



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

Agreed: Prairie Farms

Name: Tom DenUyl

Title: Regional Manager

Date: 6/3/2021 _____

CONFIDENTIAL

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

Dietary Contract 431 (Rev #4)



**Prairie Farms Dairy
Milk, Dairy & Related Products
(Lower MI)**

July 1, 2021, to June 30, 2021

milk (lactose-free, chocolate, strawberry, skim, more), juice (orange, apple, grape, fruit, more),
cream cheese, butter, cottage cheese, dips, frozen yogurt, ice cream yogurt, much more

VALUE COMPONENTS (Regulatory Compliance, Financial Viability, Client Participation, Staff Efficiency)		
<i>Addressing:</i> Client Participation	<ul style="list-style-type: none"> Quality Best in Class dairy products. We deliver to 80% of all schools and 90% of all hospitals. 	<ul style="list-style-type: none"> We are the 2nd largest bottler/processor in the U.S. and the largest farmer co-op. We have products in 49 states, South America, Asia and the Caribbean.
<i>Addressing:</i> Regulatory Compliance	<ul style="list-style-type: none"> We follow USDA standards and all federal orders. We are aligned with United Dairy Industry of Michigan and the new "Got Milk" campaign. 	<ul style="list-style-type: none"> We operate above industry standards and are awarded annually. We outshine all other manufacturers at the yearly Dairy Expo.
<i>Addressing:</i> Staff Efficiency	<ul style="list-style-type: none"> Staff trained in problem solving. We work with Members to control loss and maintain proper storage. 	<ul style="list-style-type: none"> Drivers rotate product.
<i>Addressing:</i> Client Participation	<ul style="list-style-type: none"> Highly competitive pricing, with pricing tiers available. 	

1. **SUPPLIER & ORDERING INSTRUCTIONS:** Prairie Farms Dairy

Place all orders through:

Prairie Farms Dairy
215 N. Hill Brady Rd.
Battle Creek, MI 49037
269-441-6455
Business Hours: 8:00 a.m. to 5:00 p.m. EST, Monday-Friday
Orders by email: bcorders@prairiefarms.com

www.prairiefarms.com

Contact:
Tom Den Uyl, Sales Representative
616-836-0281
tdenuyl@prairiefarms.com

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

2. **PRICING:** Per the Net Price Lists, effective July 1, 2021. Adjustments thereafter are based upon raw milk changes as directed by the Michigan Milk Producers Association and Federal Milk Order #33. This information is available: www.fmmacleev.com. Prairie Farms Dairy will notify the HPS office in advance of any monthly price changes. The Tiered Pricing is as follows:

- Standard: \$200 per delivery (we are currently making exceptions for customers that are less than the minimum order.)
- High Volume: \$400 per delivery/two deliveries per week (\$3,200 per month). (Based on the largest customer of a Member family, not the sum of all of the accounts combined.)
- Schools (no equipment): All schools that do not require the use of equipment from Prairie Farms.
- Schools (with equipment): All schools that require equipment supplied by Prairie Farms.

PRICING IS MEMBER NET.

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

4. **TERMS:** Net 14 Days

Cash/Check on delivery, charge seven days from invoice, or request special terms per approved credit application, to be determined on an individual basis.

5. **MINIMUM ORDER:** \$200

- Prairie Farms Dairy will work with HPS school Members on a “driver peddle” program, which means the driver will order and keep a par level for each location.
- Ice cream is delivered once per week and is to be pre-ordered by the Member. Prairie Farms has a \$150 minimum order per delivery for ice cream.

6. **SHIPPING:** Direct

7. **SERVICE AREA:** Lower Michigan (See attached map.)

8. **ELIGIBLE CLASSES OF TRADE:** Medical, Medical Associates, Senior Living, Education and Associates

9. **CONTRACT PORTFOLIO ANALYST:** Christina Kain, ckain@hpsgpo.com

Negotiated and approved by the HPS School Food Purchasing Advisory Committee and Food Service Administrators Advisory Committee (June 2, 2021).