



NEW HAVEN PUBLIC SCHOOLS

Operations Memorandum

To: New Haven Board of Education Finance and Operations Committee
From: Michael Pinto, Chief Operating officer
Gail Sharry, Executive Director Food Service
Michael Gormany, City Budget Director
Date: July 13, 2020
Re: Award of Contract for Tray Sealer Machine and optional equipment for
FY 2020-21

Contractor Name: AmeriPak

Contractor Address: 364 Valley Road, Unit 100, Warrington PA 18976

Is the contractor a Minority or Women Owned Small Business? No

Renewal or Award of Contract/Agreement? Award

Total Amount of Contract/Agreement and the Hourly or Service Rate: \$140,000 (Attached pricing sheet per RFP specs)

Contract or Agreement #: 2RFP 2020-06-1334

Funding Source & Account #:	NHPS Food Service Cafeteria Capital	
	3C181888-58101	\$15,000
	3C191993-58101-5YR	\$7,000
	3C202081-58662-5YR	\$118,000

Key Questions: (Please have someone ready to discuss the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education):

- What specific service will the contractor provide:** This vendor will provide a tray sealer school meal packaging equipment system to produce up to 4800 meals per hour. for the central kitchen.
- How was the contractor selected? Quotes? RFP? Sealed Bid or Sole Source? Please describe the selection process including other sources considered and the rationale for selecting this method of selection:** RFP Process
- If this is a renewal with a current vendor, has the vendor's performance been satisfactory under the existing contract or agreement?** N/A

4. **If this Contract/Agreement is a Renewal has cost increased? If yes, by how much?** N/A
5. **If this Contractor is New has cost for service increased from previous years? If yes, by how much?** N/A
6. **Is this a service existing staff could provide? Why or why not?** No

Responses

AMEIPAK

Success: All data is valid!

						Numeric	
Status	#	Per specification	Item Specification	Quantity Required	Unit Measure	Unit Price	Total Cost
Success: All values provided	#0-1	Tray Sealer school meal packaging equipment system	The City of New Haven, Board of Education Food Service (BOE) is soliciting a Request for Proposal for a Tray Sealer school meal packaging equipment system to produce up to 4800 meals per hour. The machine should have the ability to be used for hot meals and cold pack meals utilizing a heated drum style sealer ore heated plate style sealer.	1	EA	\$ 117,069.39	\$ 117,069.39

CUSTOMER THE CITY OF NEW HAVEN CT. BOE
ADDRESS 200 ORANGE STREET RM 301
CITY/ STATE/ZIP NEW HAVEN CT 06510
PHONE 203-946-8201
FAX 203-946-8206

June 29, 2020

RFP# 2020-06-1334

TITLE: FOOD SERVICE PACKAGING MACHINE
RFP# 2020-06-1334

MACHINE: MODEL TD60M STAINLESS STEEL TRAY SEALER

PRODUCT DESCRIPTION:

The proposed equipment will be designed to seal the following products:

Product	Tray Size	Tray Mat'l	Lidding Mat'l	Operating Speed
Tray – dual lane	6.5" X 5"	Pulp, CPET, plastic	TBD	Up to 80 TPM

PRODUCT SAMPLES

It will be necessary for you to supply product at two times during the processing of your order. First, 6 samples of each size product listed above will be required for engineering evaluation, design work and order entry. We also need a 6' long sample of each lidding film required.

About 2-weeks prior to testing, we will require a quantity of each product (typically 5 minutes running time worth of product) along with a roll of lidding film for each width tested. AmeriPak is not responsible for delays in shipment due to a lack of sample product, testing product or lidding materials.

LIDDING MATERIAL

Lidding material used to seal filled trays is: To be determined by customer.

OPERATING SPEED

The above noted speed(s) are the target speeds for the application. The speed at which satisfactory seals can be obtained can only be determined after testing and evaluation.

PRODUCT FEEDING

The customer will be responsible for feeding trays and product in an accurate and consistent manner.

