



Department of General Services  
Procurement Division  
707 Third Street, 2<sup>nd</sup> Floor  
West Sacramento, CA 95605-2811

State of California  
**CONTRACT NOTIFICATION**  
\*\*\*\*NON-MANDATORY\*\*\*\*

CONTRACT NUMBER:	05-08-89-15-S & -U
DESCRIPTION:	Miscellaneous Food Contract
CONTRACTOR(S):	SYSCO & US Foodservice
CONTRACT TERM:	November 25, 2008 through November 24, 2010
DISTRIBUTION LIST:	Statewide Institutions
STATE CONTRACT ADMINISTRATOR:	Dave Henning 916-375-4544 <a href="mailto:dave.henning@dgs.ca.gov">dave.henning@dgs.ca.gov</a>

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original signed  
Jim Butler, Deputy Director

Effective Date: **November 25, 2008**

## **SECTION 1 User Instructions**

### **1. OVERVIEW**

This Statewide Non-Mandatory Miscellaneous Food contract is awarded for two years with (3) 1 year available extensions, at the State's sole option. The contract pricing contains 90 day fixed pricing for core products. Upon the 91<sup>st</sup> day, the core priced items shall be incorporated into the fixed discount pricing for non-core products within this contract. The State makes no guarantee to quantities or dollar volume for this contract.

The awarded suppliers are as follows:

<b>Contract #</b>	<b>Product Categories</b>	<b>Vendor</b>
05-08-89-15-S	All Product Categories	SYSCO Food Services
05-08-89-15-U	All Product Categories	U S Foodservice

### **2. SCOPE**

Sysco & US Foodservice, within 24 hrs after receipt of purchase order, will confirm receipt of orders to agency and fill those orders within 3 days. The intent of this contract is to provide a wide variety of agency needs, including a wide spectrum of non-mandatory contract food products. Multiple contractors insure that best value and service in a competitive arena is afforded the State of California users. These user instructions apply to this two-year contract, and the requirements for the State of California and participating local agencies for Miscellaneous Food.

Delivery locations will be statewide, from border to border. These locations will include, but are not limited to: California Department of Corrections and Rehabilitation, Department of Developmental Services, California Highway Patrol, Veteran's Home, Mental Health Services, Emergency Medical Services, Department of Forestry, and Department of Education, as well as 2,000 local governmental agencies that have the option of utilizing this contract.

A local agency is a city, county, city and county, district, or other local governmental body or corporation empowered to expend public funds (Public Contract Code 10298), including the California State University (CSU) and University of California (UC) systems, K-12 schools, and community colleges.

### **3. CONTRACT USAGE/RULES**

#### **A. State Agency Users:**

Use of these contracts is **non-mandatory** for all State departments

- Ordering State departments must adhere to all applicable state laws, regulations, policies, best practices, and purchasing authority requirements, e.g. California Codes, Code of Regulations, State Administrative Manual, Management Memos, and Purchasing Authority Manual.

#### **B. Local Government Agency Users:**

- Local governmental agency use of these contracts is **optional**. While the State makes these contracts available to local governmental agencies, each local governmental agency should determine whether the contracts are consistent with its procurement policies and regulations. The above requirements and restrictions are not applicable to local government entities.

### C. USER ACCOUNT

- Contractors' customer service representatives must create various State and local government user accounts and assist all customers in the understanding of their computer network or information services. User accounts will include a user name, password, and default set of permissions.

## 4. ORDERING PROCEDURE

### A. ORDER NUMBER

Contractors shall issue unique business location order numbers to the users of these contracts.

### B. ORDERING PROCEDURE METHODS

There are four ordering methods available on this contract. State departments must submit a Purchasing Authority Purchase Order (Form STD 65) directly to the contractor, except when ordering electronically through the contractor's website or when placing orders by telephone, in which case the STD 65 must be completed to document the purchasing file. Local agencies must submit their own standard purchase order form directly to the contractor, except when ordering electronically through the contractor's website or when placing orders by telephone. Orders must provide the specific delivery address and the on-site agency contact and telephone number. Purchase order and billing code numbers are required for placement of all orders, including those paid by CAL-Card.

Contractor shall provide the following to each customer utilizing this contract:

1. A toll-free telephone number for State and local agencies to place telephone orders.
2. Telephoned orders shall be accepted between the hours of 7:00 AM and 4:00 P.M. (PST/PDT), Monday through Friday.
3. A toll-free fax number for State and local agencies to place facsimile orders. Fax orders must be accepted between the hours of 7:00 AM and 7:00 P.M. (PST/PDT), Monday through Friday.
4. Contractor must be able to receive orders by mail. See pages 14 thru 20 for local contractor contact to obtain mailing address for placing mail orders.
5. Contractor's Website: State departments and local agencies may place electronic orders through the contractors' websites (homepages). The contractors' systems shall be available twenty-four hours a day, seven days a week, for ordering products, except for regularly scheduled maintenance times. Homepages must comply with the following requirements:
  - a. State-specific current contract pricing for core & non-core (basket) items. The price shown will be the net price the State will be charged.
  - b. Detailed line item descriptions, including but not limited to name, color, size, standard package quantity and pictures when possible.
  - c. Recycled product content must be indicated using the recycle codes as outlined in Section 8, Exhibit 8.16 titled "Recycle Codes" and used in the Recycled Products Report.
  - d. "Shopping-cart" ordering capability.
  - e. Contractor's system must indicate and/or preclude the ordering of selected items where the ordering of those selected items conflicts with State policy. These items may include \*Prison Industry Authority (PIA) items and items available on other DGS/PD mandatory Statewide contracts.

