

| Line # | Description | QTY | UOM | PARTIAL AWARD Interstate Gourmet Coffee Roasters, Inc. Unit Price | PARTIAL AWARD Sysco Lincoln Unit Price | Line # | PARTIAL AWARD Sysco Lincoln |
|--------|---|-----|-----|--|--|--------|--------------------------------|
| 1 | Coffee Blended Ground Regular Grind Coffee, blended, ground and packaged in plico-film or polyethylene lined bags. Regular grind, Folgers #6149 or equivalent. Case Pack 36 #/ per case | 148 | CS | \$117.49 | 64.45 | | |
| | Brand: | | | Boston's Best | Clavo | | |
| | Pack Size Bidding: | | | 24-16oz | 6/2# | | |
| | Price per 6 oz. Serving: | | | \$0.0458 | 0.0503 | | |
| | Dilution Ratio: | | | 1.5oz = 60oz | 1.5oz = 60oz | | |
| | Yield Factor: | | | 15360oz | 7.680 oz | | |
| 2 | Coffee Blended Ground Decaffeinated Coffee, blended, ground and packaged in plico-film or polyethylene lined bags. Decaffeinated, Sara Lee #60569 or equivalent. Case Pack 24 #/ per case | 90 | CS | \$125.49 | 68.78 | | |
| | Brand: | | | Boston's Best | Clavo | | |
| | Pack Size Bidding: | | | 24-16oz | 6/2# | | |
| | Price per 6 oz. Serving: | | | \$0.0490 | 0.0537 | | |
| | Dilution Ratio: | | | 1.5oz = 60oz | 1.5oz = 60oz | | |
| | Yield Factor: | | | 15360oz | 7.680 oz | | |
| 3 | Coffee Premium Regular Coffee, premium blend - Nescafe, Nestles #41415 or equivalent. | 100 | CS | \$188.67 | 154.58 | | |
| | Brand: | | | Boston's Best | Nescafe | | |
| | Pack Size Bidding: | | | 12-8oz | 5/14oz | | |
| | Price per 6 oz. Serving: | | | \$0.0951 | 0.1069 | | |
| | Dilution Ratio: | | | 1 case = 11,897oz | 14oz = 1,735oz | | |
| | Yield Factor: | | | 11,897oz | 8.675 oz | | |
| 4 | Coffee Premium Decaffeinated Coffee, premium blend decaffeinated - Nescafe, Nestles #41416 or equivalent. | 40 | CS | \$188.67 | 157.50 | | |
| | Brand: | | | Boston's Best | Nescafe | | |
| | Pack Size Bidding: | | | 12-8oz | 5/14oz | | |
| | Price per 6 oz. Serving: | | | \$0.0951 | 0.1089 | | |
| | Dilution Ratio: | | | 1 case = 11,897oz | 14oz = 1,735oz | | |
| | Yield Factor: | | | 11,897oz | 8.675 oz | | |
| 5 | Coffee Blended Ground Bagged Coffee, blended regular, ground and packaged in plico-film or polyethylene lined bags. Folgers #06102 or equivalent. Case Pack 24-14 oz per Case | 111 | CS | \$148.00 | 100.58 | | |
| | Brand: | | | Boston's Best Premium | Folgers | | |
| | Pack Size Bidding: | | | 48-6oz | 30/5.4oz | | |
| | Price per 6 oz. Serving: | | | \$0.0481 | 0.0523 | | |
| | Dilution Ratio: | | | 6oz = 384oz | 5.4oz = 384oz | | |
| | Yield Factor: | | | 18,432oz | 11,320 oz | | |
| 6 | Coffee Instant Decaffeinated Coffee, Instant, Decaffeinated, Tasters Choice - Nestles #66488 or equivalent. Individual Packets. Case Pack 6/100cs or 10/100/cs | 9 | CS | \$98.00 | 81.45 | | |
| | Brand: | | | Interstate Gourmet | Tasters | | |
| | Pack Size Bidding: | | | 1-1000 | 6/80ct | | |
| | Price per 6 oz. Serving: | | | \$0.098 | 0.1905 | | |
| | Dilution Ratio: | | | 1 packet = 1 serving | 1pk = 1 cup | | |
| | Yield Factor: | | | 1000 cups | 480 cups | | |
| 7 | Coffee 100% Columbian Grind Coffee, 100% Columbian Grind, S & D #26650 or equivalent. Case Pack 120/1,75 oz/cs Brand: | 8 | CS | \$115.20 | 71.21 | | |
| | Brand: | | | Boston's Best | Clavo | | |