PRODUCT DISCHARGE

The customer will be responsible for handling the product after being discharged.

GUARDING

The guarding of the tray sealer has been arranged for maximum operator safety and include electrically interlocked guards with electrical safety circuits to automatically stop the equipment under unsafe conditions. All guarding not equipped with electrical interlocks will require tools to remove.

EQUIPMENT PROPOSAL

AMERIPAK

Customer: City of New Haven CT BOE

RFP# 2020-06-1334

Date: June 29, 2020

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MACHINE MANUAL

Two copies of the machine manuals are provided on two USB thumb drives. The manual has sections for operation, setting, maintenance, lubrication, part identification, electrical diagram and a trouble-shooting guide.

ELECTRICAL SUPPLY

This tray sealer will be arranged to receive your electrical supply of 208v, 1 phase, 60 hertz, 20-amps with electrical ground and includes a 20-foot long electrical cord. The electrical cabinet and controls are designed to meet N.E.M.A. 1 electrical standards.

OTHER UTILITY REQUIREMENTS

Compressed air: 10cfm @ 80 PSI

MACHINE SPECIFICATIONS FOR YOUR APPLICATION

1. 22 Foot overall length frame constructed of stainless steel and aluminum.
2. Open plating of 14 feet, 7-1/2 inches. Trays to be run in two lanes of trays.
3. Teflon coated heated seal drum to be open and close automatically. Requires 1.0 cfm of clean dry compressed air @90psi.
4. Tray/plate carriers made of 3/4" thick anodized aluminum.
5. One set of custom dual lane seal pockets/plates to accommodate 6.5" X 5" trays (replaceable T gaskets to be made from food grade silicon)
6. Film holder / dual lane, width to accommodate 10-1/2" wide film.
7. Stainless steel construction.
8. Automatic integrated dual lane tray placer/denester for 6.5" X 5" trays, ovenable pulp or ovenable CPET (requires customer to supply 10 cfm of clean dry compressed air @90psi)
9. Dual lane magazine for tray placer/denester.
10. Lifting rails to remove filled trays from sealer.
11. Machine supported on four 5" locking casters for portability with a working height range 34" to 38".
12. Machine controls located above working area within a stainless steel electrical housing.
13. Variable speed 1/3 HP AC wash down drive motor. Speed range up to 40 cycles per minute.
14. A Machine-driven overload device is included.
15. ability to use water to wash down from tray carriers down to the floor.
16. 208 v, 1 phase, 60 HRZ, 20A with electrical ground and includes a 20 foot long electric cord. Electric to meet N.E.M.A. 1 electrical standards.
17. Ability to change from one tray size to another when needed in 30 minutes or less, without tools.
18. Spare part kit consisting of items listed on attachment – "spare parts".
19. Two copies of the machine manuals are provided on two USB thumb drives. The manual has sections for operation, setting, maintenance, lubrication, part identification, electrical diagram and a trouble-shooting guide.
20. Price includes delivery and installation. Price also includes 2 days of onsite training by a factory technician.

PRICE OF ABOVE MACHINE, f.o.b. delivered to New Haven CT.

BOE Central Kitchen \$117,069.39

OTHER SUGGESTED OPTIONS:

1. Supply 48" diameter lazy susan turntable. \$ 4,600.00

TOTAL CONTRACT PRICE

\$_____

AMERIPAK

Customer: City of New Haven CT BOE

RFP# 2020-06-1334

Date: June 29, 2020

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PAYMENT TERMS

An initial payment of 50% of the total contract price with the signed contract, an additional 40% due prior to shipment, balance net 30 days after shipment not relating to machine installation. Payment terms are subject to credit approval. Send Purchase Order, signed contract, deposit check, sample product and film to AmeriPak, 364 Valley Rd., Unit 100, Warrington, PA 18976, referencing this proposal number on your Purchase Order. Our fax is 215-488-9713.

