

Product Clarifications

Beef Finger Breaded: JTM Mfg. # JTM 5696CE is discontinued by the manufacturer with no available replacement. See enclosed letter.

Beef Patty Charbroiled: JTM Mfg. # JTM5689 is discontinued by the manufacturer. The replacement item JTM5669CE is included in our response. See enclosed letter.

Beef Patty Breaded: Advance Pierre Mfg. Id# 69007 is a commodity Fee for Service item. The price in our response is the net Fee for Service price. The Donated Food Value for this item is \$35.22.

Beef Patty Breaded: Advance Pierre Mfg. Id#69007 is a commodity Fee for Service item. The price in our response is the net Fee for Service price. The Donated Food Value for this item is \$34.40.

Turkey Breast Deli Sliced: Cargill Mfg. #700168 is discontinued by the manufacturer. The replacement item #700368 is included in our response. See enclosed letter.

Turkey Crumbles: Jennie-O Mfg. Id#284828 is discontinued by the manufacturer. The replacement item 640140 is included in our response. See enclosed letter.

Turkey Ham: Jennie-O Mfg. Id#202524 is discontinued by the manufacturer. The replacement code 813030 is included in our response. Additionally, this item is not a pre-sliced product, per the Pre-Bid Conference you indicated that the Approved Brand Name and Mfg. Id# took precedence over the written specification. See enclosed letter.

Turkey Meat w/gravy: Cargill Mfg. Id#700267 is a Turkey Pot Roast not a Turkey white and dark meat product in gravy.

Pork Patty Rib Shaped: Advance Pierre Mfg. #1-14-531-0 is a commodity Fee for Service item. The price in our response is the net Fee for Service price. The Donated Food Value for this item is \$68.90.

Pizza, 16" Round cheese 10 cut: Per pre-bid clarification, as the approved brand and manufacturer's number takes precedence over the written specification, Schwan's Mfg. #78987 listed under the "Approved Brand" name, is a Big Daddy's pre-sliced cheese pizza. To match the bid specification, we have also bid Schwan's #68605.

Pizza, 16" Round pepperoni 10 cut: Schwan's Mfg. #78993 is discontinued by the manufacturer. The replacement item is #68608 which is included in our response.

Dough, Pizza Crust WGR: The approved brand and Mfg. Id# are identical to the dough, pizza crust ENR item directly above this in the bid. Richs Mfg. Id# 35086 is the enriched version and Richs Mfg. Id# 14006 is the WGR version. See enclosed letter.

Bread, Panini: General Mills Mfg. Id#94562-37737 is discontinued by the manufacturer. The replacement item 94562-11091 and is included in our response. See enclosed letter.

Cheese Sauce Queso Blanco white cheese with salsa verde: JTM Mfg. Id# JTM5723 does not exist. The correct Mfg. Id# is JTM5718 and is included in our response. See enclosed letter.

Potato, Diced Red: Lamb Weston Mfg. Id# AX508 is being discontinued by the manufacturer. The replacement item LW508 is included in our response. See enclosed letter.

Juice, fruit slushy pouch: Cool Tropics Orange Mango Mfg. #12003-R4 is discontinued by manufacturer with no replacement.

Juice, fruit slushy pouch: Cool Tropics Frozen Lemonade Mfg. #12005-R4 is discontinued by manufacturer with no replacement.

Beverages Non-Carbonated 12oz.: Gatorade Mixed Berry Mfg. #10052000132974000 is being discontinued by the manufacturer with no replacement code. We are still able to meet the requirements of a minimum of 3 available flavors. See enclosed letter.

Corn chips, BBQ: This item has been discontinued by the manufacturer with no replacement.

Corn chips, Original: Frito Lay Mfg #32405 is not WGR.

Cracker, saltine enriched: Sunshine/Krispy Mfr. #24100-13058 is discontinued by the manufacturer and replaced with Mfr. #3010001446 which is included in our response.

Cereal Pouch: There are two flavors listed as General Mills, but General Mills does not make those flavors in a pouch. The Mfg. Id#'s listed are for Bowl Pack Cereal. Per the directions at the Pre-Bid Conference the Approved Brand Name and Mfg. Id# takes precedence over the written specification. The products in our response are Bowl Pack.

Krave S'morez, Kellogg's: This item is discontinued by the vendor. The replacement is Mfr. #30100-80741 which is included in our response.

Rice, brown broccoli and cheddar flavor: Uncle Ben's Mfr. #40669 has been discontinued by the manufacturer and no direct replacement is offered.

Rice, brown taco flavor with Pinto beans: Uncle Ben's Mfr. #40665 is discontinued with no direct replacement.



Butter Mist Spray: Butter Buds Mfg. Id#56240 is discontinued by the manufacturer. The replacement item is Butter Buds Mfg. Id#56217 and is included in our response. See enclosed letter

Sauce, Barbecue Spicy Chili: - Kens Mfg. Id# 2347-P has been discontinued by the manufacturer. The replacement item SJ12347HF is included in our response.

Corn dog, Turkey bulk: State Fair Mfg. #09148 is discontinued. It is replaced with Mfg. #09988 and is included with our response.

Eggs, liquid eggs with milk: Michaels Mfg. #46025-54232-00 is discontinued by the manufacturer and replaced with Mfg. #46025-54211-00 and is included in our response. See enclosed letter.





