



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.



**CANTEEN
Correctional
Services**

38 Pond Street
Suite 308
Franklin, MA 02038
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sean.mahoney@compass-usa.com

April 28, 2008

Mr. John Abbott
Buyer
Department of Administration, Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

Re: RFQ RJC632 - Commissary and Food Service

Dear Mr. Abbott:

Canteen Correctional Services is proud to submit our proposal for the professional management of the food and commissary services for West Virginia Regional Jails.

Canteen Correctional Services has provided quality food and commissary services for the corrections industry for over 30 years.

Our commitment to your staff and to the inmates is to deliver a quality food and commissary service program, which includes good food, properly trained staff, fiscal responsibility and efficient response, while maintaining safety and security.

Canteen Correctional Services' programs are built upon a solid foundation of operating systems, controls and strong local management, relating to the American Correctional Association Standards for Food Service.

As you review the proposal before you, we ask that you pay close attention to the superior level of local support and excellent references that Canteen Correctional Services has to offer. Fancy proposals and the lowest price have little meaning if a qualified team is not part of the plan to attain our mutual goals of security and no inmate disruptions.

We welcome any questions you may have and we look forward to an early and favorable reply as we sincerely wish to serve the West Virginia Regional Jails. I can be reached at (508) 520-4334 if you have any questions. I am authorized to commit Canteen Correctional Services to this proposal.

Sincerely,

Sean C. Mahoney
Chief Financial Officer

PRIME BID

WEST VIRGINIA REGIONAL JAIL & CORRECTIONAL FACILITY AUTHORITY FOOD SERVICE PRICE SHEET

<u>Number of Inmate Meals Served Daily at all Regional Jail Facilities Combined</u>	<u>Price Per Meal Served</u>
Below 3500	\$1.060
3500 – 3600	\$1.049
3600 – 3700	\$1.038
3700 – 3800	\$1.027
3800 – 3900	\$1.010
3900 – 4000	\$1.007
4000 – 4100	\$0.998
4100 – 4200	\$0.989
Over 4200	\$0.981

Price Bid Evaluation will be based upon the 3800 – 3900 range.

PRIME BID

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WV REGIONAL JAIL & CORRECTIONAL FACILITY AUTHORITY COMMISSARY MARKET BASKET

PRICING: The following is a sample market basket listing of products offered through the Commissary. This price list will be used to evaluate the pricing structure proposed by the Vendor. This West Virginia Regional Jail and Correctional Facility Authority may request product samples to be submitted on a no charge basis for evaluation of quality. In the event the Regional Jail Authority returns product samples, it shall be at the vendor's expense. If a vendor does not make arrangements for the return of the product samples within 10 days after notification from the Regional Jail Authority, the Authority may dispose of the product samples. Please provide unit price for each items listed below:

FOOD ITEMS:		WITH TAX	WITHOUT TAX
Peanut Butter Crackers	1.5 oz	\$0.38	\$0.37
Snickers Bars	2.07 oz	\$0.70	\$0.67
Reese Cups	1.5 oz	\$0.70	\$0.67
M&M Peanuts	1.74 oz	\$0.70	\$0.67
Granola Bar	1.5 oz	\$0.45	\$0.43
Mrs Freshleys Honey Bun	5 oz	\$0.80	\$0.77
Mrs Freshleys Cup Cake	4 oz	\$0.80	\$0.77
Frito Lay BBQ Chips	1 oz bag	\$0.45	\$0.43
Frito Lay Cheetos	1 oz bag	\$0.45	\$0.43
Frito Lay Nachos	1 oz bag	\$0.45	\$0.43
Cherry Drink Mix	Ind Serving	\$0.25	\$0.24
Orange Drink Mix	Ind Serving	\$0.25	\$0.24
Hot Cocoa	Ind Serving	\$0.25	\$0.24
	Subtotal	\$6.63	\$6.36

HEALTH & BEAUTY:

Regular Shampoo	12 oz	Brand: <u>VO5</u>	\$1.35	\$1.27
Conditioner	12 oz	Brand: <u>VO5</u>	\$1.50	\$1.42
Ladies Deodorant	2 oz	Brand: <u>Speed Stick</u>	\$1.45	\$1.37
Mens Deodorant	2 oz	Brand: <u>Lander</u>	\$1.45	\$1.37
Close-Up Toothpaste	4 oz		\$1.65	\$1.56
Cocoa Butter Lotion	20 oz	Brand: <u>Perfect Purity</u>	\$1.50	\$1.42
Relaids	12 Tablets		\$0.70	\$0.66
Dial Soap	3.5 oz		\$1.00	\$0.94
Halls Cough Drops	9 drops		\$0.75	\$0.71
	Subtotal		\$11.35	\$10.71

PRIME BID

CLOTHING:

Mens Boxer	XL	\$1.70	\$1.60
T-Shirts	XL	\$2.15	\$2.03
	Subtotal	\$3.85	\$3.63

MISC:

Envelopes (5 pk)	4 1/8 X 9.5	\$0.25	\$0.24
Golf Pencil		\$0.06	\$0.06
Pocket Dictionary		\$0.55	\$0.52
	Subtotal	\$0.86	\$0.82
	COMMISSARY TOTAL:	\$22.69	\$21.52

Bids will be evaluated per the following:

Price per meal indicated in the 3800 – 3900 range	\$1.010
*Total Commissary (w/Tax) Market Basket:	\$22.69
Grand Total:	\$23.700

*Commissary Total with Tax will be used for evaluation purposes

Note: Please refer to the following pages for additional notes on quoted prices



CANTEEN Correctional Services

PRICING NOTES FOR RJC632

Canteen has provided our most competitive bid numbers based on the required food service price sheet and commissary market basket - thus leading to our most competitive Grand total figure. We attribute the fact that the proposed food service pricing is slightly higher than current levels to the new requirement for mandatory staffing levels, which was not a part of the previous projects. We feel that the staffing requirements are accurate. Because Canteen strictly follows specification requirements when preparing bids, the added labor/employee benefits costs, and recent surges in food and fuel costs, has caused our proposed food service pricing to fluctuate slightly higher than current levels. However, on a positive note, this does provide for the solid quality all-around program the Agency expects and deserves.