- f. Contractor's system shall generate unique purchase order numbers.
- g. Contractor's system shall have the ability for ordering agencies to enter
  - Their own unique agency billing code number, department name
  - Their own purchase order number
  - Awarded contract number
  - Bill to and ship to address
  - Their own unique purchasing authority number

### **C. ORDER PLACEMENT**

Universal Resource Locator (URL) for the Internet/Web Based Home Page must be supplied to DGS-PD prior to the implementation of electronic ordering.

To access specific ordering information, click on the links below.

- Contract 05-08-89-15-S, [www.sysco.com](http://www.sysco.com) SYSCO Miscellaneous Food Contract Ordering system
- Contract 05-08-89-15-U, [www.usfood.com](http://www.usfood.com) , US FOODSERVICE Miscellaneous Food Contract Ordering system

### **D. ORDER RECEIPT ACKNOWLEDGEMENT/CONFIRMATION**

Contractor must provide the ordering agencies with an order receipt acknowledgment via e-mail, facsimile or generated by the contractor's ordering system within twenty-four (24) hours after receipt of an order. The acknowledgement will include:

1. Ordering agencies name
2. Description of goods and/or related products purchased
3. Purchase Order number
4. Total cost
5. Contractor shall work with the State to provide any other future requirements the State may deem necessary

### **E. EMERGENCY ORDER PROCEDURES**

Contractor(s) "Emergency Response and Delivery System" allows State and Local Governments to purchase any item that is offered in the contractors catalog and/ E-services system.

Contractor must provide toll-free, after hours, telephone number(s) and contact name(s) for placing emergency orders, and the ability to accept such orders 24 hours a day, seven (7) days a week.

Contractor(s) must provide food products, have the ability, capacity, and equipment to deliver emergency services for food. Orders that occur during an emergency such as (i.e. floods, fires, earthquakes, or other State or National disasters) shall be delivered to the designated site within an eight (8) hour time frame. Contractors shall provide the following for emergency food, services and supply provisions. (See Fixed Cost Tables, Category XI).

**Contractors shall provide as requested:**

- A customer service representative as needed to the emergency site for ordering and business correspondence
- A minimum of one refrigerated truck for food storage to designated site location for duration of emergency situation
- Delivered ordered food and supplies to any designated location within the State
- Maintain an inventory of food products available for a minimum of two (2) complete meals for 500 people at any given time
- Flexible food distribution system that can allow for any increase/decrease in the amount of food or supplies to be delivered daily

**F. CAL-CARD/CREDIT CARD**

State agencies may use the State's VISA credit card program (CAL-Card) to pay for orders. Using the CAL-Card for an LPA order does not relieve the department from executing a STD 65. Purchases executed on a STD 65 have a designated block to check to identify that payment will be made with the CAL-Card. Agencies must provide contractors with their agency billing code and a purchase order number when using CAL-Card. Contractors shall supply State agencies with itemized receipts at the time of purchase or delivery for all purchases made with CAL-Cards.

**G. CONTRACT COST FORMULA**

This contract is non-mandatory and has both core and non-core items. Core Items will be fixed priced for the first 90 days of the contract. On the 91<sup>st</sup> day those items will move into the non-core category baskets and be priced on a "product cost plus markup" basis. The cost plus percentage markup (see example) will stay in effect for the duration of the contract. Both contractors have been awarded this contract and it is in your best interest to determine product availability, delivery, pricing to satisfy your specific needs.

(Example: **Product Cost** (\$1.00) X 10% **Percentage Markup** = \$1.10 **Delivered Cost**)

- The minimum order on this contract is \$1000 per order (including core and non-core items).
- If a core or non-core item is available from Prison Industry Authority (PIA), you must purchase the item from PIA or get a waiver from PIA to allow purchase from these contracts.
- If a core item is available on a DGS/PD Mandatory Statewide contract, you must use that contract. Violators of this requirement may lose their Department Delegated Purchasing Authority.

**5. CONTRACT MANAGEMENT**

Both the State and the contractors have assigned contract managers as the single points of contact for problem resolution and related contract issues.

**State Contract Manager:**

Telephone:  
Facsimile:  
E-Mail:

Dave Henning  
DGS/Procurement Division  
(916) 375-4544  
(916) 375-4439  
[dave.henning@dgs.ca.gov](mailto:dave.henning@dgs.ca.gov)

## 6. GENERAL ADMINISTRATION

### A. INVOICING

Ordering Agencies may require separate invoicing, as specified by each ordering organization. The invoices must use the contractor's invoice that includes at a minimum their name, address and telephone number. The contractor will also issue invoices identifying, at a minimum, the components listed below:

1. State's contract number
2. Agency purchase order number
3. Agency billing code
4. Purchasing agency - delivery address of the order
5. Product(s) description
6. Manufacturer's product(s) number(s)
7. Product Price(s) per unit(s) and extended price
8. Quantities of merchandise issued
9. Date ordered
10. Date delivered
11. Listing of returns or back ordered items
12. Prompt payment discounts/Cash discounts, if applicable, shall be clearly indicated on each invoice as a written statement. (Samples: "Prompt Payment Discount: 1% 20 Days" or "Cash Discount 1% 20 Days")
13. Totals for each order. Each invoice shall have a total for all orders, a total for all credits, and amount due from each agency
14. All other discounts shall be applied at the subtotal level as applicable. This would include volume discount, online ordering, etc
15. Any other mutually agreed upon requirements the State may later deem necessary

### B. CUSTOMER INQUIRIES

Contractors' assigned customer service representatives shall respond to customer inquiries Monday thru Friday within one (1) business day of initial contact. These inquiries may include requests for product information; billing disputes; delivery disputes or problems; product returns; pricing information; adding or deleting account names, addresses and numbers; and requests for training.