NOTE: Price is valid for 120 days from date of proposal. Price is f.o.b. delivered to New Haven BOE Central Kitchen and does not include applicable sales and use taxes. Delinquent accounts will be charged interest on any unpaid balance at the rate of one and one-half percent per month (1-1/2%).

SHIP DATE

We estimate our ship date to be 12 to 14 weeks from date of receipt of your formal order and signed original of this proposal. To enter your order, we require all items noted in *PAYMENT TERMS* above. Our estimated ship date is *based on current production schedules and is subject to change at time order is placed.*

TRAINING

Customer training is conducted free-of-charge at AmeriPak's factory as part of the machine acceptance test. 2 Days of additional training is also included at the customer's location by AmeriPak Factory Service Technicians

CUSTOMER'S RESPONSIBILITY

- ✓ Sign off and release machine for shipping after factory acceptance test at manufactures facility.
- ✓ Arrange for safe unloading of the shipment once it arrives at your location.
- ✓ Check for damage to the shipment upon arrival and report any damage to the carrier.
- ✓ Uncrate and locate equipment prior to start-up
- ✓ Provide and connect all utilities to the equipment at the desired location
- ✓ Provide mechanical and electrical assistance to the installing technician

WARRANTY

The warranty described herein shall be IN LIEU OF any other warranty, expressed or implied, including but not limited to, any implied warranty of MERCHANTABILITY or fitness for a particular purpose.

1. Goods not manufactured by the SELLER CARRY ONLY THE MANUFACTURER'S WARRANTY.
2. Seller assumes no responsibility for the quality of performance of wrapping materials, bags, containers, labels, glues, or other materials purchased from others for use with SELLER'S goods.

AMERIPAK

Customer: City of New Haven CT BOE

RFP# 2020-06-1334

Date: June 29, 2020

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3. The machinery manufactured by AmeriPak is warranted to be free from defects in material and workmanship for a period of 12 months from the date the equipment is shipped. All parts proving defective during this period, based on AmeriPak's examination, will be repaired or replaced free of charge within a reasonable time. This warranty shall not apply if the equipment has not been operated and maintained in accordance with AmeriPak's written instructions applicable to such equipment. Such warranty does not apply to wearable or disposable items such as but not limited to heating elements, cutting knives and brake/clutch surfaces.

LIMITATION OF WARRANTY

BUYER agrees that in no event shall the SELLER have any liability for direct damages in excess of the contract price of the goods in respect of which claim is made, and BUYER further agrees that in no event shall SELLER have any liability for loss of use, loss of profits or for any indirect, incidental or consequential damages of any kind.

CANCELLATION

BUYER may cancel all or any of the goods by written notice to the SELLER 60 days prior to the acknowledged shipping date. On receipt of cancellation notice, all work on the goods cancelled will be stopped as promptly as reasonably possible. BUYER agrees to pay to SELLER contract prices for complete goods and SELLER'S full costs (including burden and overhead) plus twenty percent (20%) for incomplete goods. SELLER has the right to complete and ship goods cancelled less than sixty (60) days prior to the acknowledged shipping date.

TITLE – RISK OF LOSS – INSURANCE – ASSIGNMENT

Delivery of the goods, f.o.b. SELLER'S plant, to a carrier or BUYER shall constitute transfer of risk of loss. Title to the goods shall remain with SELLER as a named loss payee until the full purchase price is paid. Neither BUYER nor SELLER shall assign this contract without prior written consent of the other.

COMPLETE CONTRACT

This contract is the final, complete and exclusive statement of the agreement between BUYER and SELLER. No terms, conditions, understandings, usage of the trade, courses or dealing, or agreements purporting to modify, vary, explain, or supplement this contract shall be binding unless and until hereinafter made in writing and signed by BUYER and SELLER. The validity, interpretation and performance of this contract shall be governed by and construed in accordance with the laws of the Commonwealth of Pennsylvania.

