

ESCALATOR CLAUSE

FLUID MILK PRODUCTS:

The prices in this bid are based on the Class I price (at 3.5% butterfat) plus premiums. The Class I price is established under the terms of the Central Federal Milk Market Order #32. The price established for the month of June 2016 is \$17.73 per 100 lbs. The components of this price include: Class I Skim Price - \$5.31/cwt.; Class I Butterfat Price - \$2.2908/lb; Location Adjustment - \$1.80/cwt.; Premiums - \$2.79/cwt.

The formula for price adjustments of fluid milk delivered in half-pint and all other size containers is as follows:

- a. Compute the difference per hundredweight for Class I milk between the price for the month in question and the price for the base month indicated above (or the most recent month in which prices were adjusted) based on the factors relating to the actual cost of each product. Actual cost for each product is determined as follows:
(Skim factor) * (Skim price) + (Butterfat factor) * (Butterfat price) + Location adjustment + Premiums. Skim factors/Butterfat factors are as follows: Whole milk - .9665/3.35; 2% milk - .9800/2.00; 1% milk - .9900/1.00; Skim milk - .9995/.05.
- b. Multiply this difference per hundredweight by .086 (8.6 / 100 – 8.6 lbs. to each gallon of milk) to calculate the difference in price per gallon.
- c. One-sixteenth of this difference is the amount of change in price for each one-half pint container of milk. All other size containers will be proportional.
- d. If the price for Class I milk is higher during the month in question than in the base month, the sum will be added to the previous price charged by the vendor. If the price for Class I milk is lower during the month in question than in the base month, the sum will be deducted from the previous price charged by the vendor.

ALL PRODUCTS:

Prices bid on all products are subject to change based on price changes from our suppliers including but not limited to fuel, packaging and ingredients. Supporting documentation is available upon request.

**NEW HAMPTON COMMUNITY SCHOOL DISTRICT
710 WEST MAIN STREET
NEW HAMPTON, IOWA 50659**

MILK AND DIARY PRODUCT BID FOR 2016-2017 SCHOOL YEAR

Firm PRAIRIE FARMS DAIRY
 Address 3510 Central AVE
 City & State DUBUQUE, IA 52001
 Phone Number 563 582 7206
 Authorized by STACY R WAND
 Signature *Stacy R Wand*

Pricing below shall be based on the Class I price for fluid milk for the month of June 2016, under the terms of the Federal Market Order. Pricing shall remain firm for the entire 2016-2017 school year except for changes (if any) in the Class I price for fluid milk.

1/2 pint white fat free milk	<u>1740</u>	per carton
1/2 pint white 1% milk	<u>1800</u>	per carton
1/2 pint fat free chocolate milk	<u>1830</u>	per carton
1 gallon white 1% milk	<u>2.70</u>	per gallon
5 pound lo fat cottage cheese	<u>8.20</u>	per 5 lb. container
5 pound flavored fat free yogurt	<u>8.20</u>	per 5 lb. container
4-6 ounce flavored fat free yogurt	<u>5500</u>	per carton
16 ounce vending milk (white, skim)	<u>7500</u>	per bottle
16 ounce vending milk (white, 1%)	<u>7500</u>	per bottle
16 ounce vending milk (chocolate, skim)	<u>750</u>	per bottle
16 ounce vending milk (Strawberry, skim)	<u>7500</u>	per bottle

An additional cash discount of 0 % will be allowed for each month purchases, with payment due by the 25th of the following month.

Please indicate if your dairy purchases milk from dairy producers who use growth hormone therapy with their livestock.

Yes No Other

New Hampton Community Schools reserves the right to accept or reject any or all bids.

New Hampton Community Schools reserves the right to cancel the awarded vendor contract upon non-compliance of contract terms, including but not limited to what the District deems unsatisfactory or spoiled milk, poor product quality, untimely delivery or non delivery of product, etc.



Milk Escalator / De-Escalator Pricing Clause

The pricing quoted is based on the current month's (JUNE) Federal Milk Marketing Order for Class I Skim and Class I Butterfat. This pricing is subject to change as the cost of raw milk changes each month according to the USDA Federal Milk Market Price Announcements and changes in over order premium charges.

The cost of milk fluctuates up and down each month based on the cost changes in raw milk. Changes are based on CMPC announced class 1 Skim and Class 1 announced butterfat.

