\_\_\_\_

Authorized Signature: Reece Kneissler

Native Maine Produce, INC

Company: \_\_\_\_\_

5-14-24

Date: \_\_\_\_\_

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		225	225			
Cole slaw mix	5		175	175			
Lettuce, mesclun	10		100	100			
Lettuce, Arcadian mix	3		150	150			
Lettuce, romaine chopped	10		500	500			
Lettuce, romaine shredded	10		450	450			
Squash, butternut peeled	10		50	50			

**Total for Central zone:**

Vendor name: **Native Maine Produce**

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	3	150	250	8.29	2,072.50	
Carrots, matchstick	5	5	75	75	7.99	599.25	
Cauliflower florets 5#	5	3	125	208	12.49	2,602.08	
Celery sticks 5#	5	5	180	180	11.49	2,068.20	
Cole slaw mix	5	5	160	160	6.49	1,038.40	
Lettuce, mesclun	10	4	75	188	9.99	1,873.13	
Lettuce, Arcadian mix	3	3	88	88	11.49	1,011.12	
Lettuce, romaine chopped	10	12	400	333	26.49	8,830.00	
Lettuce, romaine shredded	10	5	410	820	9.99	8,191.80	
Squash, butternut peeled	10	10	20	20	16.19	323.80	

**Total for Concord zone: 28,610.28**

Vendor name: **Native Maine Produce**  
 Produce zone: Eastern

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	3	200	333	8.29	2,763.33	
Carrots, matchstick	5	5	75	75	7.99	599.25	
Cauliflower florets 5#	5	3	150	250	12.49	3,122.50	
Celery sticks 5#	5	5	175	175	11.49	2,010.75	
Cole slaw mix	5	5	200	200	6.49	1,298.00	
Lettuce, mesclun	10	4	125	313	9.99	3,121.88	
Lettuce, Arcadian mix	3	3	200	200	11.49	2,298.00	
Lettuce, romaine chopped	10	12	650	542	26.49	14,348.75	
Lettuce, romaine shredded	10	5	400	800	9.99	7,992.00	
Squash, butternut peeled	10	10	65	65	16.19	1,052.35	

**Total for Eastern zone: 38,606.81**

Vendor name: **Native Maine Produce**  
 Produce zone: Northern

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	3	50	83	8.29	690.83	
Carrots, matchstick	5	5	50	50	7.99	399.50	
Cauliflower florets 5#	5	3	75	125	12.49	1,561.25	
Celery sticks 5#	5	5	75	75	11.49	861.75	
Cole slaw mix	5	5	75	75	6.49	486.75	
Lettuce, mesclun	10	4	50	125	9.99	1,248.75	
Lettuce, Arcadian mix	3	3	50	50	11.49	574.50	
Lettuce, romaine chopped	10	12	200	167	26.49	4,415.00	
Lettuce, romaine shredded	10	5	125	250	9.99	2,497.50	
Squash, butternut peeled	10	10	20	20	16.19	323.80	

**Total for Northern zone: 13,059.63**

Vendor name: **Native Maine Produce**  
 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	3	200	333	8.29	2,763.33	
Carrots, matchstick	5	5	100	100	7.99	799.00	
Cauliflower florets 5#	5	3	175	292	12.49	3,642.92	
Celery sticks 5#	5	5	100	100	11.49	1,149.00	
Cole slaw mix	5	5	175	175	6.49	1,135.75	
Lettuce, mesclun	10	4	175	438	9.99	4,370.63	
Lettuce, Arcadian mix	3	3	225	225	11.49	2,585.25	
Lettuce, romaine chopped	10	12	650	542	26.49	14,348.75	
Lettuce, romaine shredded	10	5	450	900	9.99	8,991.00	
Squash, butternut peeled	10	10	75	75	16.19	1,214.25	

**Total for Seacoast zone: 40,999.88**

Vendor name: **Native Maine Produce**  
 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	3	200	333	8.29	2,763.33	
Carrots, matchstick	5	5	70	70	7.99	559.30	
Cauliflower florets 5#	5	3	150	250	12.49	3,122.50	
Celery sticks 5#	5	5	200	200	11.49	2,298.00	
Cole slaw mix	5	5	225	225	6.49	1,460.25	
Lettuce, mesclun	10	4	175	438	9.99	4,370.63	
Lettuce, Arcadian mix	3	3	190	190	11.49	2,183.10	
Lettuce, romaine chopped	10	12	675	563	26.49	14,900.63	
Lettuce, romaine shredded	10	5	500	1000	9.99	9,990.00	
Squash, butternut peeled	10	10	70	70	16.19	1,133.30	

**Total for Western zone: 42,781.03**



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		300	300			
Carrots, matchstick	5		150	150			
Cauliflower florets 5#	5		200	200			
Celery sticks 5#	5		225	225			
Cole slaw mix	5		250	250			
Lettuce, mesclun	10		200	200			
Lettuce, Arcadian mix	3		250	250			
Lettuce, romaine chopped	10		800	800			
Lettuce, romaine shredded	10		600	600			
Squash, butternut peeled	10		100	100			

**Total for Nashua zone:**