FOOD GROUP

Let's Create Great Dishes Together!®

SY19-20 Discontinued School Items

Friday, December 21, 2018

Item #	Description	Similar Product #	Similar Description
5116	Shredded Turkey & Gravy	None	None
5429	Turkey BBQ	None	None
5623	Turkey Burger	None	None
5823	Turkey Sausage Biscuit	None	None
5825	Egg & Cheese Fundles WGR	None	None
5843	Diced Turkey in Gravy	None	None
5889	Sous Vide Diced Turkey Thighs	None	None
5380CE	Vegetarian Chili w/ Beans	5383	Three Bean Chili
5827CE	Pork Sausage Gravy Fundles WGR	None	None
5831CE	Turkey Sausage Gravy Fundles WGR	None	None
CP5038/5038CE	Beef Meatballs	CP5035 / 5035CE	Beef Meatballs 0.65 oz
CP5046/5046CE	Beef Meatballs	CP5049 / 5049CE	Beef Meatballs AF
CP5056/5056CE	Teriyaki Pineapple Beef Meatballs	CP5030 / 5030CE	Beef Meatballs 0.56 oz
CP5156/5156CE	Pork Sausage Gravy	CP552 / 552CE	Pork Sausage Gravy
CP5157/5157CE	Beef in Cheese Sauce	None	None
CP5236/5236CE	Beef Chorizo con Papas	5221	Turkey Chorizo
CP5238/5238CE	Pork Taco	CP5205 / 5205CE	Pork Taco Filling
CP5242/5242CE	Texas Style Beef Taco Filling	CP5250 / 5250CE	Beef Taco Filling
CP5253/5253CE	Beef Taco	CP5252 / 5252CE	Beef Taco Filling
CP5257/5257CE	Beef Taco w/ Mushrooms	CP5250/ 5250CE	Beef Taco Filling
CP5304/5304CE	Pork Chili w/ Beans	None	None
CP5414/5414CE	Southern Style Pork BBQ	CP5406 / 5406CE	Pork BBQ
CP5416/5416CE	Northern Style Pork BBQ	CP5406 / 5406CE	Pork BBQ
CP5432/5432CE	Beef Sloppy Joe	CP545 / 545CE	Beef Sloppy Joe
CP5435/5435CE	Pork Carnitas	CP5230 / 5230CE	Pork Carnitas
CP5440/5440CE	Beef Sloppy Joe	CP545 / 545CE	Beef Sloppy Joe
CP5536/5536CE	Spaghetti Sauce w/ Beef and Mushrooms	CP5578 / 5578CE	Beef Spaghetti Sauce
CP5537/5537CE	Beef Bolognese Sauce	CP5578 / 5578CE	Beef Spaghetti Sauce
CP5608/5608CE	Beef Patty w/Mushrooms	CP5637/5637CE	Beef Patty w/ Mushrooms
CP5614/5614CE	Pork Grillin Rib Unsauced	CP5690 / 5690CE	BBQ Pork Rib
CP5617/5617CE	Pork Sausage Links	CP5653/5653CE	Mini Pork Sausage Links
CP5629/5629CE	Mesquite Beef Patty	CP5679/5679CE	Reduced Sodium Beef Patty
CP5641/5641CE	Mini Pork Sausage Links	CP5653/5653CE	Mini Pork Sausage Links
CP5643/5643CE	Meatloaf w/ Cheese	CP5631 / 5631CE	Beef Meatloaf Slices
CP5645/5645CE	Beef Meatloaf Slices	CP5631 / 5631CE	Beef Meatloaf Slices
CP5660/5660CE	Beef Patty w/ Cherries	CP5670 / 5670CE	Beef Patty AF
CP5666/5666CE	Beef Sausage Patty	CP5669 / 5669CE	Mini Beef Patty
CP5687/5687CE	Mesquite Beef Patty	CP5670 / 5670CE	Beef Patty
CP5689/5689CE	Mini Beef Patty	CP5669 / 5669CE	Mini Beef Patty
CP5691/5691CE	BBQ Beef Rib Patty	None	None
CP5696/5696CE	Breaded Beef Fingers	None	None
CP5802/5802CE	Pork Sausage Biscuit	None	None
CP5803/5803CE	Beef Cheeseburger Sliders	None	None
CP5824/5824CE	Mini Twin Hamburgers	None	None
CP5840/5840CE	Diced Beef in Gravy	CP5887 / 5887CE	Beef Sous Vide
CP5841/5841CE	Carne Guisada	CP5887 / 5887CE	Beef Sous Vide
CP5872/5872CE	IQF Ground Beef Crumbles	Various Allergen Free	Kettle Items
CP5876/5876CE	IQF Beef Crumbles	CP5868/5868CE	Kettle Beef Crumble
CP5888/5888CE	Sous Vide Diced Pork	None	None
CP5890/5890CE	IQF Ground Beef Crumbles	Various Allergen Free	Kettle Items



December 6, 2018

Notification of Product Changes for SY 19/20

Dear Valued Customer,

This letter serves as formal notification that Cargill is making product portfolio changes for Shady Brook Farms Turkey products. The current product codes will be available for ordering until the end of School Year 18/19. For SY 19/20 you will need to order using the new product codes. Please see below for order deadline as well as product replacement suggestion.

- Last order date: May 1, 2019
- Last shipment date: Through June 30, 2019

Product Code	Description	Suggested Replacement Product Code	Description
700168	Sliced Oven Roasted Turkey Breast	700368	Sliced Oven Roasted Breast and White Turkey
700169	Sliced Smoked Turkey Breast	700263	Sliced Smoked Breast and White Turkey
700268	Sliced Oven Roasted Turkey Breast Lower Sodium	700262	Sliced Oven Roasted Breast and White Turkey Lower Sodium
700273	Sliced Turkey Ham	700375	Sliced Turkey Ham
700275	Sliced Turkey Ham Lower Sodium	700373	Sliced Turkey Ham Lower Sodium
700269	Thick Sliced Oven Roasted Turkey Breast	700369	Thick Sliced Oven Roasted Turkey Breast

The old product codes will be allowed to be commodity processed until inventory is depleted. You can use the SY18/19 commercial pricing for the discontinued products until October 31st, 2019- we will not accept any billbacks for the discontinued production after this date.

Shady Brook Farms appreciates and values your business and looks forward to your continued interest in our products. While we regret any inconvenience this may cause, however, we are eager to supply your future product needs.

Please refer to our website at www.k12.shadybrookfarms.com for nutritionals and CN labels.



1-2-2019

2019 K-12 product discontinuations

To whom it may concern:

Please note that the following items will be discontinued from the Jennie-O Turkey Store K-12 Commodity Processing Program starting in June 2019. Some items will become unavailable sooner as inventories are depleted.