FOR AMERIPAK

By: Jim O'Shea

Date: June 29, 2020

BUYER'S ACCEPTANCE

By: _____

Date: _____

AMERIPAK

Customer: City of New Haven CT BOE

RFP# 2020-06-1334

Date: June 29, 2020

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PNEUMATIC CONNECTION
ON SIDE OF PLACER GUARD
20-1/2" OFF FLOOR. 1/4 NPT
FEMALE COUPLING SUPPLIED.
CUSTOMER TO SUPPLY 10 SCFM (MIN.)
CLEAN, DRY AIR @ 90 PSI.



TOLERANCES UNLESS OTHERWISE SPECIFIED		DWN. BY	DATE	SCALE	QUAN.	NAME
.XX = ±.015		JR	03-07-11	3/8"=1'		FLOOR PLAN - 20' w/ PLACER
.XXX =	MATERIAL					
.XXXX		MACHINE	DWG. NO.			
		Td60	19-299-019-1			

Responses

Oliver Packaging and Equipment

Success: All data is valid!

						Numeric	
Status	#	Per specification	Item Specification	Quantity Required	Unit Measure	Unit Price	Total Cost
Success: All values provided	#0-1	Tray Sealer school meal packaging equipment system	The City of New Haven, Board of Education Food Service (BOE) is soliciting a Request for Proposal for a Tray Sealer school meal packaging equipment system to produce up to 4800 meals per hour. The machine should have the ability to be used for hot meals and cold pack meals utilizing a heated drum style sealer ore heated plate style sealer.	1	EA	\$ 145,924.00	\$ 145,924.00



(800) 253-3893 • (616) 356-2950

www.oliverquality.com

Quote

06/30/2020

Bill to:

City of New Haven

Ship to:

City of New Haven - MX6 &
Accumulator

From:

Oliver Packaging & Equipment Co.
Jennifer Martineau
3236 Wilson Dr. NW
Walker, MI 49534-7564
800-253-3893 x7802
jmartineau@oliverquality.com

Job Reference Number: 1407JM

Item	Qty	Description	Sell	Sell Total
1	1 ea	HEAT SEAL MACHINE, CONVEYOR TYPE Oliver Model No. MX6 (54-500) Speedseal® MX Tray Lidder/Packaging System, large volume, 25' conveyor, seals up to 80 trays/min, max tray size 10.5"W x 12"L x 3"D (single lane) & 5"W x 12"L x 3"D (dual lane), max roll dia. 10", programmable controls with touch screen, adjustable speed, in-line film stand with perforation unit, automatic tray carrier wash, dual rotary heat seal stations, stainless steel construction, 80 PSI, 30 amps, 208v/60/1-ph Dimensions 74(h) x 318(w) x 41(d)	\$145,924.00	\$145,924.00
3	1 ea	ACCUMULATOR TABLE Oliver Model No. ACCUMULATOR Rotary tray accumulator	\$4,240.00	\$4,240.00
2	1 ea	CRATING Custom Model No. CRATING MX6 Crating for shipment	\$1,500.00	\$1,500.00
3	1 ea	INSTALLATION Custom Model No. INSTALLATION MX Tray Lidder initial installation and training. Two days onsite with two Oliver Factory Representatives.	\$3,750.00	\$3,750.00

Item	Qty	Description	Sell	Sell Total
ADDITIONAL ON SITE INSTALLATION & TRAINING				
These prices are for any additional time requested by customer for installation and training.				
These prices do not include travel expenses such as: meals, airline tickets, car rental, hotel, etc. These items will be billed at actual cost.				
These prices also do not include hourly on-site rates. These items will be billed separately at the rates below.				
Weekday On-Site hourly rate per person: \$100/hr				
Saturday On-Site hourly rate per person: \$150/hr				
Sunday On-Site hourly rate per person: \$200/hr				
			Merchandise	\$155,414.00
			Freight	\$3,500.00
			Total	\$158,914.00

1/3 down with order, 1/3 at shipping, 1/3 Net 30 days

Terms are subject to approval by our credit department

Warranty of 1 year from 1st use. Covers material defects and workmanship (does not cover misuse or abuse).