### C. ADMINISTRATIVE FEES

DGS directly bills each State department and local agency an administrative fee for use of statewide contracts. (You may click on "DGS Price Book" at [www.dgs.ca.gov/publications](http://www.dgs.ca.gov/publications) for current fees). This fee is not included in the purchase order, nor invoiced by the contractor, and are not to be remitted by the department or local agency before invoices are received. A copy of all State department and local agency purchase orders must be sent to:

DGS – Procurement Division  
Attention: Data Entry  
P. O. Box 989052  
West Sacramento, CA 95798-9052

For inquiries regarding billing codes, local agencies should contact Marilyn Ebert at (916) 375-4400 ([marilyn.ebert@dgs.ca.gov](mailto:marilyn.ebert@dgs.ca.gov)).

It is very important that agencies promptly forward copies of any purchase order amendments to the above address to allow for adjustments to the administrative fees.

#### **D. PRODUCT RECALL PROCEDURES**

In the event of a product recall, contractor shall provide with the following:

- a. Notify every purchasing agency when the recall goes into effect.
- b. At the earliest stages of a potential recall, immediately notify the PD Contract Manager.
- c. Recalled products will be picked up, tested, destroyed or returned to the manufacturer at no expense to the State.

#### **E. DELIVERY COST**

All pricing is Freight on Board (F.O.B.) destination (freight prepaid by the contractors), to the ordering organization's receiving point. Responsibility and liability for loss or damage for all orders shall remain with the contractors until final inspection and acceptance, when all responsibility shall pass to the ordering organization, except the responsibility for latent defects, fraud, and the warranty obligations.

#### **F. DELIVERY TIME**

- Delivery of core & non-core items must occur by the close of business on the third calendar day following receipt of the order. When the third day falls on a Saturday, Sunday, or State holiday, the delivery shall take place on the next business day. All orders received by 2:00 p.m. (PST/PDT) will be considered as having been received on that date for delivery purposes. If a contractor fails to make prompt delivery of any item, the State has the right to purchase goods in the open market and the contractor will reimburse the difference to the State.
- Contractor(s) is requested to make deliveries in Los Angeles County, Orange County, San Bernardino Metropolitan Area and San Diego Metropolitan area during off-peak hours. Off-peak hours are 10:00 a.m. to 4:00 p.m.

#### **G. DELIVERY LOCATIONS**

- General: Deliveries are to be made to loading docks or receiving areas.
- Institutions: Deliveries may be made to loading docks or receiving areas inside secure institutional grounds that require prior clearances be made for all delivery drivers. Prior to making deliveries, contractors will be responsible for contacting secure locations (such as California Department of Corrections institutions) to obtain individual driver security clearance (number of days required for clearance varies), hours of operation for deliveries and service, dress code, and other rules of delivery. Deliveries that are delayed because drivers were not cleared to enter institutional grounds may cause a contractor loss of revenue and may be declared in default for non-delivery.

#### **H. RECURRING DELIVERIES**

An order may be placed requesting scheduled or recurring deliveries for any items.

**I. SHIPPED ORDERS**

Packages containing multiple products shall be clearly labeled as such. If the packing list is inside a box, that box must be identified. All shipped orders shall include:

- A packing list with pricing
- Quantity of items
- Indicate backordered items, unless the contractor has utilized a different method for backorder/out-of-stock notification
- Ordering organization's name
- Section or unit name
- Location (street address, building, floor, room number and zip code)
- Name of ordering person
- Purchase order number
- Number of cartons.

**J. PROMOTIONS**

Promotional prices shall be available under these contracts. Contractors must notify the State's Contract Manager of all sales promotions involving price reductions. This notification shall include:

- Starting and ending dates of the promotion;
- Products involved; and
- A comparison of promotional and previously authorized prices.

**SECTION 2 Cost Tables****7. FIXED COST TABLES**

<b>NON-CORE CATEGORY BASKETS</b>		
<b>05-08-89-15-S SYSCO PRODUCT BASKETS</b>		
<b>Category</b>	<b>Product Basket</b>	<b>Maximum Markup Percentage Allowed to Product Price</b>
1	GROCERY *	9.00 %
2	BEVERAGE *	9.00 %
3	FRUITS/VEGETABLES *	9.00 %
4	POULTRY *	7.00 %
5	PREPARED FOODS *	9.75 %
6	FISH/SEAFOOD *	6.50 %
7	EGGS *	7.00 %
8	PRODUCE *	8.50 %
9	MEATS *	7.00 %
10	DAIRY *	7.00 %
11	EMERGENCY*	28.00 %

<b>NON-CORE CATEGORY BASKETS</b>		
<b>05-08-89-15-U US FOODSERVICE PRODUCT BASKETS</b>		
<b>Category</b>	<b>Product Basket</b>	<b>Maximum Markup Percentage Allowed to Product Price</b>
1	GROCERY *	9.25 %
2	BEVERAGE *	9.25 %
3	FRUITS/VEGETABLES *	9.25 %
4	POULTRY *	7.00 %
5	PREPARED FOODS *	10.00 %
6	FISH/SEAFOOD *	7.00 %
7	EGGS *	7.00 %
8	PRODUCE *	11.50 %
9	MEATS *	7.00 %
10	DAIRY *	9.00 %
11	EMERGENCY*	18.00 %

Note \* Quality of Products shall be First Quality (Grade A, US No. 1, Select, etc)

8. 90 Day Fixed Cost Tables

The following tables 2 - 5 will be provided at fixed pricing for the first 90 days of this contract. Upon the 91<sup>st</sup> day, the core priced items will be incorporated into the fixed priced baskets for the remainder of the term.

