



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

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

Agreed: Logan C. Meisler  
Name: Logan C. Meisler  
Title: Assistant Vice President  
Date: 6/4/2021

### Dietary 368 (Rev. #6)

#### MILK & DAIRY/ RELATED PRODUCTS (OH/SE MI)

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:** Toft Dairy Inc.

Please place all orders through:

Toft Dairy Inc.  
3717 Venice Road  
Sandusky, OH 44870  
800-521-4606  
FAX: 419-621-2010  
Website: [www.toftdairy.com](http://www.toftdairy.com)  
Company Business Hours: 8:00 am – 4:30 pm, M-F.

Orders by Email: [sue@toftdairy.com](mailto:sue@toftdairy.com)  
Contact: Logan Meisler, Phone: 419-656-5782,  
E-Mail: [logan@toftdairy.com](mailto:logan@toftdairy.com)

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

3. **PRICING:** Per the attached pricing which is effective July 1, 2021. Adjustments thereafter are based on monthly carton weight prices for milk and ice cream products based on an escalator formula as directed by the Federal Milk Order #33. This information is available: [www.fmmaclev.com](http://www.fmmaclev.com).

#### A. PRICING IS MEMBER NET.

4. **TERMS:** Net 14 days.
5. **MINIMUM ORDER:** \$100.00/delivery of milk, juice, water, drinks and/or ice cream products. 3 deliveries per week maximum/1 delivery per week minimum.
6. **SHIPPING:** Direct
7. **EQUIPMENT:** Toft Dairy will provide storage milk coolers for schools at an additional charge of \$0.008 / half pint or \$0.004 / 4oz carton. Those additional charges apply to half pints and 4oz cartons of milk and/or orange juice. Toft Dairy has the right to review the HPS member's milk and/or orange juice volumes before agreeing to place cooler(s) at their location. General rule of thumb is that the member must have enough milk and/or orange juice volume to fill the coolers all the way up two times per week. For example, to place an 8-case cooler, Toft's is looking for at least 16 cases of milk and/or orange juice volume per week from that member. To place a 12-case cooler, Toft's is looking for at least 24 cases of milk and/or orange juice volume per week from that member. To place a 16-case cooler, Toft's is looking for at least 32 cases of milk and/or orange juice volume per week from that member. If the member needs multiple coolers, they will need to meet the criteria above for each cooler needed. If

the member cannot meet these criteria, Toff's has the right do decline the equipment request from that member.

8. **SERVICE AREA:** Ohio & Southeast Michigan (See attached map).
  9. **ELIGIBLE CLASSES OF TRADE:** Medical, Medical Associates, Senior Living, Education & Associates
  10. **CONTRACT PORTFOLIO ANALYST:** Christina Kain, E-mail: [ckain@hpsgpo.com](mailto:ckain@hpsgpo.com)
  11. **EMERGENCY SERVICE:** Calls for special delivery will be provided within 24 hours. A special delivery surcharge may be applied. Calls should be made to Logan Meisler at 567-998-3198 or Chuck Meisler at 419-625-4376 ext. 106.
- \* Negotiated and approved for HPS member institutions by the Food Service Administrators Advisory Committee and the School Food Purchasing Advisory Committees.

(06-02-2021)