- $\frac{1}{2}$ pint whole = $\left(\left[\frac{\text{Skim change} * 8.3205}{100}\right] + \left[\frac{\text{Butterfat change} * 0.2795}{100}\right]\right) / 16$
- $\frac{1}{2}$ pint 2% = $\left(\left[\frac{\text{Skim change} * 8.4476}{100}\right] + \left[\frac{\text{Butterfat change} * 0.1794}{100}\right]\right) / 16$
- $\frac{1}{2}$ pint 1% = $\left(\left[\frac{\text{Skim change} * 8.5338}{100}\right] + \left[\frac{\text{Butterfat change} * 0.0862}{100}\right]\right) / 16$
- $\frac{1}{2}$ pint Skim = $\left(\left[\frac{\text{Skim change} * 8.6214}{100}\right] + \left[\frac{\text{Butterfat change} * 0.0086}{100}\right]\right) / 16$

Prices will also be adjusted up or down based on cost changes in packaging, ingredients, labor, fuel, juice concentrate, re-sale products, and any other manufacturing and distribution related expenses. Supporting documentation will be supplied upon request.

FORCE MAJEURE

If either party's failure to comply with any obligation arising under this Agreement results from acts of God, governmental Laws, rules, regulations or order, strikes or other labor trouble, shortage of or inability to obtain raw materials, fuels power or transportation, or any other case beyond the reasonable control of the affected party (any of the foregoing, collectively "Force Majeure", such failure shall not be a breach of this Agreement or create any liability for damages.

All price changes will become effective on the 1st day of the month following the price announcement.

Thank you for the opportunity to bid on your business.

Sincerely,

Stacy R. Wand
Sales Manager
Prairie Farms Dairy Dubuque

1100 Broadway
Carlinville, IL 62626-1183



Phone: 217-854-2547
Fax: 217-854-8468

COMPANY POSITION ON rBST

January 21, 2008

Prairie Farms Dairy, Inc., a cooperative company owned by dairy farmers, has been supplying consumers with wholesome dairy products since 1938.

Our company is dedicated to addressing the needs of consumers and adapting to provide the right mix of products. An increasing number of consumers are requesting milk from cows not treated with rBST. Driven by this change in the marketplace, effective February 1, 2008, the raw milk supplied by our farmers will come from cows not treated with rBST.

For more information, contact Gary Lee at glee@prairiefarms.com or (217) 854-2547.

Sincerely,

PRAIRIE FARMS DAIRY, INC.

A handwritten signature in cursive script that reads "Ed Mullins".

Edward L. Mullins
Chief Executive Officer
Executive Vice President

ELM:sb



25 Main Street
 Dubuque, IA 52001
 T (563) 583-5791 x 230
 F (563) 583-8823

June 28, 2016

New Hampton Community School District
 Attn: Superintendents Office
 710 West Main St
 New Hampton, IA 50659

Bimbo Bakeries USA would like to submit the following bid on bread products for your 2016-17 school year. We may need to delivery the day before product is needed as all of our products have sufficient shelf life for advance delivery. This will ensure the product is available in case of accidents or breakdowns.

Our whole grain products meet the USDA school program requirements. A bun or 2 slices of bread will meet the 2 grain credits which will help with your menu planning.

- *All other items not listed on bid will be at normal market price.*
- *Delivery days will be based on volume*
- *Product will need to be ordered in full trays*
- *Web base ordering available for convenience of placing orders*

Any questions please feel free to call the following:

Matt Miller Territory Sales Manager 641-430-5786

Thank you for considering Bimbo Bakeries USA for your bakery needs.

Best Regards,

A handwritten signature in cursive script that reads "Shawn Crouse".

Shawn Crouse
 Director of Sales - Iowa

NEW HAMPTON COMMUNITY SCHOOL DISTRICT
710 WEST MAIN STREET
NEW HAMPTON, IOWA 50659

BAKERY PRODUCT BID FOR 2016-2017 SCHOOL YEAR

Firm Bumbo Bakes USA
 Address 25 Main St
 City & State Dubuque, IA 52001
 Phone Number 515-490-1550
 Authorized by Shawn Cruise
 Signature Shawn Cruise

GUARANTEED FIRM QUOTATION FOR THE ENTIRE 2016-2017 SCHOOL YEAR

5476	1 1/2 lb. 51% Whole Grain sandwich loaves	1.30	Approx. no. of slices	20
3447	51% Whole Grain Hamburger buns	1.20	Number per package	12
4200	51% Whole Grain Hot Dog Buns	1.60	Number per package	16
1009	51% Whole Grain Tea rolls	1.60	Number per package	12
1055	51% Whole Grain Hoagie buns	3.40	Number per package	24

ALL ITEMS MUST BE NO LESS THAN 51% WHOLE GRAIN

An additional cash discount of 7% will be allowed for each month purchases, with payment due by the 20th of the following month.

New Hampton Community Schools reserves the right to accept or reject any or all bids.

New Hampton Community Schools reserves the right to cancel the awarded vendor contract upon non-compliance of contract terms, including, but not limited to, what the District deems unsatisfactory or spoiled product, poor product quality, untimely delivery or non delivery of product, etc.