| Line # | Description | QTY | UOM | Interstate Gourmet Coffee Roasters, Inc Unit Price | Sysco Lincoln Unit Price | Line # | Sysco Lincoln |
|--------|---|-----|-----|---|--|--------|---|
| 7 | Pack Size Bidding: Price per 6 oz. Serving: Dilution Ratio: Yield Factor: | | | 160-1.5oz \$0.072 1.5oz = 60oz 9600oz | 961.5oz 0.0741 1.5oz = 60oz 5,760 oz | | |
| 8 | Coffee frozen Liquid Regular Coffee, frozen Liquid, Regular. Vitality # 100765 or equivalent. Any equivalent product bid must indicate their percentage of solids and their dilution ratio and are subject to taste demonstration and per cup ratio. Brand: Pack Size Bidding: Price per 6 oz. Serving: Dilution Ratio: Yield Factor: | 763 | CS | X 80.7 Nescafe 2/2 Ltr 0.0651 54-1 7,436.0z | | 8B | 100.10 Vitality 3/1.75 Ltr 0.0614 54-1 9768.0z |
| 9 | Coffee frozen Liquid Decaffeinated Coffee, frozen Liquid, Decaffeinated, Vitality # 100756 or equivalent. Any equivalent product bid must indicate their percentage of solids and their dilution ratio and are subject to taste demonstration and per cup ratio. Case Pack 2/2 liters/case Brand: Pack Size Bidding: Price per 6 oz. Serving: Dilution Ratio: Yield Factor: | 200 | CS | X 84.65 Nescafe 2/2 Ltr 0.0683 54-1 7,436.0z | | 9B | 111.92 Vitality 3/1.75 Ltr 0.0688 54-1 9768 |
| 10 | Coffee Frozen Liquid 100% Colombian Coffee, frozen Liquid, 100% Colombian, regular. #1 quality beans from Excelesio Region. Vitality #105256 or equivalent. Any equivalent product bid must indicate their percentage of solids and their dilution ratio and are subject to taste demonstration and per cup ratio. Case Pack 3/1.75 liters/case Brand: Pack Size Bidding: Price per 6 oz. Serving: Dilution Ratio: Yield Factor: | 60 | CS | X 80.7 Nescafe 2/2 Ltr 0.0651 54-1 7,436.0z | | 10B | 113.45 Vitality 3/1.75 Ltr 0.0697 54-1 9768.0z |
| 11 | Tea Spray Dried Instant Decaffeinated Tea, Spray dried Instant, Lipton #21131 or equivalent. Case Pack 12/2 oz Brand: Pack Size Bidding: Price per 6 oz. Serving: Dilution Ratio: Yield Factor: | 195 | CS | X 26.05 Nestea 50/1 gal 0.0244 1 pk = 128oz 6,400.0z | | | |
| 12 | Tea Brewer's Pack, Regular Lipton #00140 or equivalent Case Pack 24/3 oz/pk/gcs Brand: Pack Size Bidding: Price per 6 oz. Serving: Dilution Ratio: Yield Factor: | 42 | CS | \$22.52 Boston's Best 32.5oz \$0.041 3oz = 38.6oz 12,288 | 23.50 House Recipe 32.5oz 0.0114 3oz = 38.4oz 12,288.0z | | |
| 13 | Tea Bag Decaffeinated Individual Tea Bags, Nestles #44100 or equivalent. Case Pack 5/100/cs Brand: Pack Size Bidding: | 52 | CS | \$33.24 Blomley 5/100 | 35.00 Nestea 5/100 ct | | |

