



2901 Cuming Street
Omaha, NE 68131
(402) 344-4321 phone
(402) 346-0277 fax
www.HilandDairy.com

April 30, 2020

Belmond Klemme CSD
Attn: Ms. Kim Belstene
411 10th Ave
Belmond, IA 50421

Dear Ms. Belstene,

Per your request, Hiland Dairy Foods, LLC is pleased to submit the following quote for dairy products for the 2020-2021 school year.

<u>Unit</u>	<u>Product</u>	<u>Esc/De-Escalating Price</u>
HPT	SKIM WHITE CARTON	0.2450
HPT	1% WHITE CARTON	0.2520
HPT	SKIM CHOCOLATE CARTON	0.2570
HPT	ORANGE JUICE CARTON	0.3500

This bid is for Escalating/De-Escalating pricing. Please see attached clause for monthly cost adjustment factors for Esc/De-Esc pricing.

The bid is (choose one) awarded to Hiland Dairy or declined and awarded to _____

Name and Title _____

Contact Phone _____ Email _____

Date _____ First Delivery Date _____

Please complete and scan this bid along with all competing bidder's pricing to: rmerwald@hilanddairy.com.

Thank you,

Scott Barnard, District Sales Manager
Phone: (402)970-0570
Fax: (402)970-0147
sbarnard@hilanddairy.com

Milk Escalator / De-Escalator Pricing Clause (DFA Supplied)

The pricing quoted is based on **April's 2020** Federal Milk Marketing Order for Class I Skim and Class I Butterfat. This pricing is subject to change as the cost of raw milk changes each month according to the USDA Federal Milk Market Price Announcements and Dairy Farmers of America.

The cost of milk fluctuates up and down each month based on the cost changes in raw milk. Changes of a minimum of \$.10 per CWT (up or down) will move the cost of a half pint \$.00054.

Prices will also be adjusted up or down based on cost changes in packaging, ingredients, labor, fuel, juice concentrate, re-sale products (ex. Tropicana, Sport Shake), etc. Supporting documentation will be supplied upon request.

All price changes will become effective on the 1st day of the month following the price announcement.

CERTIFICATE OF NON-COLLUSION/INDEPENDENT PRICE
DETERMINATION

The undersigned certifies that the preparation and submission of the attached bid have been conducted independently, without consultation, communication, or agreement with any other bidder or potential bidder and that there will be no consultation, communication, or agreement on the price, terms, and conditions of this bid by or on behalf of Hiland Dairy Foods Co., LLC with any other bidder or potential bidder prior to the official opening of the bid.

Date: APRIL 2020

Hiland Dairy Foods Co., LLC

Rick Beaman

Rick Beaman
General Sales Manager



May 5, 2020

Belmond-Klemme CSD
 Attn: Kim Belstene
 Food Service Director
 411 Tenth Ave. NE
 Belmond IA. 50421

Dear Ms. Belstene,

We wish to submit the following quotations on dairy products to be used by the Belmond-Klemme Community School District during the 2020-21 school year.

			<u>Plastic Bottles</u>
½ pint 1% Milk	-	.2210	.2910
½ pint Skim Milk	-	.2160	.2860
½ pint Chocolate Skim Milk	-	.2330	.3030
½ pint 1% Chocolate Milk	-	.2410	
½ pint 100% Orange Juice	-	.3500	

Prices quoted are subject to the attached escalator clause.

We furnish and maintain all necessary milk coolers. Please note that when a school system owns their own coolers .0050 ½ pint can be deducted.

Delivery schedule will be as mutually agreed upon.

Sincerely,
Bob Seidl
 Bob Seidl
 Accounting Manager
 ANDERSON ERICKSON DAIRY



RIDICULOUSLY HIGH STANDARDS.

ESCALATOR CLAUSE

FLUID MILK PRODUCTS:

The prices in this bid are based on the Class I price (at 3.5% butterfat) plus premiums. The Class I price is established under the terms of the Central Federal Milk Market Order #32. The price established for the month of May 2020 is \$17.26 per 100 lbs. The components of this price include: Class I Skim Price - \$8.72/cwt.; Class I Butterfat Price - \$1.2948/lb; Location Adjustment - \$1.80/cwt.; Premiums - \$2.51/cwt.

