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BOARD OF SUPERVISORS  
EL DORADO COUNTY

El Dorado County  
Board of Supervisors

October 19, 2010

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To: El Dorado County Board of Supervisors:

Re: Clarification to each County site as to how to determine which approved vendor is actually the most economic supplier of products:

After talking to various food and beverage managers at the locations covered by bid #11-393-018 it appears that the method of determining the vendor with the most competitive prices needs to be more defined.

It is requested that Procurement and Contracts Dept. provides each food and beverage manager the proper procedure to make this determination.

After receiving a price quote, the 5% local vendor preference, in accordance with Board Policy, 5.7.1, should be applied along with any prompt pay discount offered by all qualified vendors. This is a necessary determining factor on all price quotes. In past years this method has not been plainly presented to the site managers therefore causing questions as to what is the actual price quote.

As a side note, it appears that the additional burden of the actual "cost determining method" being placed on these various sites could create a huge additional burden and hours of additional time not now present. Also it has been determined that the companies selected for the East Slope and the West Slope are very comparable in pricing and that the

additional services provided by local companies should play a more significant part in decision making.

Also, it should be noted that under the "Homeland Security Act", that Strauss Foodservice was asked by EDC Jail personnel to be the "Emergency Food Supplier" for El Dorado County in the case of a national disaster. Strauss agreed to carry an inventory large enough to cover several weeks worth of supplies, which it has done for years. The copy of this agreement was requested but has not been provided at this time.

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Sincerely,

Jim Strauss Pres.

Strauss Foodservice

1. Strauss Foodservice is the only food company employing approx. 20 full time employees, all living in El Dorado Co.!
2. Strauss Foodservice is located in El Dorado Co. California, not Nevada and provides the El Dorado County with over \$30,000.00 per year in property taxes plus sales tax, truck license fee and many more.
3. Strauss Foodservice has more than ½ million dollars of inventory on hand and provides support to many groups and organizations within our community. No other full line foodservice distributor has helped support or participated with as

many groups including the Foodbank of El Dorado County.

4. When placing an order with Strauss Foodservice, you will do your part in assuring our community involvement can and will survive this economic crisis. BUY LOCAL not out of town!

5. We at Strauss will provide you with good honest, competitive pricing, friendly service un-matched because we are LOCAL and involved in doing business in the County for over 40 YEARS. Your support will help keep the local economy here where it belongs.

Best regards:

Strauss Foodservice Dist. and Employees.