| Line # | Description | QTY | UOM | Interstate Gourmet Coffee Roasters Inc | Sysco Lincoln | Line # | Sysco Lincoln |
|--------|---|-------|-----|--|---------------|--------|---------------|
| | Price per 6 oz. Serving: | | | Unit Price | Unit Price | | |
| | Dilution Ratio: | | | 1 individual bag = 1 cup | 1 pk = 1 cup | | |
| | Yield Factor: | | | 500 cups | 500 cups | | |
| 14 | Tea Bag Orange Pekoe Individual Tea bags, Individual, Orange Pekoe, Lipton #00291 or equivalent. Case Pack 10/100/cs | 20 | CS | \$35.00 | 40.38 | | |
| | Brand: | | | Boston's Best | House Recipe | | |
| | Pack Size Bidding: | | | 10/100 | 10/100 ct | | |
| | Price per 6 oz. Serving: | | | \$0.035 | 0.0403 | | |
| | Dilution Ratio: | | | 1 Bag = 1 cup | 1 pk = 1 cup | | |
| | Yield Factor: | | | 1000 cups | 1,000 cups | | |
| 15 | Tea Bag Regular Individual Premium Iced Tea Bags, Red Diamond #19980 or equivalent. Case Pack 96/1 oz/cs | 731 | CS | \$16.93 | 19.16 | | |
| | Brand: | | | Boston's Best | House Recipe | | |
| | Pack Size Bidding: | | | 96-1oz | 96/1oz | | |
| | Price per 6 oz. Serving: | | | 0.0082 | 0.0093 | | |
| | Dilution Ratio: | | | 1oz = 128oz | 1 oz = 128 oz | | |
| | Yield Factor: | | | 12,288oz | 12,288 oz | | |
| 16 | Tea Unsweetened Decaffeinated Tea decaffeinated liquid unsweetened 4/1 gallon dispenser packs. Vitality #10519 or equivalent. Yields 24 Gallons per case. Fits into dispenser machine provided by the supplier. Case Pack 4/1 gallon. | 400 | CS | X | 21.91 | 16B | 60.34 |
| | Brand: | | | | Vitality | | House Recipe |
| | Pack Size Bidding: | | | | 4/1 gal | | 2/1.5 gal |
| | Price per 6 oz. Serving: | | | | 0.0427 | | 0.0589 |
| | Dilution Ratio: | | | | 5-1 | | 15-1 |
| | Yield Factor: | | | | 3,072 oz | | 6,144 oz |
| 17 | Ice Tea Mix Bag In a Box Ice Tea Mix, Bag-in-a-box. Vitality #101523 or equivalent. Case Pack 3-5 gal | 1,043 | CS | X | 37.38 | | |
| | Brand: | | | | Sunkist | | |
| | Pack Size Bidding: | | | | 3 gal | | |
| | Price per 6 oz. Serving: | | | | 0.0486 | | |
| | Dilution Ratio: | | | | 11-1 | | |
| | Yield Factor: | | | | 4,608 oz | | |
| 18 | Hot Chocolate, Nestles #45960 or equivalent. Case Pack 12/1.75#/cs | 70 | CS | \$36.00 | 65.18 | | |
| | Brand: | | | Boston's Best | ChaiVo | | |
| | Pack Size Bidding: | | | 6-2LB | 12/2# | | |
| | Price per 6 oz. Serving: | | | \$0.1875 | 0.1454 | | |
| | Dilution Ratio: | | | 1cs = 1097oz | 2# = 224 oz | | |
| | Yield Factor: | | | 1152oz | 2,688 oz | | |
| 19 | Cocoa Mix, Nestles #426475 or equivalent. Case Pack 6/50 ct/cs | 2 | CS | \$84.00 | 53.73 | | |
| | Brand: | | | Swiss Miss | ChaiVo | | |
| | Pack Size Bidding: | | | 8/60ct | 6/50ct | | |
| | Price per 6 oz. Serving: | | | \$0.175 | 0.1791 | | |
| | Dilution Ratio: | | | 1pk = 1 cup | 1pk = 1 cup | | |
| | Yield Factor: | | | 480 cups | 300 cups | | |

