

# Land O'Lakes, Inc.

4001 LEXINGTON AVE. N., ARDEN HILLS, MINNESOTA



Mailing Address: P.O. Box 64101, St. Paul, MN 55164-0101  
Telephone: (651) 481-2222

Dairy Foods

11/22/24

Dear Land O'Lakes Valued Customer,

Due to changing market conditions since the last contract renewal, Land O'Lakes will be implementing a price increase for **Dekalb County** that is reflective of today's market conditions.

Over the last 12 months (<month year – month year) the Consumer Price Index: Meals Away from Home has increased **+3.8%**.

Table A. Percent changes in CPI for All Urban Consumers (CPI-U): U.S. city average

	Seasonally adjusted changes from preceding month							Un-adjusted 12-mos. ended Oct. 2024
	Apr. 2024	May 2024	Jun. 2024	Jul. 2024	Aug. 2024	Sep. 2024	Oct. 2024	
All Items	0.3	0.0	-0.1	0.2	0.2	0.2	0.2	2.6
Food	0.0	0.1	0.2	0.2	0.1	0.4	0.2	2.1
Food at home	-0.2	0.0	0.1	0.1	0.0	0.4	0.1	1.1
Food away from home(1)	0.3	0.4	0.4	0.2	0.3	0.3	0.2	3.8

Reflective of conditions observed in the general producer and manufacturing marketplace and at Land O'Lakes, an average price increase of **2.4%** (varies by item) is to be implemented effective July 1st, 2025.

Sincerely,

Camille Tobin  
K-12 Business Analyst  
Land O'Lakes

4001 Lexington Ave. N.  
Arden Hills, MN 55126-2998

1780 Montreal Road  
Tucker, GA 30084  
GA-24664

**Generated For** Dekalb County

**Opportunity Number** Bid 22-18

**Award Period** 07/01/2025 - 06/30/2026

**Report Number** 30212

**Shipment Method** Direct, Distributor

**Submission Deadline** 11/22/2024 12:00 AM

**Generated On** 12/05/2024 03:57 PM

**Award Type** Line Item

**Open Date**

Date/time values are shown in the **Central time zone**

**Opportunity Status** Pricing Completed

**Submitted On** N/A

Number	Product	Pack Size	Net Wt <sup>1</sup>	Servings <sup>1</sup>	Option <sup>2</sup>	PTV <sup>1</sup>	Price/Case
39911	Ultimate Cheddar™ Cheese Dip Cups	140/3.00 oz	26.25	140	C-Direct		\$78.17
					DD		\$60.41
39945	Ultimate Yellow™ Cheese Sauce	6/106.00 oz	39.75	212	C-Direct		\$68.91
					DD		\$42.02
39947	Ultimate Creamy White™ Cheese Sauce	6/106.00 oz	39.75	212	NOI	\$29.04	\$78.95
					C-Direct		\$78.95
					C-Distributor		\$78.95
					DD		\$49.91
44113	RF Mild Cheddar Cheese Cubes	200/1.00 oz	12.50	200	C-Direct		\$61.87
					DD		\$36.98
44224	RF Mild Cheddar Read-Pac® Cheese Slices	8/1.50 lbs	12.00	192	NOI	\$23.90	\$44.74
					C-Direct		\$44.74
					C-Distributor		\$44.74
					DD		\$20.84
44238	Pepper Jack Read-Pac® Cheese Slices	8/1.50 lbs	12.00	192	NOI	\$23.90	\$44.74

Number	Product	Pack Size	Net Wt <sup>1</sup>	Servings <sup>1</sup>	Option <sup>2</sup>	PTV <sup>1</sup>	Price/Case
					C-Direct		\$44.74
					C-Distributor		\$44.74
					DD		\$20.84
46018	50% Reduced Sodium, 50% Reduced Fat Process Yellow American Cheese Slices 4 - 5Lb 160 slice count	4/5.00 lbs	20.00	320	C-Direct		\$47.05
					DD		\$25.54

<sup>1</sup>Per Case

<sup>2</sup>Options: C-Direct: Commercial - Direct, DD: Direct Discount, NOI: Net Off Invoice, C-Distributor: Commercial - Distributor

<sup>3</sup>Commercial to Commodity Discount per Case

### Terms & Conditions

• Minimum Delivery for distributors is 5,000 pounds per invoice (NOT per order/shipment). • Minimum Delivery for direct-ship schools is 5,000 pounds per invoice (NOT per order/shipment). • Dry and cooler items ship and invoice separately from frozen items. • Bids/quotes do not pyramid with any other programs. • Pricing applies only to the operator stated on bid/quote. • Must notify of award to activate bid/quote. • Land O'Lakes will honor bid pricing on purchases through redistributors. Requests for reimbursement must be submitted in the form of a bill back (no deductions will be allowed through redistributors). Amount of bill back must not exceed the difference between Land O'Lakes' price list and the bid price. Land O'Lakes will not reimburse any additional charges associated with purchasing through redistribution.

COMMERCIAL PRICING •• Land O'Lakes pricing for all K-12 products identified on this bid submission is subject to change with 30-day notification for the duration of the bid contract period as identified. Land O'Lakes reserves the right to adjust pricing based upon market conditions.

NET OFF INVOICE PRICING •• The Net Off Invoice pricing provided is the GROSS PRICE. Please subtract the Pass Thru Value to arrive at the NET CASE PRICE. •• Distributors are only eligible to deduct for the Pass Thru Value for schools that have a commodity balance with Land O Lakes. Once the commodity balance is depleted, the school should be invoiced at the commercial price.