K-12 Product Discontinuations SY 19-20	Jan 2nd SY 19-20 Discontinued Items (emailed 1/2/2019)		
W/D Raw Netted Roast	217804	Breast and Thigh Roast	317004
Diced Pepperoni	642420	Sliced Coin Pepperoni	213008
Pre-cooked ground turkey	284828	Pre-cooked Savory Crumbles	640140
Sloppy Joe	285828	N/A	
Shredded Breast	220120	Grilled Breast Strips	616920
Sliced Ham	263318	Sliced Ham	256818
Tikka Masala	287428	N/A	
Taco Crumbles	639840	Chorizo Crumble	639740
Turkey Ham Slicing Log	202524	Turkey Ham Slicing Log - Fresh	813030

Thank you,

Steve Hume
 SE Region Business Manger
 Jennie-O Turkey Store Sales, LLC
 713-297-1997

Jennie-O Turkey Store Sales, LLC

2505 Willmar Avenue SW Willmar, MN 56201 (320) 235-2622

March 20, 2019



Dear Mr. Keppen,

The below are the codes listed on the NWGA Buying Group Food Bid Specs 2019 that you asked for some clarification on. These codes are currently discontinued and/or are incorrect codes:

Pizza, 16" Round, Pepperoni, 10 cut: Code 78993 is discontinued. Bid 68608 Tony's 16" Par-Baked Pepperoni Pizza.

Pizza 16" Round, Cheese, 10 cut: Code 78987 is Big Daddy's Bold Cheese Pizza Pre-Sliced. The spec asks for a 10-cut whole pie option. In addition, also bid 68605 Tony's 16" Par-Baked Cheese Pizza.

Please let me know if you have any questions or need any additional information. As always, thank you for your time and continued support of Schwan's Company.

Mackenzie Alford

Mackenzie Alford, Territory Manager K12 GA

480-329-3429

Mackenzie.Alford@schwans.com



Rich Products Corporation
1150 Niagara St., PO Box 245, Buffalo, NY 14240



BID SPECIFICATION

Product Name: 16 IN SHEETED PIZZA DOUGH	Serving Size: 1/12th Pizza Crust
Product Code: 35086	Case Count: 20/26 oz Case Weight: 34.425 lb Case Cube: 0.9550 ft3 Shelflife: 180 Days
Grain/Bread Serving Based on Flour Content	Whole Grain-Rich Oz. Eq. Based on Exhibit A
Grain/Bread Serving Food Based Menu Credits: 2.25 grain alternates (1/12th crust) (Based on 16 grams Flour Content = 1 oz. eq)	Grain/Bread Serving Food Based Serving Credits: 1.75 grain alternates (1/12th crust) (based on Exhibit A)
Reference used to determine grain servings: Flour content 16 g=1 oz eq	Reference used to determine bread servings *USDA SP 30 2012- Exhibit A Chart (Issued April 26, 2012)
Whole grain: 0.00 gms Enriched Flour: 36.52 gms non credit grains: N/A	
Frozen Crust Weight: 2.16 oz (61.4 g)	1/12th dough
Baked Crust Weight: 1.88 oz (53.39 g)	1/12th baked crust
	Group B 1 oz eq = 28 gm or 1.0 oz 3/4 oz eq = 21 gm or 0.75 oz
	1/2 oz eq = 14 gm or 0.5 oz 1/4 oz eq = 7 gm or 0.25 oz

Calories: 140	Sodium: 290 mg	Vitamin A: .18 IU
Fat: 1.5 g	Carbohydrates: 28 g	Vitamin C: 0.0 mg
Saturated Fat: 0 g	Dietary Fiber: 1 g	Calcium: 6.94 mg
Trans Fat: 0g	Sugar: 1 g	Iron: 1.68 mg
Cholesterol: 0 mg	Protein: 5 g	

Ingredient Statement:

ENRICHED UNBLEACHED WHEAT FLOUR (WHEAT FLOUR, MALTED BARLEY FLOUR, NIACIN, IRON AS FERROUS SULFATE, THIAMINE MONONITRATE, ENZYME, RIBOFLAVIN, FOLIC ACID), WATER, YEAST, HIGH FRUCTOSE CORN SYRUP, CONTAINS LESS THAN 2% OF THE FOLLOWING: SALT, SOYBEAN OIL, WHEAT GLUTEN, ASCORBIC ACID, ENZYME.(400000000464/001/000)
CONTAINS: WHEAT
MAY CONTAIN MILK, SOY, EGG AND SESAME

Product Specification:

A 26 oz yeast pizza dough. Each 1/12th pizza crust contributes 2.25 bread alternate servings as determined by the grams of enriched wheat flour 1.75 bread alternate servings as determined by the baked weight . A 26.0 oz 16" presheeted pizza dough, ready to thaw, dock, top as desired, bake and serve. Each 1/12th crust contains 36.52 g of enriched wheat flour as its primary ingredient. Layer packed 20 sheeted pizza doughs per poly lined case. Rich's® PC# 35086.

Complies with Buy American Act: Yes No Only from our Murfreesboro Tennessee plant- Product from our Fort Erie, Canada plant does not Comply /Meets Smart Snacks in Schools Requirements: No or This is not a component item:

Handling Instructions

- KEEP PRODUCT FROZEN AT 0 F (-18 C) OR BELOW UNTIL READY TO USE.
- REMOVE DESIRED NUMBER OF SHEETED PIZZA DOUGHS FROM THE FREEZER AND ALLOW EACH TO THAW OVERNIGHT ON OILED PIZZA PANS COVERED WITH PLASTIC. (AS AN ALTERNATIVE, THAW ON PIZZA PANS AND USE THE SAME DAY AFTER 2 - 3 HOURS THAW TIME AT ROOM TEMPERATURE, 75 F (23 C)). MAXIMUM TIME IN RETARDER IS 3 DAYS.
- REMOVE THAWED SHELLS FROM THE RETARDER (COOLER) AND TRANSFER TO PIZZA PANS. ALLOW DOUGH TO DOUBLE IN SIZE.
- TO PREVENT PRODUCT FROM DRYING OUT DURING TEMPERING (THAWING). COVER WITH PLASTIC OR BRUSH WITH OIL.
- CAREFULLY DOCK THE DOUGH TO MINIMIZE BLISTERING AND/OR BUBBLING DURING BAKING. FOR A THICKER CRUST, ALLOW THE PIZZA TO CONTINUE TO RISE UNTIL DESIRED THICKNESS IS OBTAINED.
- ADD SAUCE, CHEESE AND TOPPINGS.
- BAKE AS FOLLOWS: DECK OVEN: 500 F (260 C) 8 - 11 MINUTES
CONVECTION OVEN: 375 F (190 C) 7 - 10 MINUTES
FORCED AIR CONVEYOR: 500 F (260 C) 4.5 - 5.5 MINUTES
CONVENTIONAL OVEN: 450 F (230 C) 10 - 12 MINUTES

I certify that the above product information is accurate.