<b>05-08-89-15-S SYSCO Core GROCERY TABLE 2</b>				
	Item Description	Manufacturer	Unit of Measure	Dist Price to State per Unit
1	Sherbert, Rainbow SS oz. Cup, Frozen (2/24/4 oz. per case) *	Blue Bunny	CASE	\$ 10.19
2	Mayonnaise/Dressing, FT/FR, (200 .44 oz per case) *	Kraft	CASE	\$ 13.81
3	I.C. Treats, stickless, 100% Vitamin C, (72/3 oz. per case) *	Good's	CASE	\$ 13.44
4	Food Thickener (25 lb. box) *	Hormel Health Lab	BOX	\$ 36.75
5	Food Thickener (100/6.5 gram packets per case) *	Hormel Health Lab	CASE	\$ 10.50
6	Chocolate Covered Bavarian Crème Filled Eclairs (48/ 2 oz per Case) *	Rich's	CASE	\$ 26.72
7	Cinnamon Roll <b>(84/4 oz. per case)</b> Ready to Bake *	Rich's.	CASE	\$ 24.77
8	Buttermilk Biscuit, Golden, unsalted (175/1 oz. per case)	General Mills	CASE	\$ 16.62
9	Cereal Bar, Nutri-Grain, Asst. Flavors, Lowfat (3/16/1.3 oz. per case) *	Kellogg's	CASE	\$ 15.86
10	Salted Roasted Peanut <b>(30 lb. case)</b> *	Azar 1/30lb	CASE	\$ 40.87

<b>05-08-89-15-U US FOODSERVICE Core GROCERY TABLE 2</b>				
	Item Description	Manufacturer	Unit of Measure	Dist Price to State per Unit
1	Sherbert, Rainbow SS oz. Cup, Frozen (2/24/4 oz. per cs.) *	Blue Bunny	CASE	\$ 9.84
2	Mayonnaise/Dressing, FT/FR, (200 .44 oz per case) *	Kraft	CASE	\$ 13.51
3	I.C. Treats, stickless, 100% Vitamin C, (72/3 oz. per case) *	Goodsourc	CASE	\$ 12.40
4	Food Thickener (25 lb. box) *	Thick & Easy	BOX	\$ 38.23
5	Food Thickener (100/6.5 gram packets per case) *	Thick & Easy	CASE	\$ 11.70
6	Chocolate Covered Bavarian Crème Filled Eclairs (48/ 2 oz per Case) *	Rich's	CASE	\$ 26.18
7	Cinnamon Roll <b>(48/3.5 oz. per case)</b> *	Awrey's	CASE	\$ 31.47
8	Buttermilk Biscuit, Golden, unsalted (175/1 oz. per case)	Pillsbury	CASE	\$ 17.60
9	Cereal Bar, Nutri-Grain, Asst. Flavors, Lowfat (3/16/1.3 oz. per case) *	Kellogg's	CASE	\$ 16.76
10	Salted Roasted Peanut <b>(25 lb. case)</b> *	Packer	CASE	\$ 22.12

Note \* Quality of Products shall be First Quality (Grade A, US No. 1, Select, etc)

Note: **Bolded** items denote differences as to quantity, weight, etc.

## 8. 90 Day Fixed Cost Tables (cont)

<b>05-08-89-15-S SYSCO</b>		<b>Core</b>	<b>BEVERAGE TABLE 3</b>	
	Item Description	Manufacturer	Unit of Measure	Dist Price to State per Unit
1	Juice, Prune, 100% Ctn (70 / 4 oz per case) *	Sun Cup	CASE	<b>\$ 11.55</b>
2	Juice, Cranberry 15% Ctn (70 / 4 oz per case) *	Sun Cup	CASE	<b>\$ 10.29</b>
3	Juice, Orange 100% Ctn (70 / 4 oz per case) *	Sun Cup	CASE	<b>\$ 9.03</b>
4	Juice, Apple 100% Ctn (70 / 4 oz per case) *	Sun Cup	CASE	<b>\$ 9.08</b>
5	Juice, Grape 100% Ctn (70 / 4 oz per case) *	Sun Cup	CASE	<b>\$ 9.61</b>
6	Juice, Vegetable, V-8 100% (12/46 oz per case)	Campbell	CASE	<b>\$ 21.48</b>
7	Tea, Iced 8.5:1 liquid (2.5 gallon per case) *	Nestea	CASE	<b>\$ 27.98</b>
8	Juice, Lemon individual (200 / 4g packs per case)	Portion Pac	CASE	<b>\$ 5.50</b>
9	Tea, Iced Unsweetened Plst 11:1 Liquid (4 / 1 gal per case) *	Lyon's Magnus	CASE	<b>\$ 22.00</b>
10	Tea, Iced, Lemon, Sugar Free (900/1 oz.. Per case) *	Bernard	CASE	<b>\$ 45.15</b>