WHERE CAN YOU GO FROM HERE?

If awarded this bid, Canteen remains committed to further negotiating the pricing submitted for the two services so that the State of West Virginia can realize a balance that might better suit their needs. In other words, the two services impact the budget differently - meal pricing is a direct cost to the State, while commissary item pricing is borne by the inmates. In order to demonstrate this, we have provided an alternate bid/scenario for your review that provides for a reduction in meal pricing, coupled with increased pricing on some of the commissary items sold to the inmates. THIS WOULD APPEAR TO BE A BETTER DEAL FOR THE STATE as direct budget savings would be realized in food services, and yet the inmates will still pay prices for goods that would not be viewed by anyone as excessive - with the same stable commission returns.

Please refer to the following pages for the Alternate Bid pricing scenario.

ALTERNATE BID

WEST VIRGINIA REGIONAL JAIL & CORRECTIONAL FACILITY AUTHORITY FOOD SERVICE PRICE SHEET

**Number of Inmate Meals Served Daily
at all Regional Jail Facilities Combined**

Price Per Meal Served

Below 3500	\$0.955
3500 – 3600	\$0.945
3600 – 3700	\$0.935
3700 – 3800	\$0.928
3800 – 3900	\$0.917
3900 – 4000	\$0.913
4000 – 4100	\$0.906
4100 – 4200	\$0.899
Over 4200	\$0.893

Price Bid Evaluation will be based upon the 3800 – 3900 range.

ALTERNATE BID

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WV REGIONAL JAIL & CORRECTIONAL FACILITY AUTHORITY COMMISSARY MARKET BASKET

PRICING: The following is a sample market basket listing of products offered through the Commissary. This price list will be used to evaluate the pricing structure proposed by the Vendor. This West Virginia Regional Jail and Correctional Facility Authority may request product samples to be submitted on a no charge basis for evaluation of quality. In the event the Regional Jail Authority returns product samples, it shall be at the vendor's expense. If a vendor does not make arrangements for the return of the product samples within 10 days after notification from the Regional Jail Authority, the Authority may dispose of the product samples. Please provide unit price for each items listed below:

FOOD ITEMS:		WITH TAX	WITHOUT TAX
Peanut Butter Crackers	1.5 oz	\$0.65	\$0.63
Snickler Bars	2.07 oz	\$0.75	\$0.72
Reese's Cups	1.5 oz	\$0.75	\$0.72
M&M Peanuts	1.74 oz	\$0.75	\$0.72
Granola Bar	1.5 oz	\$0.50	\$0.48
Mrs Freshleys Honey Bun	5 oz	\$0.95	\$0.91
Mrs Freshleys Cup Cake	4 oz	\$0.95	\$0.91
Frito Lay BBQ Chips	1 oz bag	\$0.50	\$0.48
Frito Lay Cheetos	1 oz bag	\$0.50	\$0.48
Frito Lay Nachos	1 oz bag	\$0.50	\$0.48
Cherry Drink Mix	Ind Serving	\$0.29	\$0.28
Orange Drink Mix	Ind Serving	\$0.29	\$0.28
Hot Cocoa	Ind Serving	\$0.29	\$0.28
	Subtotal	\$7.67	\$7.37
 HEALTH & BEAUTY:			
Regular Shampoo	12 oz Brand: VO5	\$2.60	\$2.45
Conditioner	12 oz Brand: VO5	\$2.50	\$2.36
Ladies Deodorant	2 oz Brand: Speed Stick	\$2.75	\$2.59
Mens Deodorant	2 oz Brand: Lander	\$2.75	\$2.59
Close-Up Toothpaste	4 oz	\$1.65	\$1.56
Cocoa Butter Lotion	20 oz Brand: Perfect Purity	\$2.50	\$2.36
Rolaids	12 Tablets	\$0.80	\$0.75
Dial Soap	3.5 oz	\$1.40	\$1.32
Halls Cough Drops	9 drops	\$0.75	\$0.71
	Subtotal	\$17.70	\$16.69

ALTERNATE BID

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CLOTHING:

Mens Boxer	XL	\$3.33	\$3.14
T-Shirts	XL	\$4.36	\$4.11
	Subtotal	<u>\$7.69</u>	<u>\$7.25</u>

MISC:

Envelopes (5 pk)	4 1/8 X 9.5	\$0.30	\$0.28
Golf Pencil		\$0.10	\$0.09
Pocket Dictionary		\$2.87	\$2.71
	Subtotal	<u>\$3.27</u>	<u>\$3.08</u>

COMMISSARY TOTAL: \$36.33 \$34.39

Bids will be evaluated per the following:

Price per meal indicated in the 3800 - 3900 range \$0.917

*Total Commissary (w/Tax) Market Basket: \$36.33

Grand Total: \$37.247

*Commissary Total with Tax will be used for evaluation purposes