



Address: 3275 N. M-37 Highway | P.O. Box 247
Middleville, MI 49333-0247
Tel: (269) 795-3308 or (800) 632-4572
Fax: (269) 795-9788
Website: www.hpsnet.com

C O N F I D E N T I A L

David A. Ross
David A. Ross

Dietary – 205 (Rev. #11)

**MILK & DAIRY/ RELATED
PRODUCTS**

(OHIO)

July 1, 2021

1. **DURATION:** One (1) year – July 1, 2021, through June 30, 2022 with the option to renew for up to four additional one (1) year terms, July 1, 2022 through June 30, 2023 and July 1, 2023 through June 30, 2024, July 1, 2024 through June 30 2025 and July 1, 2025 through June 30, 2026.
Current Status – First Term.

2. **SUPPLIER & ORDERING INSTRUCTIONS:** SmithFoods Inc.

Please place all orders through:

SmithFoods Inc.
1381 Dairy Lane, PO Box 87
Orrville, OH 44667
800-776-7076
www.smithdairy.com
Business Hours: 8:00 am – 5:00 pm, M-F

Orders by Email: sales@smithfoods.com
Contact Person: David Ross, Inside Sales Manager
E-Mail: davidross@smithfoods.com

To access the HPS contract, Members will need to sign the attached Letter of Participation.

3. **PRICING:** Per the milk price list dated July 1, 2021. Pricing will increase or decrease as the cost on Class I milk increases or decreases per Federal Order No. 33. This information is available: www.fmmaclev.com. When necessary, price changes will be effective the first Sunday of each month, with a two week notice given.

A. PRICING IS MEMBER NET.

4. **TERMS:** Net 7 days.

5. **AUTHORIZED DISTRIBUTORS:** Merry Milk Maid/Happy Chicken Farms

6. **MINIMUM ORDER:** \$125.00 per delivery. Minimum delivery is once per week. Maximum delivery is twice per week for milk and once per week for ice cream.

7. **SHIPPING:** Direct

8. **EQUIPMENT:** SmithFoods has coolers available for school locations and there is no additional charge for supplying milk coolers to schools. All equipment supplied by SmithFoods is exclusively for holding SmithFoods brand Products, which will be strictly enforced.

The requirements for SmithFoods providing freezers are as follows: There is a \$600.00 minimum purchase per freezer/per year of ice cream/novelties to qualify for a freezer. If the \$600.00 minimum purchase/per location is not obtained during the year, members will be charged the difference between the dollar amount purchased and the \$600.00 minimum amount. i.e., Purchases of \$400.00 of ice cream will be charged \$200.00, which is the difference. This does not apply to locations that own their own equipment.

9. **SERVICE AREA:** Ohio (See attached Map)

10. **ELIGIBLE CLASSES OF TRADE:** Medical, Senior Living & Education