

**INDEPENDENT SCHOOL DISTRICT 877**  
**BUFFALO - HANOVER - MONTROSE**  
**BID TABULATION**  
**MILK PRODUCTS**  
**April 16, 2012, 2:00 PM CENTRAL TIME**

BIDDERS			DEAN FOODS/LAND-O-LAKES			KEMPS		
BIDDER'S ASSURANCE OF COMPLIANCE			X			X		
USDA CERTIFICATION			X			X		
ACCEPT PROCUREMENT CARD			No			No		
<b>BASE BID : 1/2 PINT MILK IN PAPER CARTONS</b>			Twice/week delivery			Daily Delivery		
#	DESCRIPTION	YTD QTY	FIRM PRICES PER UNIT	ESCALATION - DE-ESCALATION PRICES/ UNIT	PRODUCT VARIANCE / BID NOTES	FIRM PRICES PER UNIT	ESCALATION - DE-ESCALATION PRICES/UNIT	PRODUCT VARIANCE / BID NOTES
1	½ Pint Low fat (1%) White Milk in carton	85,047	No bid	\$0.1778		\$0.2070	\$0.1970	
2	½ Pint Skim White Milk in carton	132,657	No bid	\$0.1748		\$0.2000	\$0.1900	
3	½ Pint Skim Chocolate Milk in carton	319,600	No bid	\$0.1878		\$0.2240	\$0.2140	
4	½ Pint Lactose Reduced Milk 1% in carton	860	No bid	\$1.6300	Skim Quart	\$0.6000	\$0.5440	
5	2% milk, 12 oz	465	No bid	\$0.7400		\$0.7600	\$0.7400	16 oz
6	Strawberry milk, 12 oz	200	No bid	\$0.7400		\$0.7600	\$0.7400	16 oz
7	Chocolate 1% milk, 12 oz	1360	No bid	\$0.7400		\$0.7600	\$0.7400	16 oz
8	Skim milk, 12 oz	20	No bid	\$0.7400		\$0.7600	\$0.7400	16 oz
9	Homo milk, Gallon	42	No bid	\$3.2000		\$3.7700	\$3.7480	
10	Cottage Cheese, 2%, 5#	40	No bid	\$6.7500		\$7.7500	\$7.5000	
11	Shake Mix, Vanilla 3.5%, 2.5 Gal	67	No bid	No bid		\$20.0000	\$19.7000	
12	Soft Serve, Chocolate 5%, 2.5 Gal	14	No bid	\$13.1400	3.5%	\$20.0000	\$19.7000	
13	Soft Serve, Vanilla.5%, 2.5 Gal	88	No bid	\$13.1400	4.0%	\$20.0000	\$19.7000	

**MINNESOTA APRIL 2012 ESCALATOR CLAUSE**

Under the terms of the **Federal Milk Market Order #30**. If the Class I price is decreased or increased, for each \$.01 per hundredweight decrease or increase, the quotation on: Fluid milk will decrease or increase \$.000054 per 1/2 pint

**BUTTERFAT DIFFERENTIAL**

Price change will occur as butterfat differentials are announced by the Federal announcements. Formula as follows: For each change in the announced butterfat differential the price will increase or decrease by the following formula:

	DEAN FOODS/LAND-O-LAKES per \$.10	KEMPS per \$.001
Butterfat Differential: Whole Milk per 1/2 pint	\$0.0017000	\$0.0000140
Butterfat Differential: 2% Milk per 1/2 pint	\$0.0011000	\$0.0000810
Butterfat Differential: 1% Milk per 1/2 pint	\$0.0005000	\$0.0001370
Butterfat Differential: Skim Milk per 1/2 pint	\$0.0001000	\$0.0001880

\*\* YTD totals are from time period 9/6/11 to 2/29/12

**Please Note:** Using the same denomination for each \$.01 change in the announced butterfat differential the price would increase or decrease by the following.

	DEAN FOODS/LAND-O-LAKE\$	KEMPS
Butterfat Differential: 1% Milk per 1/2 pint	\$0.0000500	\$0.0013700
Butterfat Differential: Skim Milk per 1/2 pint	\$0.0000100	\$0.0018800