| Line # | Description | QTY | UOM | Interstate Gourmet Coffee Roasters, Inc. Unit Price | Sysco Lincoln Unit Price | Line # | Sysco Lincoln |
|--------|---|-----|-----|--|--|--------|---------------|
| 20 | Cappuccino Variety Flavor Cappuccino, French Vanilla flavor and variety flavors. Sara Lee #75473 or equivalent. Please indicate flavors. Case Pack 2/6# bags/cs | 73 | CS | \$34.09 Boston's Best 6-2LB \$0.1311 4g/10oz 1560oz | 34.64 Clavo 6/2# 0.1546 2# - 224 oz 1,344 oz | | |
| 21 | Drink Mix Drink mix, Diamond Crystal #50788 or equivalent (grape, lemonade, orange, punch, pink lemonade) yields 2 gal per package. Case Pack 12/26 oz cans/cs | 118 | CS | | 18.14 Diamond Crystal 12/18oz 0.0354 1pk = 2 gal 3,072 oz | | |
| 22 | Sweetened Drink mix, Artificially sweetened assorted flavors. Diamond Crystal #50623 or equivalent. (cherry, grape, lemon, orange, punch) Each package yields 2 gallons. | 172 | CS | | 31.66 Sahara Burst 12/1.24oz 0.0618 1pk = 2 gal 3,072 oz | | |
| 23 | Orange Juice 100% Concentrate Orange Juice, 100% Concentrate, Bag-in-a-Box Vitality #103707 or equivalent. Case Pack 3 - 5 gallon | 677 | CS | | 59.54 Sunkist 3 gal 0.1861 4-1 1,920 oz | | |
| 24 | Orange Juice 50% Concentrate Orange Juice, 50% Concentrate, Bag-in-a-box. Vitality #104135 or equivalent. Case Pack 3 - 5 gallon | 360 | CS | | 47.21 Sunkist 3 gal 0.1475 4-1 1,920 oz | | |
| 25 | Apple Juice 35% Concentrate Apple Juice, 35% Concentrate, Bag-in-a-box. Vitality #810006 or equivalent. Case Pack 3 - 5 gallon | 820 | CS | | 38.11 Sunkist 3 gal 0.1191 4-1 1,920 oz | | |
| 26 | Cranapple Juice 35% Concentrate Cranapple Juice, 35% Concentrate, Bag-in-a-box. Vitality #810005 or equivalent. Case Pack 3 - 5 gallon. | 720 | CS | | 47.06 Vitality | | |