The formula for price adjustments of fluid milk delivered in half-pint and all other size containers is as follows:

- a. Compute the difference per hundredweight for Class I milk between the price for the month in question and the price for the base month indicated above (or the most recent month in which prices were adjusted) based on the factors relating to the actual cost of each product. Actual cost for each product is determined as follows:
(Skim factor) * (Skim price) + (Butterfat factor) * (Butterfat price) + Location adjustment + Premiums. Skim factors/Butterfat factors are as follows: Whole milk - .9665/3.35; 2% milk - .9800/2.00; 1% milk - .9900/1.00; Skim milk - .9995/.05.
- b. Multiply this difference per hundredweight by .086 (8.6 / 100 – 8.6 lbs. to each gallon of milk) to calculate the difference in price per gallon.
- c. One-sixteenth of this difference is the amount of change in price for each one-half pint container of milk. All other size containers will be proportional.
- d. If the price for Class I milk is higher during the month in question than in the base month, the sum will be added to the previous price charged by the vendor. If the price for Class I milk is lower during the month in question than in the base month, the sum will be deducted from the previous price charged by the vendor.

ALL PRODUCTS:

Prices bid on all products are subject to change based on price changes from our suppliers including but not limited to fuel, packaging and ingredients. Supporting documentation is available upon request.

ANDERSON ERICKSON DAIRY

2420 E. University | Des Moines, Iowa | 50317-6501 | Tel: 515-265-2521 | Fax: 515-263-6301 | www.aedairy.com



Dean Foods 2020-21 Dairy Bid

May 20

7062



Le Mars Office
1345 12th Ave SW
Le Mars, IA 51031

Lincoln Office
220 SW 32nd Street
Lincoln, NE 68522



Bill To: 1400285
BELMOND-KLEMME COMMUNITY SCHOOL DISTRICT

Dean Foods would like the opportunity to bid on your schools dairy program for the upcoming 20-21 school year. Please see the below bid prices quoted for the month printed in the top right corner. **If you have any questions regarding the bid, please contact Debra Carlson at: Email: debra_carlson@deanfoods.com - Phone: 712-548-2200 - Fax: 712-548-5809**

Milk	Carton	Item #	Escalator
8oz LOL DairyPure Whole	Paper	56969	
8oz LOL DairyPure 2%	Paper	56986	
8oz LOL DairyPure 1%	Paper	56982	0.2025
8oz LOL DairyPure Skim	Paper	56984	0.2022
8oz TM 1% Chocolate (Squat - 48 per case)	Paper	47284	0.2274
8oz TM Fat Free Chocolate	Paper	45837	0.2130
8oz TM Fat Free Strawberry	Paper	46073	0.2136
Gallon LOL DairyPure Whole	Plastic	56826	
Gallon LOL DairyPure 2%	Plastic	56832	
Gallon LOL DairyPure 1%	Plastic	56840	
Gallon LOL DairyPure Fat Free Skim	Plastic	56836	
Half Gallon LOL DairyPure 2%	Plastic	56923	
Quart LOL DairyPure Buttermilk	Paper	58759	

Other	Carton	Item #	Escalator
Gallon Orchard Pure Orange Juice	Plastic	57741	3.6728
Half Gallon Orchard Pure Orange Juice	Plastic	57739	2.1009
12oz Orchard Pure 100% Orange Juice	Plastic	56683	0.9700
12oz LOL 100% Apple Juice	Plastic	29135	0.9700
8oz LOL Orange Juice	Paper	13165	0.3067
4oz -100% Juice: Orange, Apple, Fruit Punch & Grape	Plastic - Foil Top	54952	0.2150
5LB LOL Cottage Cheese 4%	Plastic Tub	11653	7.0054
5LB LOL Cottage Cheese 2%	Plastic Tub	11654	7.1709
5LB LOL Sour Cream Reg	Plastic Tub	11573	5.8410
5LB LOL Sour Cream Lite	Plastic Tub	54017	6.2880
1oz LOL Sour Cream Reg	Paper Packet	54152	10.0739
5LB LOL Yogurt Low Fat Strawberry	Plastic Tub	42701	8.0401
24oz LOL Yogurt Fat Free (All Flavors)	Plastic Tub	12832	2.3880
6oz LOL Yogurt-Low Fat and Fat Free (All Flavors)	Plastic Cup	12827	0.6251
HG DP Lactose Free ESL Skim (other fat levels avail.)	Paper	56745	4.0462
Dzn Large Eggs (15dzn per case - sold by full cases only)	Paper Carton	3707	2.5900
Half Gallon LOL IC Mix 5% Van and Choc	Plastic	37968	3.1922
14oz Dairy Pure /TruMoo Milk Flavors: White: VD, 2%, Choc VD, Choc 1%	Plastic	56781	0.9900
14oz TruMoo 1% Protein (Van-Choc)	Plastic	51059	1.3200