OPTIONAL ALTERNATE BID: 1/2 PINT MILK IN PLASTIC BOTTLES						
			DEAN FOODS/LAND-O-LAKES		KEMPS	
#	DESCRIPTION	YTD QTY	FIRM PRICES PER UNIT	ESCALATION - DE-ESCALATION PRICES/ UNIT	FIRM PRICES PER UNIT	ESCALATION - DE-ESCALATION PRICES/UNIT
1	½ Pint Low fat (1%) White Milk in carton	85,047	No bid	No bid	\$0.270	\$0.260
2	½ Pint Skim White Milk in carton	132,657	No bid	No bid	\$0.269	\$0.259
3	½ Pint Skim Chocolate Milk in carton	319,600	No bid	No bid	\$0.291	\$0.281
4	½ Pint Lactose Reduced Milk 1% in carton	860	No bid	No bid	\$0.600	\$0.594
5	2% milk, 12 oz	465	No bid	No bid	\$0.760	\$0.740
6	Strawberry milk, 12 oz	200	No bid	No bid	\$0.760	\$0.740
7	Chocolate 1% milk, 12 oz	1360	No bid	No bid	\$0.760	\$0.740
8	Skim milk, 12 oz	20	No bid	No bid	\$0.760	\$0.740
9	Homo milk, Gallon	42	No bid	No bid	\$3.770	\$3.748
10	Cottage Cheese, 2%, 5#	40	No bid	No bid	\$7.750	\$7.500
11	Shake Mix, Vanilla 3.5%, 2.5 Gal	67	No bid	No bid	\$20.000	\$19.700
12	Soft Serve, Chocolate 5%, 2.5 Gal	14	No bid	No bid	\$20.000	\$19.700
13	Soft Serve, Vanilla.5%, 2.5 Gal	88	No bid	No bid	\$20.000	\$19.700

**MINNESOTA APRIL 2012 ESCALATOR CLAUSE**

Under the terms of the **Federal Milk Market Order #30**. If the Class I price is decreased or increased, for each \$.01 per hundredweight decrease or increase, the quotation on: Fluid milk will decrease or increase \$.000054 per 1/2 pint

**BUTTERFAT DIFFERENTIAL**

Price change will occur as butterfat differentials are announced by the Federal announcements. Formula as follows: For each change in the announced butterfat differential the price will increase or decrease by the following formula:

	DEAN FOODS/LAND-O-LAKES	KEMPS for \$.001 increase
Butterfat Differential: Whole Milk per 1/2 pint	N/A	\$0.0000140
Butterfat Differential: 2% Milk per 1/2 pint	N/A	\$0.0000810
Butterfat Differential: 1% Milk per 1/2 pint	N/A	\$0.0001370
Butterfat Differential: Skim Milk per 1/2 pint	N/A	\$0.0001880

\*\* YTD totals are from time period 9/6/11 to 2/29/12

TOTAL PRICE PER YEAR TO DATE QUANTITY: 1/2 PINT MILK IN PAPER CARTONS							
			DEAN FOODS/LAND-O-LAKES		KEMPS		Actual YTD Costs 2011-12 through 2/29/12
#	DESCRIPTION	YTD QTY	FIRM PRICES PER UNIT	ESCALATION - DE-ESCALATION PRICES/ UNIT	FIRM PRICES PER UNIT	ESCALATION - DE-ESCALATION PRICES/UNIT	
1	½ Pint Low fat (1%) White Milk in carton	85,047	No bid	\$15,121.36	\$17,604.73	\$16,754.26	\$20,187.95
2	½ Pint Skim White Milk in carton	132,657	No bid	\$23,188.44	\$26,531.40	\$25,204.83	\$29,848.31
3	½ Pint Skim Chocolate Milk in carton	319,600	No bid	\$60,020.88	\$71,590.40	\$68,394.40	\$74,438.10
<b>Total</b>			No bid	\$98,330.68	\$115,726.53	\$110,353.49	\$124,474.36

TOTAL PRICE PER YEAR TO DATE QUANTITY: MARGINAL QUANTITY ITEMS								
			DEAN FOODS/LAND-O-LAKES			KEMPS		
#	DESCRIPTION	YTD QTY	FIRM PRICES PER UNIT	ESCALATION - DE-ESCALATION PRICES/ UNIT	PRODUCT VARIANCE / BID NOTES	FIRM PRICES PER UNIT	ESCALATION - DE-ESCALATION PRICES/UNIT	PRODUCT VARIANCE / BID NOTES
4	½ Pint Lactose Reduced Milk 1% in carton	860	No bid	\$1,401.80	Skim Quart **	\$516.00	\$467.84	
5	2% milk, 12 oz	465	No bid	\$344.10		\$353.40	\$344.10	16 oz
6	Strawberry milk, 12 oz	200	No bid	\$148.00		\$152.00	\$148.00	16 oz
7	Chocolate 1% milk, 12 oz	1360	No bid	\$1,006.40		\$1,033.60	\$1,006.40	16 oz
8	Skim milk, 12 oz	20	No bid	\$14.80		\$15.20	\$14.80	16 oz
9	Homo milk, Gallon	42	No bid	\$134.40		\$158.34	\$157.42	
10	Cottage Cheese, 2%, 5#	40	No bid	\$270.00		\$310.00	\$300.00	
11	Shake Mix, Vanilla 3.5%, 2.5 Gal	67	No bid	No bid		\$1,340.00	\$1,319.90	
12	Soft Serve, Chocolate 5%, 2.5 Gal	14	No bid	\$183.96	3.5%	\$280.00	\$275.80	
13	Soft Serve, Vanilla.5%, 2.5 Gal	88	No bid	\$1,156.32	4.0%	\$1,760.00	\$1,733.60	

\*\* Skim Quart pricing equivalent to \$.4075 per 1/2 pint with a total price for 860 1/2 pints = \$350.45