Judith N. Crisafulli

Signature/Title: Judith Crisafulli, Regulatory Specialist
Compliance & Regulatory Affairs
716-878-8464 jcrisafulli@rich.com

Issue Date: 2/7/2018
Shirley Brown, Director Product Training
559-227-9265 sbrown@rich.com

Case code example:

16005345 22:42 USE BY 05/MAY/16

- ✓ Manufacturing site code- 1st 4 numbers
- ✓ Manufacturing line code- 5th number
- ✓ Julian code- last 3 numbers in first set
- ✓ Time of manufacturing code (Military Time)
- ✓ Use By Date.



Rich Products Corporation
1150 Niagara St., PO Box 245, Buffalo, NY 14240



BID SPECIFICATION

Product Name: 16" WGR PARBAKED PIZZA CRUST	Serving Size: 1/8th Pizza Crust (60.24 g)
Product Code: 14006	Case Count: 18/17 oz Case Weight: 20.916 lbs Case Cube: 1.4816 ft3 Shelflife: 270 Days
Grain/Bread Serving Based on Flour Content	Whole Grain-Rich Oz. Eq. Based on Exhibit A
Grain/Bread Serving Food Based Menu Credits: 2.0 OZ EQ (Based on 16 grams Flour Content = 1 oz. eq)	Grain/Bread Serving Food Based Serving Credits: 2.0 OZ EQ (based on Exhibit A)
Reference used to determine grain servings: Flour content 16 g=1 oz eq	Reference used to determine bread servings *USDA SP 30 2012- Exhibit A Chart (issued April 26, 2012)
Whole grain: 17.77 gms Enriched Flour: 16.00 gms non credit grains: 1.3 gms	Group B 1 oz eq = 28 gm or 1.0 oz 1/2 oz eq = 14 gm or 0.5 oz 3/4 oz eq = 21 gm or 0.75 oz 1/4 oz eq = 7 gm or 0.25 oz
Crust Weight per serving: 2.125 oz (60.24g) (1/8th of pizza)	

Calories: 160	Sodium: 270 mg	Vitamin A: 0.65 IU
Fat: 3.5	Carbohydrates: 27 g	Vitamin C: 0.00 mg
Saturated Fat: .5 g	Dietary Fiber: 2.50 g	Calcium: 9.71 mg
Trans Fat: 0g	Sugar: 2 g	Iron: .85 mg
Cholesterol: 0 mg	Protein: 5 g	

Ingredient Statement:

WATER, WHOLE WHEAT FLOUR, ENRICHED UNBLEACHED WHEAT FLOUR (WHEAT FLOUR, MALTED BARLEY FLOUR, ASCORBIC ACID ADDED AS A DOUGH CONDITIONER, NIACIN, REDUCED IRON, THIAMINE MONONITRATE, RIBOFLAVIN, FOLIC ACID), SOYBEAN OIL, YEAST, SUGAR, SALT. (400000003139/007/000)
CONTAINS: WHEAT
MAY CONTAIN MILK AND SOY

Product Specification:

A frozen par baked sheeted pizza crust. Layer packed 18 crusts per case in a poly bag liner. Rich's® PC# 14006. Each baked pizza crust serving contributes a 2.0 oz eq grain serving as determined by the total flour content of 33.77 grams whole grain and enriched wheat flour based on 16 grams = 1 oz eq serving.

Complies with Buy American Act: Yes No Meets Smart Snacks in Schools Requirements: Yes No or This is not a component item.

Handling Instructions

- Notes:
- 1 Keep product frozen at 0°F (-18°C) or below until ready to use
To prevent drying, pizza crust must be completely covered with plastic when stored in the freezer, refrigerator or at room temperature
Thawed pizza crust may be held in the refrigerator for up to five (5) days
 - 2 Remove pizza crust from the freezer and place on pizza screens or pans
Note: Oiled pizza screens or perforated pans will allow for a crispier baked crust
 - 3 Top and bake as follows. Ovens vary so use the suggested guidelines and optimize time and temperature your operation:
Impinger/Co 500 °F for 3 - 5 minutes
Convection Oven: 375 °F for 6 - 9 minutes
Deck Oven: 500 °F for 7 - 10 minutes
 - 4 After baking, allow pizza to set for 3-4 minutes before cutting

I certify that the above product information is accurate.

Judith N. Crisafulli

Signature/Title
04/30/2018
Jude'ith Crisafulli, Regulatory Specialist
Compliance & Regulatory Affairs
716-878-8464 jcrisafulli@rich.com

Issue Date
Shirley Brown, Director Product Training
559-227-9265 sbrown@rich.com

Case code example:

16005345 22:42 USE BY 05/MAY/16

- ✓ Manufacturing site code- 1st 4 numbers
- ✓ Manufacturing line code- 5th number
- ✓ Julian code- last 3 numbers in first set
- ✓ Time of manufacturing code (Military Time)
- ✓ Use By Date.

Keppen, Craig

From: Martin Roman <Martin.Roman@genmills.com>
Sent: Wednesday, March 13, 2019 10:02 AM
To: Keppen, Craig
Cc: Brittney Connolly; Stacy Martin
Subject: Pillsbury Panini Bread Change
Attachments: Panini Renovation.pdf; Pillsbury Panini Bread.pdf

Email from external source. Do not click links or open attachments unless you know the content is safe.