<b>05-08-89-15-U US FOODSERVICE</b>		<b>Core</b>	<b>BEVERAGE TABLE 3</b>	
	Item Description	Manufacturer	Unit of Measure	Dist Price to State per Unit
1	Juice, Prune, 100% Ctn (72 / 4 oz per case) *	Ardmore Farms	CASE	<b>\$ 10.71</b>
2	Juice, Cranberry 15% Ctn (72 / 4 oz per case) *	Ardmore Farms	CASE	<b>\$ 8.47</b>
3	Juice, Orange 100% Ctn (72 / 4 oz per case) *	Ardmore Farms	CASE	<b>\$ 8.19</b>
4	Juice, Apple 100% Ctn (72/ 4 oz per case) *	Ardmore Farms	CASE	<b>\$ 7.37</b>
5	Juice, Grape 100% Ctn (72 / 4 oz per case) *	Ardmore Farms	CASE	<b>\$ 7.92</b>
6	Juice, Vegetable, V-8 100% (12/46 oz per case)	Campbell	CASE	<b>\$ 21.58</b>
7	Tea, Iced 8.5:1 liquid (2.5 gallon per case) *	Nestea	CASE	<b>\$ 27.20</b>
8	Juice, Lemon individual (200 / 4g packs per case)	US Blue	CASE	<b>\$ 4.82</b>
9	Tea, Iced Unsweetened Plst 11:1 Liquid (4 / 1 gal per case) *	Thirs-Tea	CASE	<b>\$ 20.99</b>
10	Tea, Iced, Lemon, Sugar Free (900/1 oz.. Per case) *	Bernard	CASE	<b>\$ 42.68</b>

Note \* Quality of Products shall be First Quality (Grade A, US No. 1, Select, etc)

## 8. 90 Day Fixed Cost Tables (cont)

<b>05-08-89-15-S</b>		<b>SYSCO</b>	<b>Core</b>	<b>FRUITS &amp; VEGETABLES TABLE 4</b>	
	Item Description	Manufacturer	Unit of Measure	Dist Price to State per Unit	
1	Tomato Paste (6 #10 cans per case) *	SYSCO	CASE	<b>\$ 25.02</b>	
2	Tomatoes, Diced (6 #10 cans per case) *	SYSCO	CASE	<b>\$ 14.08</b>	
3	Tomato Puree (6 #10 cans per case) *	SYSCO	CASE	<b>\$ 15.26</b>	
4	Fruit Cocktail, in light syrup or juice (6 #10 cans per case) *	SYSCO	CASE	<b>\$ 25.04</b>	
5	Corn, Whole Kernel (6 #10 cans per case) *	SYSCO	CASE	<b>\$ 20.23</b>	
6	Applesauce, Unsweetened, in Juice (6 #10cans per case)	SYSCO	CASE	<b>\$ 24.82</b>	
7	Beans, Refried Vegetarian Whole Dry (6 / 29.77 oz per case) *	Casa Solana	CASE	<b>\$ 15.83</b>	
8	Tomatoes, Whole (6 #10 cans per case)	SYSCO	CASE	<b>\$ 12.84</b>	
9	Peaches, Sliced, in light syrup or juice (6 #10 cans per case) *	SYSCO	CASE	<b>\$ 22.60</b>	
10	Pineapple Tidbits, in juice (6 #10 cans per case) *	Dole	CASE	<b>\$ 26.69</b>	

<b>05-08-89-15-U</b>		<b>US FOODSERVICE</b>	<b>Core</b>	<b>FRUITS &amp; VEGETABLES TABLE 4</b>	
	Item Description	Manufacturer	Unit of Measure	Dist Price to State per Unit	
1	Tomato Paste (6 #10 cans per case) *	Packer	CASE	<b>\$ 20.98</b>	
2	Tomatoes, Diced (6 #10 cans per case) *	Harvest Val	CASE	<b>\$ 14.34</b>	
3	Tomato Puree (6 #10 cans per case) *	US Blue	CASE	<b>\$ 15.21</b>	
4	Fruit Cocktail, in light syrup or juice (6 #10 cans per case) *	Monarch	CASE	<b>\$ 24.96</b>	
5	Corn, Whole Kernel (6 #10 cans per case) *	Packer	CASE	<b>\$ 20.75</b>	
6	Applesauce, Unsweetened, in Juice (6 #10cans per case)	US Blue	CASE	<b>\$ 19.94</b>	
7	Beans, Refried Vegetarian Whole Dry (6 / 29.77 oz per case) *	Santiago	CASE	<b>\$ 19.30</b>	
8	Tomatoes, Whole (6 #10 cans per case)	Harvest Val	CASE	<b>\$ 12.77</b>	
9	Peaches, Sliced, in light syrup or juice (6 #10 cans per case) *	Packer	CASE	<b>\$ 21.51</b>	
10	Pineapple Tidbits, in juice (6 #10 cans per case) *	Packer	CASE	<b>\$ 21.80</b>	

Note \* Quality of Products shall be First Quality (Grade A, US No. 1, Select, etc)

## 8. 90 Day Fixed Cost Tables (cont)

<b>05-08-89-15-S</b>		<b>SYSCO</b>	<b>Core</b>	<b>POULTRY TABLE 5</b>	
	Item Description	Manufacturer	Unit of Measure	Dist Price to State per Unit	
1	Turkey Breast, Skinless, Low Salt (4/4-5 lb. per case) *	Jennie-O	LB	\$ 2.91	
2	Ham Turkey Deli, Cured (2/6-7 lb. per case) *	Jennie-O	LB	\$ 1.60	
3	Turkey, Breast, White Meat (2/9-10 lb. per case) *	Foster Farms	LB	\$ 2.40	
4	Chicken, Oven Roasted, Sliced (160/2/1 oz. per case) *	Good Source	CASE	\$ 36.33	
5	Chicken, White, Diced, Frozen .75" (2/5 lb. per case) *	Brakebush	CASE	\$ 35.91	
6	Bologna, Turkey, Refrigerated (2/5-6 lb per case)	Foster Farms/Sysco	LB	\$ 1.10	
7	Chicken, Breast Filet, 3 oz. (52/3 oz. per case) *	ADVANCE	CASE	\$ 29.12	
8	Chicken, Leg, Whole, No Back, IQF (48/6.3 oz. per case) *	Tyson/Sysco	CASE	\$ 28.13	
9	Chicken, White, Diced, Cooked, Frozen .50" (10 lb. case) *	Pilgrims Pride	CASE	\$ 30.31	
10	Turkey, Breast, Low Sodium, Roasted (6/2 lb. per case) *	Foster Farms	LB	\$ 3.35	

