



2901 Cuming Street  
Omaha, NE 68131  
(402) 344-4321 phone  
(402) 346-0277 fax  
[www.HilandDairy.com](http://www.HilandDairy.com)

May 1, 2025

Clarinda School District  
Attn: Julia Harris  
423 E. Nodaway  
Clarinda, IA 51632

Dear

Julia,

As requested, we are pleased to submit the following bid on dairy products for the 2025-2026 school year.

<u>Unit</u>	<u>Product</u>	<u>Esc/De-Esc Pricing</u>
½ pint	Skim White Carton	\$0.3470
½ pint	Chocolate Fat Free	\$0.3700
½ pint	Strawberry Fat Free	\$0.3700
½ pint	1% White	\$0.3530
4oz	Apple Juice	\$0.29
4oz	Orange Juice	\$0.3263

This bid is for both Escalating/De-escalating and Firm pricing. Please see attached clause for monthly cost adjustment factors for Esc/De-Esc pricing. You can view nutritional information for all Hiland school products at <https://www.hilanddairy.com/products/school-milk>.

The bid is (choose one) ☐ awarded to Hiland Dairy or ☒ declined and awarded to Anderson Erickson

Name and Title Jolietta Hansen

Contact Phone 515-265-2521 Email \_\_\_\_\_

Date May 6<sup>th</sup>, 2025 First Delivery Date \_\_\_\_\_

Please complete and scan this bid along with all competing bidders' information to: [sbarnard@hilanddairy.com](mailto:sbarnard@hilanddairy.com).

Thank you,

Scott Barnard, District Sales Manager  
Phone: (402)970-0570  
[sbarnard@hilanddairy.com](mailto:sbarnard@hilanddairy.com)

**Milk Escalator / De-Escalator Pricing Clause (DFA Supplied)**

The pricing quoted is based on **April's 2025** 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 Dairy Farmers of America.

The cost of milk fluctuates up and down each month based on the cost changes in raw milk. Changes of a minimum of \$.10 per CWT (up or down) will move the cost of a half pint \$ .00054.

Prices will also be adjusted up or down based on cost changes in packaging, ingredients, labor, fuel, juice concentrate, re-sale products (ex. Tropicana, Sport Shake), etc. Supporting documentation will be supplied upon request.

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

## DAIRY PRODUCTS BID - CLARINDA SCHOOLS

We offer to supply and deliver per bid the following products:

	Firm Bid	Escalating Bid
Milk, 1%, White, 1/2 pint	<u>N/A</u>	<u>0.3530</u>
Milk, Skim, 1/2 pint	<u>N/A</u>	<u>0.3470</u>
Milk, Chocolate, Skim 1/2 pint	<u>N/A</u>	<u>0.3700</u>
Milk, Strawberry Skim 1/2 pint	<u>N/A</u>	<u>0.3700</u>

Willow Dairy Foods Company Name

2801 Cummins ST Omaha, NE 68131 Address

402-344-4321 Phone

 Authorized  
Signature/Title