Hi Craig,

I've attached some information on our new press-less Panini bread. Please take note of the changes, including the UPC number and case count. The Panini breads will now come as two pre-sliced pieces of bread frozen together, making it a 2 oz equivalent grain serving. This change will also change the case count from 192 to 96 (96 sandwiches instead of 192 individual slices). The start ship for these will be June of 2019. The documents I've attached include the shelf life, nutrition information, and a specific crediting letter for the new UPC.

If there is any other information I can provide, please let me know.

Best,



Martin Roman

General Mills Foodservice | Customer Account Specialist – Atlanta, GA

✉: Martin.Roman@genmills.com | ☎: (708) 846.6196



Check out our story at [A Taste of General Mills](#)

My favorite General Mills product is: Totino's Pizza Rolls

Pillsbury™ Press-less Panini™ Renovation

Start Ship:
June 2019

Distributor Benefits

NEWS: Pillsbury™ Press-less Panini renovation coming June 2019!

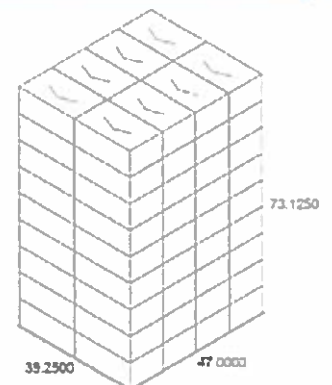
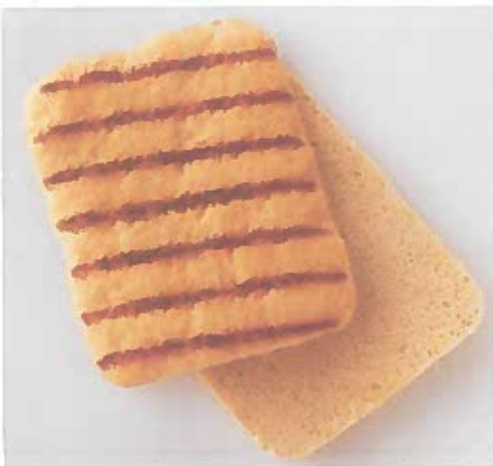
- New UPC: 100-94562-11091-5 (Old UPC: 100-94562-37737-0)
- Now with softer texture¹
- Case count: From 192/.82 oz to **96/1.80 oz**
 - Now pre-sliced into 2 oz. equivalent grain servings
- Grill marks only on 1 of the 2 slices (like Panera's!)
- **Bakery fresh from the freezer:** Pillsbury™ offers quality K-12 compliant, whole grain-rich, frozen breads to help elevate sandwiches to another level
- **Few options in market:** Operators have limited high quality, QSR-inspired K-12 compliant bread solutions in schools

Key attributes & Operator Benefits

- **Panini Bread Solution:** Renovated Pillsbury™ Panini Bread now comes pre-sliced in 2 oz. equivalent grain servings
- **Press-less Panini Bread:** Making it easy to serve hot Panini sandwiches – no additional equipment or skilled labor needed. Create a gourmet grilled cheese, Cuban, bento box rectangles and more
- **Versatility to manage demand:** Due to thaw & serve format, Pillsbury™ breads reduce waste to manage demand appropriately. Making them ideal for fluctuating participation in breakfast, lunch, after-school, supper, and summer.
- **Meets operator needs:** No artificial colors, no flavors from artificial sources, and no high fructose corn syrup

Focus Segments

- K12



Cost	FTL	Bracket 2	Bracket 3	Bracket 4	Bracket 5
Per Case	27.90	28.20	28.60	29.40	30.90
Per unit	0.29	0.29	0.30	0.31	0.32
Trade Category		DFM K12 Frozen (Hot Breakfast & Lunch)			

Keppen, Craig

To: Mike Spencer
Subject: RE: Northwest GA Buying Group and JTM

From: Mike Spencer <MikeSpencer@jtmfoodgroup.com>
Sent: Friday, March 15, 2019 1:30 PM
To: david@integrity-foods.com; Keppen, Craig <Craig.Keppen@usfoods.com>
Cc: Myung <service@integrity-foods.com>; Wright, Terry <Terry.Wright@usfoods.com>; Euton, Scott L <Scott.Euton@usfoods.com>; JTMk12bids <JTMk12bids@jtmfoodgroup.com>
Subject: Re: Northwest GA Buying Group and JTM

The first 2 products are being discontinued after this SY. Code 5723 doesn't exist. I think they meant 5725 or 5718.

When you make a commitment, you build HOPE.
When you keep it, you build TRUST.

Mike Spencer | National Sales Manager, Education Sales
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Mike.Spencer@JTMFoodGroup.com
www.jtmfoodgroup.com/schools

Donna Plageman | Customer Service Representative
Corporate Office
275 Industrial Drive | Harrison, OH 45030
O: 513-202-8188 | Toll Free: 800-626-2308 | F: 513-367-3508
DonnaPlageman@JTMFoodGroup.com

From: David Thomas <david@integrity-foods.com>
Sent: Friday, March 15, 2019 1:26 PM
To: Keppen, Craig
Cc: Myung; terry.wright@usfoods.com; Euton, Scott L; Mike Spencer
Subject: Re: Northwest GA Buying Group and JTM

Craig, we are all at food shows today. Three to be exact. 😊 Myung is at Fulton. I finished up and I am waiting to get on a plane. Let me see what I can do remotely. Not sure where the number on the Queso came from? It has always been 5718. The beef finger is definitely discontinued. There was a list published on JTM letterhead. Let me see if I can find it. Thanks so much for the heads up and patience! David

On Fri, Mar 15, 2019, 1:16 PM Keppen, Craig <Craig.Keppen@usfoods.com> wrote:

Myung, Please see below. We need this information before end of day today.

If these items are no longer available then we need something on JTM letterhead stating that and the replacement #

Date: October 16, 2017

To: All Foodservice Sales Agencies
All Sales & Marketing
Customer Operations

From: Courtney Petry

Subject: Foodservice Alexia Transition Update *(No changes to product)*

Details of Product Update:

The spin-off terms required the five Foodservice Alexia items to transition out of the license brand. We can no longer ship these five items internationally after 1/1/2018. Domestically, we cannot ship after 5/1/2018. To ensure we hit these deadlines we are beginning the transition now. The five items have transitioned to a Lamb Weston branded product. The product itself has not change; only the brand, item number and GTIN have changed. See below for the items affected and the estimated date of impact. Please continue to work closely with your customer operations specialist for timing on transitions in your markets.