| Line # | Description | QTY | UOM | Interstate Gourmet Coffee Roasters, Inc. Unit Price | Sysco Lincoln Unit Price | Line # | Sysco Lincoln |
|--------|--|-----|-----|---|--------------------------|--------|---------------|
| | Pack Size Bidding: | | | | 3 gal | | |
| | Price per 6 oz. Serving: | | | 0.1471 | | | |
| | Dilution Ratio: | | | 4:1 | | | |
| | Yield Factor: | | | 1.920 oz | | | |
| 27 | Pineapple Juice 35% Concentrate, Bag-in-a-box. Vitality #810002 or equivalent. | 570 | CS | X | 35.83 | | |
| | Case Pack 3 - 5 gallon | | | | | | |
| | Brand: | | | | Sunkist | | |
| | Pack Size Bidding: | | | | 3 gal | | |
| | Price per 6 oz. Serving: | | | 0.1119 | | | |
| | Dilution Ratio: | | | 4:1 | | | |
| | Yield Factor: | | | 1.920 oz | | | |
| | Grape Juice 35% Concentrate, Bag-in-a-box. Vitality #101627 or equivalent. | 795 | CS | X | 34.49 | | |
| | Case Pack 3 - 5 gallon | | | | | | |
| | Brand: | | | | Sunkist | | |
| | Pack Size Bidding: | | | | 3 gal | | |
| | Price per 6 oz. Serving: | | | 0.1077 | | | |
| | Dilution Ratio: | | | 4:1 | | | |
| | Yield Factor: | | | 1.920 oz | | | |
| | Orange-Drink, 0% Juice, Vit Fortified, Bag-in-a-box. Sweetened with Sugar, (no artificial Sweeteners). Vitality #101627 or equivalent. | 37 | CS | X | 38.76 | | |
| | Case Pack 3 - 5 gallon | | | | | | |
| | Brand: | | | | Vitality | | |
| | Pack Size Bidding: | | | | 5 gal | | |
| | Price per 6 oz. Serving: | | | 0.0227 | | | |
| | Dilution Ratio: | | | 15:1 | | | |
| | Yield Factor: | | | 10.240 | | | |
| | Fruit Punch 0% Juice | 84 | CS | X | 31.25 | | |
| | Fruit Punch, 0% Juice, Vit Fortified, Bag-in-a-box. Sweetened with Sugar, (no artificial Sweeteners). Vitality #2101 or equivalent. | | | | | | |
| | Case Pack 3 - 5 gallon | | | | | | |
| | Brand: | | | | Vitality | | |
| | Pack Size Bidding: | | | | 5 gal | | |
| | Price per 6 oz. Serving: | | | 0.0183 | | | |
| | Dilution Ratio: | | | 15:1 | | | |
| | Yield Factor: | | | 10240 oz | | | |
| | Lemon Drink 0% Juice | 56 | CS | X | 26.05 | | |
| | Lemon drink, 0% Juice, Vit Fortified, Bag-in-a-box. Sweetened with Sugar, (no artificial Sweeteners). Vitality #104740 or equivalent. | | | | | | |
| | Case Pack 3 - 5 gallon | | | | | | |
| | Brand: | | | | Vitality | | |
| | Pack Size Bidding: | | | | 5 gal | | |
| | Price per 6 oz. Serving: | | | 0.0407 | | | |
| | Dilution Ratio: | | | 5:1 | | | |
| | Yield Factor: | | | 3840 oz | | | |
| | Express Pack Orange Juice | 235 | CS | X | 64.79 | | |
| | Vitality #141117 or equivalent. | | | | | | |
| | Case Pack 3/3 liter | | | | | | |
| | Brand: | | | | Sunkist | | |
| | Pack Size Bidding: | | | | 3/3 Liter | | |
| | Price per 6 oz. Serving: | | | 0.2557 | | | |
| | Dilution Ratio: | | | 4:1 | | | |
| | Yield Factor: | | | 1,520 oz | | | |

