



**Santa Rosa City Schools Child Nutrition Services  
Notice Inviting Bids  
Horizontal Food Flow Wrapper Machine**

**Questions & Responses  
January 8, 2024**

*Note: Vendors that are submitting a bid must acknowledge the last page of the following Questions & Responses and submit the document with their bid.*

Question: 100% Payment Net 30 From Delivery terms are outside of standard 50/40/10- 50% deposit, 40% once completed, ready for shipment, 10% net 30. Can a concession be made on payment terms?

**SRCS's Response: SRCS agrees to the payment terms (50/40/10) you have provided.**

Question: Is the school district requesting a 3-year warranty on the equipment? Typically industry standard is 6 months to 1 year. For some small items 2 years. For production equipment 3 years is not the standard and we wouldn't be able to offer a 3-year warranty. Can you please provide insight on if you are firm on this clause or if a concession can be made?

**SRCS's Response: SRCS will accept the most favorable commercial/industry/multi-manufacturer warranties (whether it be 6-months, a year, three years, etc) for the equipment.**

Question: Is installation and training to be included in the price? If so, how many hrs. / days are to be included or listed?

**SRCS's Response: Please include the expected number of hours or days training will be included. The district can make arrangements as needed for additional training at an additional cost paid by the district.**

Question: The stated Ossid ReeFlow 50 Horizontal Flow Wrapper Machine is requested as a Right-hand configuration. Can you also state if a left-hand configuration (or both and a choice of the district) is acceptable? Right to left configuration is very unusual.

**SRCS's Response: A left to right is an acceptable configuration. Please include the configuration direction in the bid submission.**

Question: Although the Ossid ReeFlow Wrapper appears to an option I would like to offer a better alternative with a proven track record in school nutrition application. May we offer a better alternative?

**SRCS's Response: The district welcomes alternatives and suggestions. Please include your recommendations in the bid submission.**

Question: The Model Ossid ReeFlow 50 Horizontal Flow Wrapper Machine is a servo driven machine. Can the current potential supplier of this machine outline sales of this item into a school nutrition or commissary application?

Ameripak machine has over 300 machines in this marketplace with assist to 4 service staff members all based in N and S CAL. Although we can offer a similar machine, I would not recommend offering a Servo driven machine (Model 140 S now called 150E). We would like to offer a more mechanical machine (Series 150) with the similar features but a more mechanical drive. We have experienced in a few schools in CA that they (School districts) bought similar servo driven wrappers and now wished they had bought a more mechanical machine.

Servo driven machine are ideal for the private sector where machine speeds are above 100+. Servo driven machine can have proprietary software , the machines can be over complicated to run and need electrical tech support. We have purposely stayed away from offering a servo machine for these reasons.

Districts such as Kern County, LAUSD and Green Valley had such machines in the past and now opt-ed for more mechanical machines

At this stage please can you answer our questions, we would also like to have a telephone conversation to further outline our Series 150 as an alternative spec. Can we have a live conversation prior to bid?

**SRCS's Response: In fairness to other prospective bidders, SRCS prefers that a substitution request form be submitted for evaluation. Substitutions were due to SRCS by December 29, 2023, however the deadline has been extended to Friday, January 5, 2024.**

**Vendor Acknowledgement of Questions & Responses**

Company Name: \_\_\_\_\_  
Signature: \_\_\_\_\_  
By: \_\_\_\_\_  
Name and Title  
Date: \_\_\_\_\_