Discontinuing Alexia Item #	New LW Item #	Label	Description	GTIN	Estimate Date of Impact
AX508	LW508	Lamb Weston	Oven Roasted Potato Medley	10044979221643	Transitioning Now Mid-Late October
AX509	LW509	Lamb Weston	Oven Roasted Gold Tri-Cut Potatoes	10044979221650	Complete
AX584	LW584	Lamb Weston	Oven Roasted Red Skin Wedge Cut	10044979221681	Transitioning Next Week Late October
AX585	LW585	Lamb Weston	Oven Roasted Red Skin Tri-Cut Dice Rosemary & Garlic	10044979221667	Transitioning Now Mid-Late October
AX586	LW586	Lamb Weston	Oven Roasted Red Skin Tri-Cut Dice	10044979221674	Transitioning in 3-4 Weeks Early - Mid November

Scroll below for graphics

Chip Conner

From: Wimberly Brackett <Wimberly.Brackett@dalton.k12.ga.us>
Sent: Friday, March 8, 2019 9:15 AM
To: Chip Conner
Cc: Michele Cruz (M.Cruz@Cohenfoods.com); John Boone (j.boone@cohenfoods.com); Gregory M. Goulet; Kiker, Kim; Angie Brown; Tracey Morris; Christina Nichols
Subject: RE: Suncup Juice

Chip - Yes, please bid your shelf stable juices. We determined last spring that they are acceptable. We are using a 6 oz juice, it's just categorized under the Beverage section (6.75 oz).

We are not necessarily seeking Calcium-fortified juice, however if that's what you have, it's fine to bid it.

Hope this helps.

Wimberly Brackett MS, RD, LD
School Nutrition Director
Dalton Public Schools
Wimberly.brackett@dalton.k12.ga.us
706-876-4078 office
706-217-9695 cell

From: Chip Conner [mailto:chip@suncupjuice.com]
Sent: Wednesday, March 6, 2019 8:05 AM
To: Wimberly Brackett <Wimberly.Brackett@dalton.k12.ga.us>
Cc: Michele Cruz (M.Cruz@Cohenfoods.com) <M.Cruz@Cohenfoods.com>; John Boone (j.boone@cohenfoods.com) <j.boone@cohenfoods.com>; Gregory M. Goulet <greg@suncupjuice.com>
Subject: Suncup Juice

Good Morning Wimberly,

I have a couple of quick questions on your bid and hope you can help. On the frozen juice section, my Suncup calcium fortified juice cartons are speced under Apple, 4 oz; Fruit Punch, 4 oz.; Grape, 4 oz.; and Orange, 4 oz. The bid spec does not require calcium but some schools used this product many years ago when they needed added calcium as a nutrient. You also have "Mr. J" juice speced and those product codes are their calcium fortified varieties, matching our product codes. However, the Ardmore products listed are NOT calcium fortified. In fact, Ardmore 45431 is not 100% Grape but is a 100% Grape *flavored* Juice and Ardmore 45430 is a 100% Orange *flavored* Juice. Both of these products are made from apple juice with added ingredients and flavoring and are not "apple to apples" comparisons to my speced juice.

So my question – Do you want the calcium fortified products, as listed? If so, the four Ardmore brands listed would not meet the spec. If you do not need the calcium fortified products, here are my product codes for the regular 100% juices and spec sheets are attached.

030100 – Suncup 100% Orange Juice

- 030301 – Suncup 100% Apple Juice
- 030501 – Suncup 100% Grape Juice
- 030800 – Suncup 100% Natural Fruit Punch

By the way, no 6 ounce juices are listed. Have you stopped using them?

Second question – May we bid the Suncup shelf stable juice that Michele and I showed you last year. I have attached the full product list. As you know, the distributors will normally default to the brands listed on the bid but we can definitely save your group money on these two lines if you could amend this to include Suncup Juice as an approved brand.

Beverage, Shelf Stable 4.25 oz

Aseptic packaging, box with attached straw in plastic wrapping. Straw hole must be easily opened. 100% juice, must credit for 1/2 cup fruit or vegetable credit. Award must carry at least three flavors. 4.25 oz carton

- Apple & Eve
- Admore Farm
- Pre-approved alternate

- Apple
- Grape
- Orange/Tangerine
- Strawberry Kiwi
- Tropical Blend
- Mixed Berry
- Punch Blend

Beverage, Shelf Stable 6.75 oz

Aseptic packaging, box with attached straw in plastic wrapping. Straw hole must be easily opened. 100% juice, must credit for 1/2 cup fruit credit. Award must carry at least three flavors. 6.75 oz carton

- Apple & Eve
- Admore Farm
- Pre-approved alternate

- Apple
- Grape
- Orange/Tangerine
- Strawberry Kiwi
- Tropical Blend/Fruit Punch

Thank you for your help on this and have a great day,

Chip Conner | Regional Sales Manager
Suncup™ Juice

chip@suncupjuice.com

p: 404-218-5424



*Totally Farm &
Juice. Orchard.*

Corporate Office:

Gregory Packaging, Inc. · 365 South St., Suite 103 · Morristown, NJ 07960

p: 973-465-1113

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June 1st, 2017

Cool Tropics Discontinuation Letter

Effective for the 2017-2018 school year, Cool Tropics is discontinuing our Frozen Lemonade and Orange Mango flavors. While we may have a small quantity to carry into the school year of each flavor, they will not be regularly available on an ongoing basis.

We appreciate your business and are happy to answer any other questions you might have.

Thanks,
Steve

Stephen Dancey
COO

Cool Things Come From Cool Tropics®



December 11, 2018

TO OUR DIRECT CUSTOMERS:

FSV

The following item will be discontinued as outlined below.