<b>05-08-89-15-U</b>		<b>US FOODSERVICE</b>	<b>Core</b>	<b>POULTRY TABLE 5</b>	
	Item Description	Manufacturer	Unit of Measure	Dist Price to State per Unit	
1	Turkey Breast, Skinless, Low Salt (4/4-5 lb. per case) *	Jennie-O	LB	\$ 3.05	
2	Ham Turkey Deli, Cured (2/6-7 lb. per case) *	Patuxent	LB	\$ 1.41	
3	Turkey, Breast, White Meat (2/9-10 lb. per case) *	Patuxent	LB	\$ 1.70	
4	Chicken, Oven Roasted, Sliced (160/2 oz. per case) *	Harvest Farms	CASE	\$ 32.10	
5	Chicken, White, Diced, Frozen .75" (2/5 lb. per case) *	Tyson	CASE	\$ 36.27	
6	Bologna, Turkey, Refrigerated (2/5-6 lb per case)	Jennie-O	LB	\$ 1.10	
7	Chicken, Breast Filet, 3 oz. (52/3 oz. per case) *	Patuxent	CASE	\$ 33.54	
8	Chicken, Leg, Whole, No Back, IQF (48/6 oz. per case) *	Patuxent	CASE	\$ 27.71	
9	Chicken, White, Diced, Cooked, Frozen .50" (10 lb. case) *	Tyson	CASE	\$ 30.50	
10	Turkey, Breast, Low Sodium, Roasted (6/2 lb. per case) *	Hormel	CASE	\$ 45.43	

Note \* Quality of Products shall be First Quality (Grade A, US No. 1, Select, etc)

**9. VOLUME DISCOUNT COST TABLE**

<b>Volume Discount Cost Table 6</b>		
<b>Supplier: 05-08-89-15-S SYSCO</b>		
<b>Volume Discount (Per Delivery)</b>		
<b>Quarterly Volume</b>	<b>Units of Measure</b>	<b>Discount off Percentage Over Distributed Cost (%)</b>
400 - 800 Cases (Half Truck Load)	<b>Case</b>	<b>0.50%</b>
801+ Cases (Full Truck Load)	<b>Case</b>	<b>1.00%</b>

Note: Agencies are encouraged to consolidate items to meet the minimum order amount and take advantage of volume discounts. Case quantities in the ranges described above can further reduce cost to your agency.

<b>Volume Discount Cost Table 6</b>		
<b>Supplier: 05-08-89-15-U US FOODSERVICE</b>		
<b>Volume Discount (Per Delivery)</b>		
<b>Quarterly Volume</b>	<b>Units of Measure</b>	<b>Discount off Percentage Over Distributed Cost (%)</b>
400 - 800 Cases (Half Truck Load)	<b>Case</b>	<b>0.50%</b>
801+ Cases (Full Truck Load)	<b>Case</b>	<b>1.00%</b>

Note: Agencies are encouraged to consolidate items to meet the minimum order amount and take advantage of volume discounts. Case quantities in the ranges described above can further reduce cost to your agency.

**SECTION 3 Contractor Contacts**

The contract managers for SYSCO & US Foodservice are specified below:

**SYSCO Food Services Contacts:**

Contract: 05-08-89-15-S Miscellaneous Food Contract Single Point of Contact  
 Contractor: SYSCO Food Services  
 Contract Manager: Russ McCann  
 Telephone: (916) 569-7026  
 Facsimile: (909) 383-8626  
 E-Mail: [mccann.russ@sac.sysco.com](mailto:mccann.russ@sac.sysco.com)  
 General Website: [www.syscosac.com](http://www.syscosac.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
 Contractor: SYSCO Food Services of **Sacramento**  
 Contract Manager: Dena Walker **CCC, HDSP, CHP, CMF- M, CMF- D, NCW, PBSP, CSP-SAC, CSP-Sol,**  
 Telephone: (916) 569-7273  
 Facsimile: (877) 569-2897  
 E-Mail: [walker.dena@sac.sysco.com](mailto:walker.dena@sac.sysco.com)  
 General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
 Contractor: SYSCO Food Services of **Central California**  
 Contract Manager: Don Ruiz **MCSP, NCYCC, ASP, Preston, RA McGee**  
 Telephone: (559) 288-4274  
 Facsimile: (209) 449-1503  
 E-Mail: [ruiz.don@centralca.sysco.com](mailto:ruiz.don@centralca.sysco.com)  
 General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
 Contractor: SYSCO Food Services of **Central California**  
 Contract Manager: Jerry Clark **Porterville Dev Ctr**  
 Telephone: (559) 359-0532  
 Facsimile: (559) 539-3189  
 E-Mail: [clark.jerry@centralca.sysco.com](mailto:clark.jerry@centralca.sysco.com)  
 General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
 Contractor: SYSCO Food Services of **Central California**  
 Contract Manager: Linda Clement **CCWF, DVI, SCC, CSH, CSP, CSATF, VSPW, PVSP**  
 Telephone: (209) 491-7233  
 Facsimile: (209) 491-7224  
 E-Mail: [clement.linda@centralca.sysco.com](mailto:clement.linda@centralca.sysco.com)  
 General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
 Contractor: SYSCO Food Services of **San Francisco**  
 Contract Manager: Mark Lewis **Deaf Fremont**  
 Telephone: (510) 882-8669  
 Facsimile: (510) 226-3488  
 E-Mail: [lewis.mark@sfo.sysco.com](mailto:lewis.mark@sfo.sysco.com)  
 General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **San Francisco**  
Contract Manager: Pat O'Shea **CTF-Soledad, SVSP**  
Telephone: (408) 697-6530  
Facsimile: (510) 226-3488  
E-Mail: [oshea.pat@sfo.sysco.com](mailto:oshea.pat@sfo.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **San Francisco**  
Contract Manager: Rusty Rice **Napa State Hosp**  
Telephone: (707) 541-4578  
Facsimile: (707) 557-4713 or 707-226-3488  
E-Mail: [rice.rusty@sfo.sysco.com](mailto:rice.rusty@sfo.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **San Francisco**  
Contract Manager: David Rose **SQSP**  
Telephone: (415) 807-6020  
Facsimile: (510) 226-3488  
E-Mail: [rose.david@sfo.sysco.com](mailto:rose.david@sfo.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **San Francisco**  
Contract Manager: D. Panopoulos **Sonoma Dev Ctr,**  
Telephone: (707) 493-0762  
Facsimile: (510) 226-3488  
E-Mail: [panopoulos.d@sfo.sysco.com](mailto:panopoulos.d@sfo.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **San Francisco**  
Contract Manager: Mario Mariano **Veterans Home - Yountville**  
Telephone: (707) 541-5725  
Facsimile: (510) 226-3488  
E-Mail: [mariano.mario@sfo.sysco.com](mailto:mariano.mario@sfo.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **San Diego**  
Contract Manager: Paul Kirby **Calapatria, Centinela, CVSP, ISP**  
Telephone: (760) 562-6271  
Facsimile: (858) 668-1508  
E-Mail: [kirby.paul@sd.sysco.com](mailto:kirby.paul@sd.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **San Diego**  
Contract Manager: Mike Oka **R J Donovan**  
Telephone: (858) 254-5237  
Facsimile: (858) 668-1502  
E-Mail: [oKa.michael@sd.sysco.com](mailto:oKa.michael@sd.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Los Angeles**  
Contract Manager: Dennis Burns **CIM, CIW, CRC, SCW, H.G. Stark**  
Telephone: (951) 515-2067  
Facsimile: (909) 594-9065  
E-Mail: [burns.dennis@la.sysco.com](mailto:burns.dennis@la.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Los Angeles**  
Contract Manager: Debbie Logan **Deaf - RVSD**  
Telephone: (951) 704-0516  
Facsimile: (951) 677-9435  
E-Mail: [logan.debbie@la.sysco.com](mailto:logan.debbie@la.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Los Angeles**  
Contract Manager: Craig Jackson **Fairview**  
Telephone: (714) 585-4430  
Facsimile: (714) 995-2449  
E-Mail: [jackson.craig@la.sysco.com](mailto:jackson.craig@la.sysco.com)  
General Website: [www.syscosac.com](http://www.syscosac.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Los Angeles**  
Contract Manager: Kurt Kellogg **Lanterman**  
Telephone: (909) 717-9170  
Facsimile: (909) 594-9065  
E-Mail: [kellogg.kurt@la.sysco.com](mailto:kellogg.kurt@la.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Los Angeles**  
Contract Manager: Gaereth Hughes **Metro State Hosp**  
Telephone: (909) 815-9864  
Facsimile: (909) 902-9509  
E-Mail: [hughes.gaereth@la.sysco.com](mailto:hughes.gaereth@la.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Los Angeles**  
Contract Manager: Drew Ammerman **Patton State Hosp**  
Telephone: (951) 347-7657  
Facsimile: (951) 780-4727  
E-Mail: [ammerman.drew@la.sysco.com](mailto:ammerman.drew@la.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Los Angeles**  
Contract Manager: Hector Saucedo **SRCC**  
Telephone: (562) 713-2671  
Facsimile: (310) 287-2155  
E-Mail: [saucedo.hector@la.sysco.com](mailto:saucedo.hector@la.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Ventura**  
Contract Manager: Chris Jelly **Atascadero**  
Telephone: (805) 701-4490  
Facsimile: (805) 205-7012  
E-Mail: [jelly.chris@ventura.sysco.com](mailto:jelly.chris@ventura.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Ventura**  
Contract Manager: Chris Johnston **CCI**  
Telephone: (805) 205-0883  
Facsimile: (805) 205-7012  
E-Mail: [johnston.chris@ventura.sysco.com](mailto:johnston.chris@ventura.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Ventura**  
Contract Manager: Don Christl **CMC**  
Telephone: (805) 205-7810  
Facsimile: (805) 205-7012  
E-Mail: [christl.don@ventura.sysco.com](mailto:christl.don@ventura.sysco.com)  
General Website: [www.syscosac.com](http://www.syscosac.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Ventura**  
Contract Manager: Warren McDaniel **KVSP, NKSP, WSP**  
Telephone: (661) 333-0968  
Facsimile: (805) 205-7012  
E-Mail: [mcdaniel.warren@ventura.sysco.com](mailto:mcdaniel.warren@ventura.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Ventura**  
Contract Manager: Vicky Carlyle **CSP-LAC**  
Telephone: (661) 472-2866  
Facsimile: (805) 205-7012  
E-Mail: [carlyle.vicky@ventura.sysco.com](mailto:carlyle.vicky@ventura.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

