



3275 N. M-37 Hwy.
P.O. Box 247
Middleville, MI 49333-0247
800-632-4572
hpsgo.com

Agreed: _____

Name: David Flagg _____

Title: Key Account Manager _____

Date: 6.7.2021 _____

CONFIDENTIAL

The information in this document,
and in all related attachments,
is proprietary and for HPS Members only.

Dietary Contract 580 (Rev #1)



Dairy Farmers of America

DAIRY FARMERS OF AMERICA

Milk & Dairy Products
(AL, FL, GA, NC, SC, TN, VA)

July 1, 2021, to June 30, 2022

Dairy Pure, Silk, Orchid Pure, Yoplait, Land O'Lakes, Deans, TruMoo
milk, flavored milk, fat-free, lactose-free, whip cream, yogurt, sour cream and more

VALUE COMPONENTS: (Regulatory Compliance, Financial Viability, Client Participation, Staff Efficiency)

<p><i>Addressing:</i> Client Participation</p>	<ul style="list-style-type: none"> • Our brands all share the same simple, farm-to-table attitude that you can feel good about. Our Dairy Pure and TruMoo brands are the market leader in every market served. 	<ul style="list-style-type: none"> • From milk to ice cream, iced tea and juice, our food and beverage brands offer something for every moment. They all have one thing in common: our commitment to quality, freshness and authenticity.
<p><i>Addressing:</i> Financial Viability Staff Efficiency</p>	<ul style="list-style-type: none"> • Our deliveries are time-based, quick and generally the work is all performed by our folks, relieving the pressure at the facility. 	<ul style="list-style-type: none"> • We will offer prompt reliable deliveries with best-in-class product quality ratings. Our drivers stock and rotate product.
<p><i>Addressing:</i> Regulatory Compliance</p>	<ul style="list-style-type: none"> • Our product adheres to all industry standards as required by law and are consistently ranked among the highest in quality standards in the industry. We are surprise-inspected by the state, USDA and SQF and average a score between 94-98 consistently. • We also have a full sustainability program in place, along with a complete food safety program. 	<ul style="list-style-type: none"> • We conduct quarterly training for all our employees inclusive of ethics, quality, product handling and various other topics to ensure our employee base continues to improve in their overall skills and to benefit the quality of the product produced.
<p><i>Addressing:</i> Staff Efficiency Regulatory Compliance Client Participation</p>	<ul style="list-style-type: none"> • We randomly check temperatures at our customers' sites to ensure that cold chain compliance is strictly followed. If there is a suspected break in the chain, we conduct a full investigation and fully educate the location and its employees on the process and the importance of following for food safety regulations and product quality. 	

1. **SUPPLIER & ORDERING INSTRUCTIONS:** Dairy Farmers of America

Please place all orders through:

TG Lee Dairy
315 N. Bumby Avenue
Orlando, FL 32803
407-210-3348
fax: 407-895-5571
Business Hours: 8:00 am – 5:00 pm EST, Monday-Friday

Contact Person: David Flagg, Key Account Manager
david.flagg@dfamilk.com
Phone: 407-210-3377

DFA Dairy Brands Fluid is capable of receiving orders electronically; contact ldf_tglee_customerservice@dfamilk.com or by fax: 407-895-5571

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

2. **PRICING:** Per the attached net price list, effective June 1, 2021. Pricing will increase or decrease as the cost on Class I milk increases or decreases per Federal Order based on their service area. This information is available at www.fmmacleve.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.**

3. **CONTRACT 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.
4. **TERMS:** Net 21 days.
5. **MINIMUM ORDER:** \$150 per delivery
6. **SHIPPING:** Direct
7. **EQUIPMENT:** DFA Dairy Brands Fluid, LLC does not offer milk coolers through this contract. Milk coolers are available for purchase from the HPS Furniture, Finishes & Equipment Program (call 800-632-4572). Dairy Farmers of America may have solutions for leasing, please contact David Flagg at david.flagg@dfamilk.com.
8. **SERVICE AREA:** See the attached service area map that outlines the service area that DFA Dairy Brands Fluid, LLC covers. This map is for Florida (Tallahassee, east and south, excluding southeast and southwest Florida; an authorized Dean Foods Dairy distributor would service southeast and southwest Florida). Georgia, excluding southwest of Atlanta toward the Florida border west of Charlton County. All of Tennessee, North Carolina, South Carolina & Virginia.
9. **ELIGIBLE CLASSES OF TRADE:** Medical, Medical Associates, Senior Living, Education & Associates
10. **HPS CONTRACT ANALYST:** Christina Kain, ckain@hpsgpo.com

* *Negotiated and approved for HPS Members by the Food Service Administrators Advisory Committee and School Food Purchasing Advisory Committees (06-03-2021)*