UPC Case Code	SAP Mat#	Pack And Size	Description	Discontinuance Date
01318	10052000013181000	2.1OZ	GA FUEL BAR 12 2.1OZ/60G PB CHOC	2/16/2019
12176	100520000121763000	12OZ	GA LQ 12OZ 2/12PK ICE PUN	2/23/2019
13297	100520000132974000	12OZ	GA G2 12OZ 2/12PK MXD BR	4/10/2019
01357	10052000013570000	51OZ	GA PD CRE 51OZ 14CS GLACIER CHERRY	2/23/2019
01353	10052000013532000	21OZ	GA PD CRE 21OZ 32CS GLACIER CHERRY	2/23/2019

Keppen, Craig

Subject: FW: NWGA PepsiCo Fritos

From: Cosentino, Stacey {PBC} <Stacey.Cosentino@pepsico.com>
Sent: Tuesday, March 19, 2019 7:40 AM
To: Cooper, Daniel B <Daniel.Cooper@usfoods.com>
Subject: RE: NWGA

Email from external source. Do not click links or open attachments unless you know the content is safe.

Good Morning Dan,

Attached is the nutrition information for the 1oz Fritos Corn chips. This product is not whole grain rich and therefore is not supported with any allowances. Per PepsiCo's policy, we only support USDA approved items with an allowance for schools.

The BBQ Fritos have been discontinued.

From: Cooper, Daniel B [<mailto:Daniel.Cooper@usfoods.com>]
Sent: Monday, March 18, 2019 12:56 PM
To: Cosentino, Stacey {PBC}
Subject: NWGA

Reminder please send corn chip info.

Daniel B Cooper | K12 Regional Account Executive
5425 S Williamson Blvd | Port Orange, FL 32124
M 904.537.5118
daniel.cooper@usfoods.com



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KELLOGG'S SPECIALTY CHANNELS 2016 FOODSERVICE - DISCONTINUATION LIST

Issued: July 3, 2016

Case Code	Product Description	Ea Net Wt (oz)	Inner Pkg (or Display)	Discontinuation Date	Case Code	Product Description	Ea Net Wt (oz)	Inner Pkg (or Display)
SUGGESTED REPLACEMENTS - SNACKS, COOKIES & CRACKERS								
DISCONTINUATIONS - SNACKS, COOKIES & CRACKERS								
18627-91423	Kashi® Hummus Crisps Sundried Tomato, Basil & Feta	36	0.81 Each	3/31/2016	30000-75704	Special K® Cracker Chips Cheddar	36	0.87
18627-91420	Kashi® Hummus Crisps Caramelized Onion	36	0.81 Each	3/31/2016	30000-75520	Special K® Cracker Chips Sour Cream & Onion	36	0.87
CHEEZIT®								
24100-10457	Cheez-It® Crunch'D™ Cheddar Cheese	60	1 Each	3/5/2016	24100-11000	Cheez-It® Grooves Hot & Spicy	60	1.65
24100-10459	Cheez-It® Crunch'D™ Hot & Spicy	60	1 Each	3/5/2016	24100-11002	Cheez-It® Grooves Zesty Cheddar Ranch	60	1.65
SALTINES								
24100-61853	Krispy® Salines	300	2 ct. Each	3/1/2016	30100-00646	Zesta® Salines	300	2 ct. Each
24100-13058	Krispy® Salines	300	4 ct. Each	10/31/2016	30100-01445	Zesta® Salines	300	4 ct. Each
KELLOGG'S® POFTART® TOASTER PASTRY (80/1 ct. NonDisplay Pack, 80 total tarts per case, packed 1 per wrapper)								
38000-00499	Pop-Tart® Frosted Blueberry	80	1.83 Each	2/1/2016				
38000-08544	Pop-Tart® Frosted Brown Sugar Cinnamon	80	1.76 Each	2/1/2016	38000-15048	Pop-Tart® Frosted Brown Sugar Cinnamon	120	1.76
38000-00498	Pop-Tart® Frosted Strawberry	80	1.83 Each	2/1/2016	38000-15046	Pop-Tart® Frosted Strawberry	120	1.83
KELLOGG'S® KRAVE® TREAT BARS (8/8 ct. Display Pack)								
38000-90824	Kraze® Treat Bars S'mores	64	1.58 8/8 ct.	6/16/2016	38000-28547	Rice Krispies Treats® Original	80	1.3
38000-10591	Kraze® Treat Bars Brownie	64	1.58 8/8 ct.	6/16/2016	38000-28847	Rice Krispies Treats® Double Chocolatey Chunk	80	1.3
KELLOGG'S™ SPECIAL K PROTEIN™ MEAL BARS (6/8 ct. Display Pack)								
38000-73994	Special K Protein™ Meal Bar (Cranberry) Walnut	48	1.59 6/8 ct.	4/1/2016	38000-29185	Special K Protein™ Meal Bar Strawberry	48	1.59
					38000-29187	Special K Protein™ Meal Bar Double Chocolate	48	1.59
					38000-29189	Special K Protein™ Meal Bar Chocolate Peanut Butter	48	1.59

Please contact your Kellogg's Representative to discuss additional options. Thank you for your continued support.



April 27, 2017

Dear Valued Customer:

As part of our ongoing strategy to focus on core products that drive the highest turns, we periodically review our product portfolio in order to drive an efficient assortment while maintaining value to our customer. Please note the estimated product run out date, along with the recommended replacement choices.

Discontinued SKU #	Discontinued SKU Description	Approximate Product Run Out Date	Replacement SKU #	Replacement SKU Description
38000-12586	Krave Smorz Pouch 1oz 96ct	05/06/2017	30100-80741	Keebler Gripz Grahams Chocolate Chip, 150ct/cs
			30100-40239	Keebler Elf Grahams Chocolate, 150ct/cs
			38000-91612	Kellogg's Chocolate Chewy Granola Bar, 96ct/cs
			38000-12070	Kellogg's PopTart WG Fudge 1ct, 120ct/cs
			38000-11467	Kellogg's Froot Loops WG Reduced Sugar Cereal Pouch, 96ct/cs
			38000-14567	Kellogg's Rice Krispies Treat Bar, Chocolate Chip, 80ct/cs
38000-14633	Kellogg's Disney Frozen 1oz. Pouch	5/26/2017	38000-11467	Kellogg's Froot Loops WG Reduced Sugar Cereal Pouch, 96ct/cs
			38000-11469	Kellogg's Apple Jacks Red Sugar Pouch, 96ct/cs
30100-11237	Keebler® Disney Frozen® Character Grahams	5/26/2017	30100-11654	Keebler® Honey Graham Snacks (Despicable Me 3 Minions)

Please contact your Kellogg's Representative if you have questions. Thank you for your continued support.