Contract: 05-08-89-15-S Miscellaneous Food Contract Area Representative  
Contractor: SYSCO Food Services of **Ventura**  
Contract Manager: Gil Castaneda **Ventura School**  
Telephone: (805) 415-8444  
Facsimile: (805) 205-7012  
E-Mail: [castaneda.gil@ventura.sysco.com](mailto:castaneda.gil@ventura.sysco.com)  
General Website: [www.sysco.com](http://www.sysco.com)

**Remit To Addresses for SYSCO California Distribution Centers:**

**Sysco San Diego**

P.O. Box 509101  
San Diego, CA 92150-9101

**Sysco Central California**

P.O. Box 729  
Modesto, CA 95353-0729

**SYSCO Ventura**

P.O. Box 432  
Oxnard, CA 93032-0432

**SYSCO Los Angeles**

File # 3980  
Los Angeles, CA 90074-3980

**SYSCO San Francisco**

P.O. Box 5019  
Fremont, CA 94537

**SYSCO Sacramento**

P.O. Box 138007  
Sacramento, CA 95813-8007

**US Foodservice Contacts:**

Contract: 05-08-89-15-U Miscellaneous Food Contract Single Point of Contact  
 Contractor: U.S. Foodservice  
 Contract Manager: Beth Zirzow  
 Telephone: (800) 682-1228 Ext 510  
 Facsimile: (925) 606-3591  
 E-Mail: [beth.zirzow@usfood.com](mailto:beth.zirzow@usfood.com)

Contract: 05-08-89-15-U Miscellaneous Food Contract  
 Contractor: U.S. Foodservice (**Livermore**) **ASP, CMF, CSP Corcoran, CSATF,**  
 Contract Manager: Chris Amsden **CSP Sac, CSP Sol, CHP, CCWF, Coalinga, CTF,**  
 Telephone: (800) 682-1228 ext 545 **KVSP, MCSP, NKSP, NCYCC, NCW,**  
 Facsimile: (925) 606-3514 **PBSP, PVSP, Preston, RA McGee, SVSP,**  
 E-Mail: [chris.amsden@usfood.com](mailto:chris.amsden@usfood.com) **SQSP, SCC, VSPW, WSP**  
 Mailing Address: 300 Lawrence Drive  
 Livermore, CA 94551

Contract: 05-08-89-15-U Miscellaneous Food Contract  
 Contractor: U.S. Foodservice (**Livermore**) **Napa State, Veterans Home**  
 Contract Manager: Rebecca Rowe  
 Telephone: (800) 682-1228 ext 589  
 Facsimile: (925) 606-3514  
 E-Mail: [rebecca.rowe@usfoods.com](mailto:rebecca.rowe@usfoods.com)  
 Mailing Address: 300 Lawrence Drive  
 Livermore, CA 94551

Contract: 05-08-89-15-U Miscellaneous Food Contract  
 Contractor: U.S. Foodservice (**Livermore**) **Sonoma Dev Ctr**  
 Contract Manager: Rose Hildreth  
 Telephone: (800) 682-1228 ext 270  
 Facsimile: (925) 709-1488  
 E-Mail: [rose.hildreth@usfoods.com](mailto:rose.hildreth@usfoods.com)  
 Mailing Address: 300 Lawrence Drive  
 Livermore, CA 94551

Contract: 05-08-89-15-U Miscellaneous Food Contract  
 Contractor: U.S. Foodservice (**Livermore**) **Deaf Fremont**  
 Contract Manager: Mike Garcia  
 Telephone: (800) 682-1228 ext 455  
 Facsimile: (925) 606-3514  
 E-Mail: [mike.garcia@usfoods.com](mailto:mike.garcia@usfoods.com)  
 Mailing Address: 300 Lawrence Drive  
 Livermore, CA 94551

Contract: 05-08-89-15-U Miscellaneous Food Contract  
Contractor: U.S. Foodservice (**Livermore**) **Porterville Dev Ctr**  
Contract Manager: Steve Holtkamp  
Telephone: (800) 682-1228 ext 442  
Facsimile: (559) 276-1940  
E-Mail: [steve.holtkamp@usfoods.com](mailto:steve.holtkamp@usfoods.com)  
Mailing Address: 300 Lawrence Drive  
Livermore, CA 94551

Contract: 05-08-89-15-U Miscellaneous Food Contract  
Contractor: U.S. Foodservice (**Corona**) **CCI, CIM, CIW, CRC, CSP LAC, Calapatria,**  
Contract Manager: Emily Hess **Centinela, HG Stark, ISP, RJ Donovan, SCW,**  
Telephone: (800) 888-3147 ext 8740 **SYCRCC**  
Facsimile: (951) 582-8961  
E-Mail: [emily.hess@usfood.com](mailto:emily.hess@usfood.com)  
Mailing Address: 1283 Sherborn St. Ste 102  
Corona, CA 92879

Contract: 05-08-89-15-U Miscellaneous Food Contract  
Contractor: U.S. Foodservice (**Corona**) **Deaf RVSD, Fairview Dev, Metro State**  
Contract Manager: Shanti Stappas **Patton State, Lanterman Dev Ctr,**  
Telephone: (800) 888-3147 ext 8758  
Facsimile: (951) 582-8961  
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Mailing Address: 1283 Sherborn St. Ste 102  
Corona, CA 92879

Contract: 05-08-89-15-U Miscellaneous Food Contract  
Contractor: U.S. Foodservice (**Los Angeles**) **Atascadero, CMC, Ventura School**  
Contract Manager: Jay Coons  
Telephone: (800) 379-5633 ext 6806  
Facsimile: (714) 670-3760  
E-Mail: [jay.coons@usfood.com](mailto:jay.coons@usfood.com)  
Mailing Address: 15155 Northam Street  
La Mirada, CA 90638