



**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.

\*\*\*



March 19, 2009

Bay Valley Foods has the following capabilities and abilities to satisfy the services to be performed as outlined in Section II of the Request for Quote.

Bay Valley Foods currently produces in the Nature's Goodness® brand several varieties and container sizes of infant fruits, vegetables, and meats including 5 – 2.5oz strained fruits, 11 – 4oz strained fruits, 5 – 2.5oz strained vegetables, 7 – 4oz strained vegetables, 1 – 6oz strained vegetable, and 3 – 2.5 oz strained meats.

Bay Valley Foods has a dedicated production/demand planning and inventory control team in place to ensure adequate product is available for all of our Customers. Our current production capabilities allow for a capacity of 34 – 35 million 12 pack cases per year.

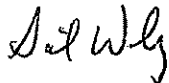
Bay Valley Foods has a committed sales and marketing team in place to work to gain distribution in WIC approved retailers that do not currently carry Nature's Goodness® products. Bay Valley Foods does not currently have 100% distribution for Nature's Goodness® in all retail stores. If awarded the Bid, the Infant Feeding team would request a list of WIC approved retailers from each State in order to ensure the WIC approved Nature's Goodness® products are in distribution in adequate supply. The Bay Valley Foods Infant Feeding team would then aggressively seek to gain distribution for all WIC approved items in all WIC approved retailers for each State. The Bay Valley Food sales team will also work with local brokers to ensure that retail outlets have an adequate supply of Nature's Goodness® WIC approved items on shelf in order to service the number of infants requiring these products.

Bay Valley Foods will notify all State WIC Programs in advance of any Nature's Goodness® wholesale price changes (increases/decreases) so that each State WIC Program can take the appropriate actions needed to be ready by the effective change date.

Bay Valley Foods has the personnel in place to submit a separate rebate check to each of the State WIC Programs as invoices are received for each of the States.

If awarded the bid Bay Valley Foods will work diligently to ensure that all general requirements and tasks as outlined in the Request for Quote shall be performed.

Sincerely,



Dave Weisberg  
Sr. Director, Customer Development  
Bay Valley Foods

25

**Bid Sheet**  
**Due 3/19/2009 1:30 PM EST**  
**Infant Foods Rebate System**

Bidder's Name: Bay Valley Foods

Address: 1080 River Avenue

Pittsburgh, PA 15212

Contact Person and Telephone Number: Devin Halko 412-442-0352

**SECTION I CERTIFICATION**

This certifies that this company or companies is (are) able to supply the infant foods as required by this Request for Quotes. That the person signing this document is authorized to bind the company or companies to the bid. And that all requirements and conditions of the Contract and amendment are acceptable.

**SECTION II REBATE AMOUNT (carried to three decimal places)**

**A. Infant Foods - Fruits, Vegetables & Meats - Seven Mainland States**

1. The highest wholesale cost of the offered infant fruits/vegetables/meats for the seven (7) mainland States participating is \$0.265 per ounce.
2. The rebate amount for infant fruits/vegetables/meats for these states is \$0.020 per ounce authorized

**B. Infant Foods - Fruits, Vegetables & Meats - Puerto Rico & Virgin Islands**

1. The highest wholesale cost of the offered infant fruits/vegetables/meats, for Puerto Rico and Virgin Islands, is \$0.265 per ounce.
2. The rebate amount for infant fruits/vegetables/meats for Puerto Rico & Virgin Islands is \$0.020 per ounce authorized

<u>Dale W. Ly</u>	<u>David C. Weisberg</u>	<u>3-19-09</u>
Bidder's Representative	Name and Title	Date
	<u>Senior Director - Customer Development</u>	

2/18/2009

# Nature's Goodness Product Descriptions For WIC Bid



Product	UPC Case Code	UPC Item Code	Pack Size	Product Dim. L x W x H	Case Dim. L x W x H	Case Wgt	Case Cube	Cases/ Layer	Layer/ Pallet	Cases/ Pallet	Cases/ Truck	Pallets/ Truck	Ship Wgt/ Pallet	Shelf Life
<b>Baby Food 1</b>														
Applesauce	1 00 41820 80097 2	0 13000 00143 4	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	36 Months
Bananas	1 00 41820 80094 1	0 13000 00140 3	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	36 Months
Carrots	1 00 41820 80098 9	0 13000 00144 1	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	36 Months
Green Beans	1 00 41820 80101 6	0 13000 00147 2	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	36 Months
Peaches	1 00 41820 80095 8	0 13000 00144 0	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	30 Months
Pears	1 00 41820 80096 5	0 13000 00142 7	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	30 Months
Prunes	1 00 75200 00013 3	0 75200 00004 4	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	30 Months
Squash	1 00 41820 80099 6	0 13000 00145 8	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	36 Months
Sweet Peas	1 00 75200 00012 6	0 75200 00012 9	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	36 Months
Sweet Potatoes	1 00 41820 80100 9	0 13000 00146 5	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	36 Months
<b>Baby Food 2</b>														
Apples & Blueberries	1 00 41820 80085 9	0 13000 00061 1	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	24 Months
Apples & Pears	1 00 41820 80084 2	0 13000 00048 2	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Apples Strawberries & Bananas	1 00 75200 00014 0	0 75200 00014 3	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	24 Months
Applesauce	1 00 41820 80083 5	0 13000 00047 5	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Apricots w/Pears & Apples	1 00 41820 80087 3	0 13000 00037 6	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Bananas	1 00 41820 80071 2	0 13000 00042 0	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Bananas w/Apples & Pears	1 00 41820 80089 7	0 13000 00038 3	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Bananas w/Mixed Berries	1 00 75200 00015 7	0 75200 00015 0	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	24 Months
Carrots	1 00 41820 80063 7	0 13000 00052 9	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	30 Months
Corn & Sweet Potatoes	1 00 41820 80090 3	0 13000 00006 2	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Green Beans	1 00 41820 80068 8	0 13000 00056 7	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	30 Months
Mixed Vegetables	1 00 41820 80086 6	0 13000 00016 1	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Peaches	1 00 41820 80072 9	0 13000 00058 1	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	30 Months
Pears	1 00 41820 80078 1	0 13000 00050 5	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	30 Months
Pears	1 00 41820 80070 5	0 13000 00054 3	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Plums & Apples	1 00 41820 80085 1	0 13000 00043 7	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Squash	1 00 41820 80098 0	0 13000 00057 4	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
Sweet Potatoes	1 00 41820 80064 4	0 13000 00053 6	12-4.00	2.344x2.344x2.594	14.375x5.188x2.75	5.38	0.119	26	15	390	7,800	20	2.167	36 Months
<b>Baby Food 3</b>														
Sweet Potatoes	1 00 41820 80127 6	0 13000 037560 3	12-6.00	2.375x2.375x3.50	14.375x5.188x2.625	7.50	0.156	26	12	312	5,616	18	2.410	36 Months
<b>Baby Food Meats</b>														
Beef & Beef Gravy	1 00 41820 80091 0	0 13000 00130 4	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	24 Months
Chicken & Chicken Gravy	1 00 41820 80092 7	0 13000 00131 1	12-2.50	2.063x2.063x2.25	12.625x4.5x2.375	3.9	0.078	32	18	576	10,944	19	2.317	24 Months
Turkey & Turkey Gravy	1 00 41820 80093 4	0 13000 00136 6	12-2.50	2.063x2.063x2.27	12.625x4.5x2.377	3.9	0.078	32	18	576	10,944	19	2.317	24 Months



**BAY VALLEY**  
F O O D S