| # | Description | QTY | UOM | Interstate Gourmet Coffee Roasters Inc. Unit Price | Sysco Lincoln Unit Price | # | Sysco Lincoln |
|----|--|-----|-----|--|--------------------------------|---|---------------|
| 33 | Express Pack Lemonade Vitality #141129 or equivalent Case Pack 3/3 liter | 5 | CS | X | 65.02 Sunkist 3/3 Liter | | |
| | Brand: | | | | 0.2137 5.1 | | |
| | Pack Size Bidding: | | | | 1,825.02 | | |
| | Price per 6 oz. Serving: | | | | | | |
| | Dilution Ratio: | | | | | | |
| | Yield Factor: | | | | | | |
| | Express Pack Apple Juice Vitality #141133 or equivalent. Case Pack 3/3 liter | 105 | CS | X | 60.84 Sunkist 3/3 liter | | |
| | Brand: | | | | 0.2001 5.1 | | |
| | Pack Size Bidding: | | | | 1,825.02 | | |
| | Price per 6 oz. Serving: | | | | | | |
| | Dilution Ratio: | | | | | | |
| | Yield Factor: | | | | | | |
| | Express Pack Grape Juice Vitality #141115 or equivalent. Case Pack 3/3 liter | 75 | CS | X | 43.14 Sunkist 3/3 Liter | | |
| | Brand: | | | | 0.1418 5.1 | | |
| | Pack Size Bidding: | | | | 1,825.02 | | |
| | Price per 6 oz. Serving: | | | | | | |
| | Dilution Ratio: | | | | | | |
| | Yield Factor: | | | | | | |
| | Express Pack Cranberry Juice Vitality #141134 or equivalent. Case Pack 3/3 liter | 103 | CS | X | 59.04 Sunkist 3/3 Liter | | |
| | Brand: | | | | 0.2331 4.1 | | |
| | Pack Size Bidding: | | | | 1,520.02 | | |
| | Price per 6 oz. Serving: | | | | | | |
| | Dilution Ratio: | | | | | | |
| | Yield Factor: | | | | | | |
| | Grape Juice 100% Juice 6.75 oz., 4 X 10 pack Juice Bowl #90210 or equivalent | 50 | CS | X | 24.66 Sahara Burst | | |
| | Brand: | | | | 48/5.5oz 5.137/5.5oz | | |
| | Pack Size Bidding: | | | | 1 can - 1 serve 48 servings | | |
| | Price per 6 oz. Serving: | | | | | | |
| | Dilution Ratio: | | | | | | |
| | Yield Factor: | | | | | | |
| | Apple Juice 100% Juice 6.75 oz., 4 X 10 pack Juice Bowl #90125 or equivalent | | | X | 25.36 Sahara Burst | | |
| | Brand: | | | | 48/5.5oz 5283/5.5oz | | |
| | Pack Size Bidding: | | | | 1 can - 1 serve 48 servings | | |
| | Price per 6 oz. Serving: | | | | | | |
| | Dilution Ratio: | | | | | | |
| | Yield Factor: | | | | | | |
| | Orange Juice 100% Juice 6.75 oz., 4 X 10 pack Juice Bowl #90125 or equivalent | 50 | CS | X | 25.08 Jahana Burst | | |
| | Brand: | | | | 48/5.5oz 5225/5.5oz | | |
| | Pack Size Bidding: | | | | 1 can - 1 serve 48 servings | | |
| | Price per 6 oz. Serving: | | | | | | |
| | Dilution Ratio: | | | | | | |
| | Yield Factor: | | | | | | |
| | Payment Terms: | | | 0.30 | 0.4 week | | 0.4 week |
| | Delivery Days ARO: | | | 7 | 2 | | 2 |

Buyer: Julie Dabysdeen

4178 OF Beverage Products

Opening Date: 12/05/12

| Line # | Description | QTY | UOM | Interstate Gourmet Coffee Roasters Inc Unit Price | Sysco Lincoln Unit Price | # | Sysco Lincoln |
|--------|---|-----|-----|--|-----------------------------|---|---------------|
| | Beverage Products | | | | | | |
| | Additional comments and explanations of our bid. | | | | | | |

No Bid: The Thompson Company

Line 8 Pack change due to the current equipment being obsolete. We can no longer purchase some of the parts for those machines. We will gradually change out the equipment with the new V-Café machines. Picture of new V-Café is enclosed.
Pricing on the 3/1.75 Ltr will remain at the same price as last year.
New 2/2 Ltr is 100% Columbian

Line 9 Pack change due to the current equipment being obsolete. We can no longer purchase some of the parts for those machines. We will gradually change out the equipment with the new V-Café machines. Picture of new V-Café is enclosed.
Pricing on the 3/1.75 Ltr will remain at the same price as last year.
New 2/2 Ltr is 100% Columbian

Line 10 Pack change due to the current equipment being obsolete. We can no longer purchase some of the parts for those machines. We will gradually change out the equipment with the new V-Café machines. Picture of new V-Café is enclosed.
Pricing on the 3/1.75 Ltr will remain at the same price as last year.
New 2/2 Ltr is 100% Columbian

Line 11 This product has been discontinued by the manufacturer. The proposed replacement product has been submitted in it place.

Line 16 This product will only be available while the equipment holds out. It is obsolete and we can no longer purchase some of the parts. We will gradually change out the equipment with the new TCC1 dispensers. Picture of new TCC1 is enclosed.
Pricing for the new product has been included under line 16B.

Additional Information

Sunkist is a brand that is produced by Vitality and is the same as your current products. Some of the pack sizes may vary.

Award Explanation:

Line 12 was awarded to both vendors.