Shipment is FOB Walker, MI shipped on a dedicated truck

Estimated lead time of 16 - 18 weeks from receipt of PO

If extra tray carriers are required, these will need to be quoted. Nothing is final on design until trays are selected and approved.

Pricing good thru 12/31/2020

Acceptance: _____ Date: _____

Printed Name: _____



Model Series 54-500

Speedseal® MX 4, 5, 6

Key Features:

- Large volume conveyor available in three lengths
 - MX 4 - 16', with 8' of usable infeed
 - MX 5 - 20', with 12' of usable infeed
 - MX 6 - 25', with 17' of usable infeed
- Standard features on each include,
 - Choose Single or Dual Lane
 - Color Touch Screen User Interface
 - In-Line Film Perforation
 - Automatic Tray Carrier Wash
- Rotary heat seal technology with dual heat seal stations ensures high quality seals
- Adjustable speed accommodates more complex menu items
 - Up to 80 trays/min. – MX 6 dual lane manual operation, 2 food items
 - Up to 50 trays/min. – MX 5 dual lane manual operation, 2 food items
 - Up to 40 trays/min. – MX 4 dual lane manual operation, 2 food items
 - Factors influencing speed include number of food items, number of production personnel, manual operation
 - Please consult with your Oliver sales representative to determine estimate based on specific parameters
- Option to Integrate up to four accessories for system enhancement
 - Rotary Tray Accumulator
 - Tray Denester
 - Food Depositor
 - Check Weigher
 - Metal Detector
 - X-Ray
 - Labeler
 - Date Coder



*Touch Screen
(standard)*



*Filmstand with
Perforation Unit
(standard)*



Rotary Accumulator(option)



Depositor (option)

Mylar® is a registered trademark of Dupont Teijin Films for its polyester film. Only DuPont Teijin Films makes Mylar®.

Manufactured in the U.S.A.

Model Series 54-500



Speedseal® MX 4, 5, 6

SPECIFICATIONS:

Overall Machine Dimensions: see line drawings.

Electrical:

1 PH 208V, 30 AMP, 60 Cycles

Maximum Tray Dimensions:

Single Lane: 5" W x 12" L x 3" D

Dual Lane: 10.5" W x 12" L x 3" D

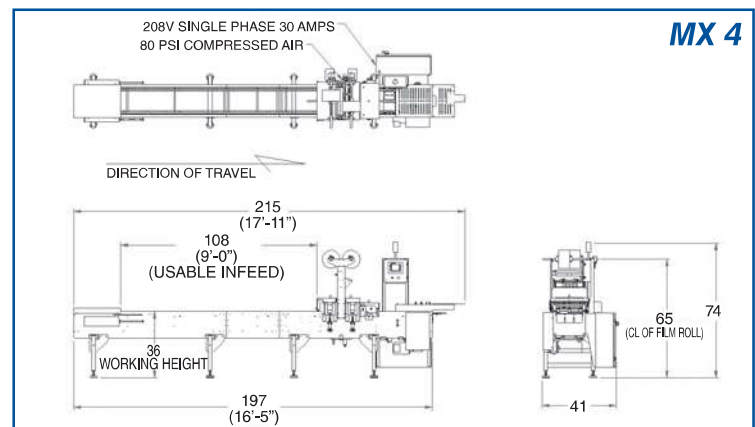
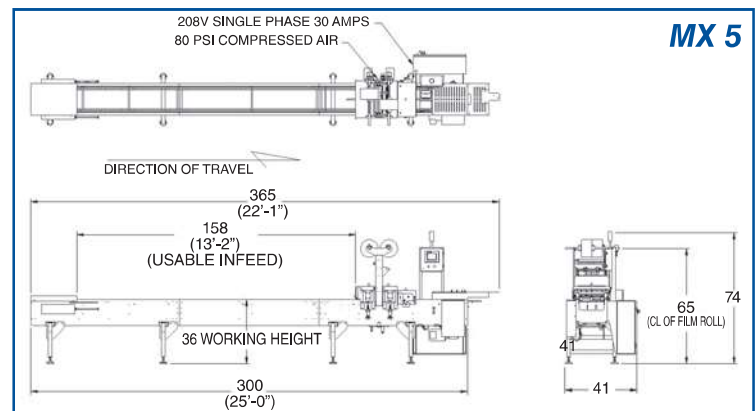
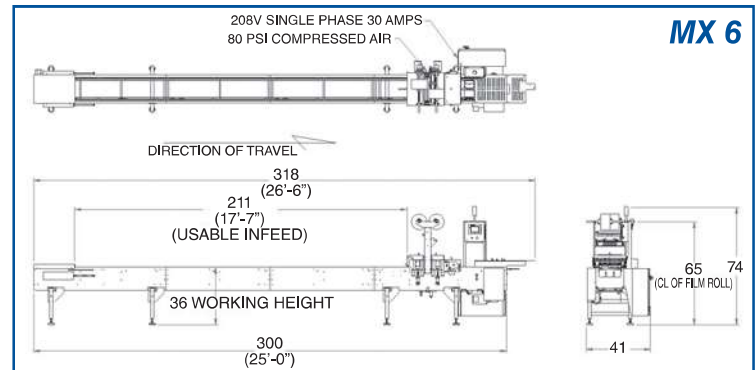
Air Supply:

80 PSI (line pressure)

Maximum Film Roll Diameter:

10" Outside diameter

3" Core



The information contained herein is correct to the best of our knowledge. The recommendations or suggestions are made without guarantee or representation as to results.

Above specifications subject to change without notice

Manufactured in the U.S.A.



Accumulator

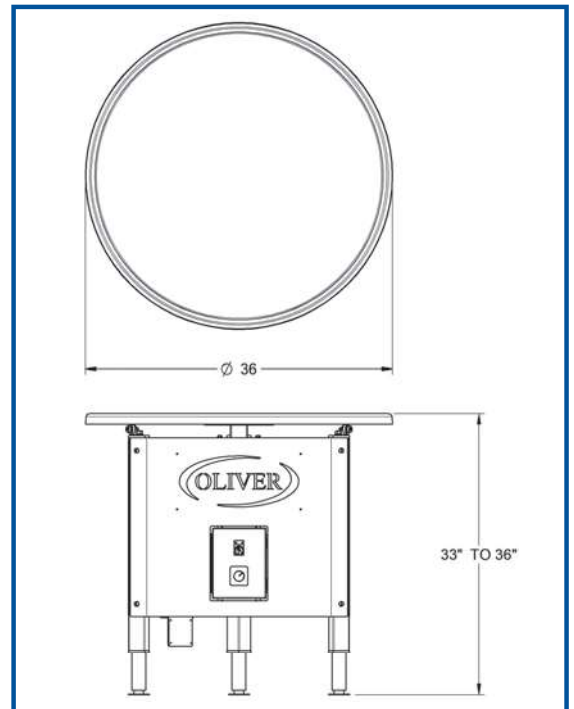
Rotary Tray Accumulator

Key Features:

- Compact accessory compliments conveyor meal packaging equipment
- Adjustable speed for controlled off-loading of sealed trays
- Adjustable height creates flexibility
- Food grade plastic turntable - easy to clean
- Constructed with painted and stainless steel

Specifications:

- Product Capacity: supports up to 25 lbs of product
- Shipping Weight: 175 lbs.
- Net Weight: 125 lbs.
- Dimensions:
 - 36" diameter
 - 33-36" adjustable height / available with casters
- Electrical: 15 VAC, 60 Hz, 115 VAC, 2 Amps



Manufactured in the U.S.A.

Spare Parts List

Part #	Description	Quantity
70855	Blade Cutter 6" Long	4
5725-9737	Fuse-600V 25 A Buss #Lpj-25Sp	2
5725-9960	Fuse-5 X 20 Mm 250V 1A	2
5757-9385	Switch-Safety, Coded-Magnet	1
70828	Sleeve 12"Long Rubber Covered	1