

TERMS AND CONDITIONS

Milk & Dairy/ Related Products Committee: FSAAC/SFPAC/KYSFPAC/INSPAC/WI/ILSFPAC/OHSFPAC Due Date: April 1, 2021

COMPANY	STK. & SHIP. LOCATION	DEL. TIME	CLASS OF TRADE	SHIPPED VIA	FOB DEST	TERMS	MIN. ORDER	SERVICE AREA.	FIRM PRICE	E R SERVICE	EQUIP SERVICE	EQUIP AVAIABLE/ UP CHARGE
Cedar Crest (Michigan)	Hudsonville, MI	As needed	ALL	Direct	Yes	14-30 Days	\$100	Michigan	Monthly	Yes	Yes – School Case by Case HC	\$0.01/half-pint upcharge
DFA Dairy Brands (FL, GA, NC, SC, TN)	Orlando, FL	As needed	Medical & Education	Direct	Yes	Net 21 Days	\$150	FL, GA, NC, SC, TN	Monthly	Yes	No/Yes	No for schools H.C. for \$250/wk sales
DFA Dairy Brands (Northeast Ohio, West Pennsylvania)	Sharpsville, PA	As needed	Medical, Senior Living & Education	Direct & Distributor	Yes	Net 30 Days	\$250	(Northeast Ohio, West Pennsylvania)	Monthly	No	Not new, only if currently the member is using the program	No
DFA Dean's-Schenkels (Indiana)	Huntington, IN Rochester, IN	As needed	Medical, Senior Living & Education	Direct	Yes	Net 30 Days	\$250	Indiana, & Park Ridge, Illinois	Monthly	No	No	No
Pleasant View Dairy (IL, IN)	Highland, IN	As needed	ALL	Direct	Yes	Net 20 Days	\$75	Illinois, Indiana	Monthly	No	Case by Case Basis	Case by Case Basis
Prairie Farms (AL, AR, IL, IN, IA,KS, KY, LA, NM, MO, OH, OK, TN, TX, WI, WV)	Various Branches	As needed	ALL	Direct	Yes	Net 14 Days	\$200	(AL, AR, IL, IN, IA,KS, KY, LA, NM, MO, OH, OK, TN, TX, WI, WV)	Monthly	Yes	No – Not available to all. Schools will be discussed on a district by district basis.	Small fee for School districts (per half pint) depending on volume
Prairie Farms (Michigan)	Various	As needed	ALL	Direct	Yes	Net 14 Days	\$150	Michigan	Monthly	Yes	Yes	Only Schools, \$.01 upcharge 16 cases/wk
Smith Foods (Ohio)	Orrville, Ohio	As needed	Medical, Senior Living & Education	Direct & Distributor	Yes	7 Days	\$125	Ohio	Monthly	Yes	Yes – Case by case based on volume	No separate charge
Toft Dairy (OH, MI)	Sandusky, Ohio	As needed	ALL	Direct	N/A	Net 14 Days	\$100	Ohio & Southeast Michigan	Monthly	Yes	Yes	\$0.008 per half pint of milk or orange juice.

No Response: Borden, Arps, Country Dairy, Reiter, Sun Valley, Gibson, Superior Dairy, PET Dairy, United Dairy, Sunny Florida Dairy, Modern Foods, Turner Dairy, Trauth Dairy, Sysco Corp., Purity Dairies, Oberlin Farms Dairy, J&S Dairy, Jilbert Dairy, Illini Institutional Foods, H Meyer Dairy, Brookside Dairy, Clark Food Service, Country Fresh Dairy, Country Pride Dairy

No Bid: Coca-Cola - Fairlife, Gordon Food Service, Hav-a-bar Inc,