Sincerely,

Kellogg Foodservice Team



March 19, 2019

To Whom It May Concern,

This letter is to inform that the following Uncle Ben's SKUs have been discontinued and are no longer available:

- Broccoli & Cheddar Brown Rice # 40669
- Taco Flavored Rice # 40665

Mars Foods/Uncle Bens does have suggested substitute offerings in place of these discontinued skus:

- Cheddar Broccoli Ready To Heat Rice (12/8.5oz) # 10155011
- Mexican Fiesta Rice (6/25.9oz) - # 03309
- Spanish Rice (6/36oz) # 03008
- Mexican Infused Rice (2/5lb) # 02573

For additional information please reach out to your Waypoint Representative

Regards,

A handwritten signature in black ink, appearing to read "David Malachowski".

David Malachowski
Non Commercial Manager, Mars Foods



Dear Valued Brokers, Distributors, and Customers:

Butter Buds is pleased to announce that our Buttermist and Garlic Buttermist products are about to become an even greater value to our customers! We will be increasing the size of the aerosol cans for both of these items. Currently, the aerosol can size is 14oz. The new can size will be 17oz. There will be NO price change due to the increase in size. The ingredients will also remain unchanged.

We expect distribution of these new cans to begin approximately July 1, 2014. The 2014-2015 Foodservice and Standard Bid price lists you have received already reflect these changes. Please note that Buttermist and Garlic Buttermist will have NEW product numbers that correspond to the 17oz size:

- Buttermist 56217
- Garlic Buttermist 56367

Please make the necessary internal changes so that your purchasing and receiving departments do not experience difficulties once the new cans begin to ship. See contact information below if you need updated nutritional spec sheets or allergen statements.

Sincerely,

Jim Dodge
Director of Foodservice

BUTTER BUDS FOODSERVICE

A Division of Butter Buds, Inc.

Visit us on the Web: butterbuds.com or Email: bbfs@bbuds.com

2330 Chicory Road. Racine, WI 53403 USA. (262) 598-0367 (800) 361-7074 Fax (262) 598-9909.

Keppen, Craig

To: Carissa Vishaway
Subject: RE: NW GA Buying Group Tyson-APF-Sara Lee pricing USF

From: Carissa Vishaway <Carissa.Vishaway@ASMWaypoint.com>
Sent: Monday, March 18, 2019 9:22 AM
To: Keppen, Craig <Craig.Keppen@usfoods.com>; Wright, Terry <Terry.Wright@usfoods.com>
Cc: Shylie Baldwin <Shylie.Baldwin@ASMWaypoint.com>; Euton, Scott L <Scott.Euton@usfoods.com>
Subject: RE: NW GA Buying Group Tyson-APF-Sara Lee pricing USF

The Corn Dog # 09148 is discontinued. This has been replaced by item #'s 28322 & 09988 which are on the pricing contract and the nutritional info was sent for these with the pricing. Thanks,

Carissa Vishaway
Bid Specialist
WAYPOINT
O: (704) 665-0954
carissa.vishaway@asmwaypoint.com
Winning As One

From: Keppen, Craig <Craig.Keppen@usfoods.com>
Sent: Friday, March 15, 2019 7:49 PM
To: Carissa Vishaway <Carissa.Vishaway@ASMWaypoint.com>; Wright, Terry <Terry.Wright@usfoods.com>
Cc: Shylie Baldwin <Shylie.Baldwin@ASMWaypoint.com>; Euton, Scott L <Scott.Euton@usfoods.com>
Subject: RE: NW GA Buying Group Tyson-APF-Sara Lee pricing USF

Carissa
Contract is missing highlighted item. Please add and send supporting documents

Corndog, Turkey, Bulk	4700
Corndog, Turkey, Bulk	4700

Sweet batter dipped frankfurter, made of ground turkey meat, w/stick breading to meet USDA WGR criteria. Fully cooked, bulk packed CN label to provide 2.0 MMA and 2.0 oz. grain equivalent per serving.

State Fair - 9148 WG
Foster Farms - 96101

Craig Keppen | Regional Director Business Development
5425 S Williamson Blvd | Port Orange, FL 32124
M 863.660.4770
craig.keppen@usfoods.com



301 Carlson Parkway, Suite 400
 Minnetonka, MN 55305

May 17, 2016

To: Our Valued Customer

From: Customer Service

Re: Papetti's® Cook-in-Bags Packaging Change

Our cook-in-bag products lay 3 bags across in 2 layers with a divider. In July, the following items will be transitioning to new packaging with 2 bags across and 3 high with no divider. This allows for two more cases per pallet as well as a new pallet configuration that lightens the load on the bottom row by over 60 pounds.

Old Manufacturer Code	New Manufacturer Code	Description
46025-54246-00	46025-54212-00	Papetti's Traditional SEM CN Acid 6/5 lb. Cook-in-Bag
46025-54232-00	46025-54211-00	Papetti's Traditional SEM CN Acid 6/5 lb. Cook-in-Bag
46025-54281-00	46025-54214-00	Papetti's Gourmet SEM, CN Acid 6/5 lb. Cook-in-Bag
46025-65001-00	46025-51203-00	Papetti's Whole Eggs with Citric Acid 6/5 lb. Cook-in-Bag

While the pallet change (see details below) requires a new manufacturer code according to the GS1 guidelines, the products themselves will remain the same. The new codes were added to the June price list and the old codes will be subsequently removed from the price list after the transitions are complete.

Sub-Cat	Length	Width	Depth	Cubic Ft	Cases Per Layer	Layer High	Cases / Pallet
Current	19.625	13	5	.7400	7	10	70
New	14.875	13	6.6875	.7484	9	8	72

Your Customer Service Representative will be working with you on any necessary order adjustments to make this transition as seamless as possible.

Thank you for your continued support of Michael Foods.