Please fill in the below information, sign and return via mail, e-mail or fax along with any other competitive bids and a 20 /21 school calendar .

TRU MOO - No High Fructose Corn Syrup, No Artificial Growth Hormones and No GMO Ingredients!

We (Please circle one) **We**
Accept **Decline**

First Day of School:

Name of Kitchen/Food Service Director:

Phone #:

Email:

Signature:

Ship To's: * Delivery Days and Times to be Determined*
1400283 BELMOND KLEMME JR/SR HIGH SCHOOL
1400284 JACOBSON ELEMENTARY

Reservation of Right to Amend Bid Response: Notwithstanding any terms or conditions contained or referenced in this RFP to the contrary, due to the announced potential acquisition of all or substantially all of the assets of respondent by Dairy Farmers of America as well as the potential divestiture of certain other assets of respondent, respondent reserves the right to amend the enclosed bid response (i) in the event that such future events affect its ability to service the business applicable to this RFP prior to the completion of this RFP and/or the awarding of the applicable business hereunder or (ii) as otherwise required by any ongoing court proceeding to which respondent is subject.



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Fluid Milk Escalator /De-escalator Clause

Future price adjustments will be predicated on the following escalator/de-escalator formula for fluid milk taking into consideration Federal Milk Market monthly changes in the cost of skim milk and butterfat. Expenses including fuel, energy, packaging and ingredients will also be included in monthly changes and will be communicated as to what these expenses include.

SKIM MILK:

- For each \$.10/cwt increase or decrease in the cost of skim milk, prices will adjust respectively as follows on all fat levels.

5 Gallon	-	.0430 per 5 Gallon
Gallon	-	.0086 per Gallon
8 oz.	-	.00054 per 8 oz.

BUTTERFAT:

- For each \$.10 increase or decrease in the cost of butterfat, prices will adjust respectively as follows by various fat levels.

<u>Item</u>	<u>Whole (3.25%)</u>	<u>2%</u>	<u>1%</u>	<u>Fat Free</u>
5 Gallon	.1395/5 Gal	.086/5 Gal	.043/5 Gal	.0045/5 Gal
Gallon	.0279/Gal	.0172/Gal	.0086/Gal	.0009/Gal
8 Oz	.0017/8 Oz	.0011/8 Oz	.0005/8 Oz	.0001/8 Oz

- **Monthly per unit adjustments will reflect a combination of the changes in skim milk and butterfat, and expenses (fuel, packaging, ingredients, resin, energy, etc.).**
- This escalator/de-escalator formula applies to all fluid milk items.

Non Fluid Milk Items

Prices bid on products other than fluid milk are for one month only, and will automatically renew at the quoted price, unless Dean Foods advises you of our intent to change the price as a result of a significant supplier price change.

U.S. DEPARTMENT OF AGRICULTURE

**Certification Regarding Debarment, Suspension, Ineligibility
and Voluntary Exclusion - Lower Tier Covered Transactions**

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 7 CFR Part 3017, Section 3017.510, Participants' responsibilities. The regulations were published as Part IV of the January 30, 1989, Federal Register (pages 4722-4733). Copies of the regulations may be obtained by contacting the Department of Agriculture agency with which this transaction originated.

(BEFORE COMPLETING CERTIFICATION, READ INSTRUCTIONS ON REVERSE)

- (1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
- (2) Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

Dean Foods

Organization Name


Milk Bid

PR/Award Number or Project Name

John Cooper, Sales Manager

Name(s) and Title(s) of Authorized Representative(s)

Signature(s)



3-23-2020

Date