




# West Virginia Purchasing Division

2019 Washington Street, East  
Charleston, WV 25305  
Telephone: 304-558-2306  
General Fax: 304-558-6026  
Bid Fax: 304-558-3970

The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header

 List View

## General Information

Contact

Default Values

Discount


Document Information

Procurement Folder: 84212

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 1400

Vendor ID: VS0000004640 

SO Doc ID: AGR1500000021

Legal Name: Land O Lakes, Inc


Published Date: 3/20/15

Alias/DBA:

Close Date: 3/25/15



Total Bid: \$0.01

Close Time: 13:30

Response Date: 03/24/2015 

Status: Closed

Response Time: 15:10

Solicitation Description: Addendum #2 Processing USDA Cheddar Cheese Commodity   


Total of Header Attachments: 0

Total of All Attachments: 0



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**State Of West Virginia  
 Solicitation Response**

**Proc Folder :** 84212

**Solicitation Description :** Addendum #2 Processing USDA Cheddar Cheese Commodity

**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation No	Version
	2015-03-25 13:30:00	SR 1400 ESR03241500000002728	1

**VENDOR**

VS0000004640  
 Land O Lakes, Inc

**FOR INFORMATION CONTACT THE BUYER**

Laura E Hooper  
 (304) 558-0468  
 laura.e.hooper@wv.gov

**Signature X** **FEIN #** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Processing USDA Cheddar Cheese Commodity				\$350,000.00

Comm Code	Manufacturer	Specification	Model #
50130000			

<b>Extended Description :</b>	Processing USDA Cheddar Cheese Product
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## Land O'Lakes SY 15-16 Fee-For-Service Pricing

Item #	Description	Case Weight (lbs)	Servings per case	Fee-For-Service price per case	Fee-For-Service price per portion
43277	Reduced Fat Macaroni & Cheese Entrée w/ Whole Grain	30.0	80/ 6 oz.	\$ 42.75	\$ 0.534
44113	Reduced Fat Mild Cheddar Cheese Cubes	12.5	200/ 1 oz.	\$ 32.37	\$ 0.162
44115	CoJack® Cheese Cubes	12.5	200/ 1 oz.	\$ 32.37	\$ 0.162
44877	CoJack® Cheese Portions	10.5	168/ 1 oz.	\$ 14.70	\$ 0.088
44878	Reduced Fat CoJack® Cheese Portions	10.5	168/ 1 oz.	\$ 19.84	\$ 0.118
44879	Mild Cheddar Cheese Portions	10.5	168/ 1 oz.	\$ 14.70	\$ 0.088
44881	Reduced Fat Mild Cheddar Cheese Portions	10.5	168/ 1 oz.	\$ 19.84	\$ 0.118
59701	Mozzarella String Cheese	10.5	168/ 1 oz.	\$ 12.60	\$ 0.075
59703	Light Mozzarella String Cheese	10.5	168/ 1 oz.	\$ 13.13	\$ 0.078

# Land O'Lakes, Inc.



State of West Virginia  
Department of Administration  
Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

CRFQ Number: AGR1500000021  
Due Date: 3/25/2015 @ 1:30 PM

## REFERENCES

### **Baltimore County Schools**

9610 Pulaski Highway, Suite 219  
Baltimore, MD 21220  
JoAnn Calvert  
Procurement Supervisor  
410-887-7855  
[jcalvert@bcps.org](mailto:jcalvert@bcps.org)

### **Montgomery County Schools**

16644 Crabbs Branch Way  
Rockville, MD 20855  
Barbara Harral  
RD, LD, Supervisor II  
301-840-8194  
[Barbara\\_w\\_harral@mcpsmd.org](mailto:Barbara_w_harral@mcpsmd.org)

### **State of Ohio**

4200 Surface Road  
Columbus, OH 43228  
Ed Doklovic  
614-752-9198  
[Edward.Doklovic@ode.state.oh.us](mailto:Edward.Doklovic@ode.state.oh.us)

**CERTIFICATION AND SIGNATURE PAGE**

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Land O'Lakes Inc

(Company)

Alethia Scheett

K12 Specialist

*Alethia C. Scheett*

(Authorized Signature) (Representative Name, Title)

651-375-2364 651-234-8654 03/23/2015

(Phone Number) (Fax Number) (Date)

**NATIONAL PROCESSING AGREEMENT  
STATE PARTICIPATION AGREEMENT**

This Agreement is subject to the terms and conditions set forth in the National Processing Agreement made by and between the U.S. Department of Agriculture, Food and Nutrition Service and Land O'Lakes Inc (Processor).

State Distributing Agency <u>WV Department of Agriculture, Food Distribution Program</u>	Processor <u>Land O'Lakes, Inc</u>
Name <u>Darrell Carter</u>	Name <u>Heather Anfang</u>
Title <u>Program Director</u>	Title <u>VP of Dairy Foods Marketing</u>
Address <u>4496 Cedar Lakes Road</u>	Address <u>1200 County Road F W</u>
City, State, Zip <u>Ripley, WV 25271</u>	City, State, Zip <u>Arden Hills, MN 55112</u>
Contact <u>Darrell Carter</u>	Contact <u>Amanda Teigen</u>
Phone <u>304-558-0573</u>	Phone <u>651-375-2301</u>
Fax <u>304-372-3312</u>	Fax <u>651-234-8654</u>
E-mail <u>dcarter@wvda.us</u>	E-mail <u>k12specialist@landolakes.com</u>
Web Address <u>www.state.wv.us/admin/purchase/vrc</u>	Web Address <u>k12.landolakesfoodservice.com</u>
Signature _____	Signature <u><i>Heather Anfang</i></u>
Date _____	Date <u>3/20/15</u>

**Period of Agreement:** This Agreement shall become effective on APRIL 1, 2015 and will terminate on MARCH 31, 2016.

- 1. Value Pass Through Systems.** State Agency will indicate which value pass through systems are acceptable in their State. Processor will indicate which value pass through systems they desire to use in the State and have been approved by USDA in the NPA (National Processing Agreement).

Permitted By State	Value Pass Through System	Selected by Processor
	Direct Discount	
	Refund	
	Indirect Discount (net off invoice)*	
	Alternate Value Pass Thru System* (requires FNS approval)	
<b>THIS IS THE ONLY VPT CURRENTLY UTILIZED IN WV</b>	<b>Fee for Service – billed by processor</b>	<b>x</b>
	Fee for Service – billed by distributor	

\*Sales Verification Required



**If sales verification is required, check one:**

- State delegates sales verification to the processor  
[According to 250.19 (2)(vi) (C) states must review the processor's findings and select a random sub-sample of at least 10% of all sales verified by the processor and reverify the sales by re-contacting the RA]

**Processor should submit their Sales Verification Plan to the State Agency.**

- State will conduct sales verification

- 2. Summary End Product Data Schedules (SEPDS).** Processor will submit SEPDS to State with the completed State Participation Agreement. The SEPDS contains summary information from approved EPDS and a master SEPDS approved by USDA. Processor may select specific EPDS for processing in a given state. The state also has the option to accept or reject individual products listed on the SEPDS, and in the case of multiple commodities available for processing, may accept or reject certain commodities for processing. Note: the case weight listed on the SEPDS **MUST** match the label on the finished case.

**SUMMARY END PRODUCT DATA SCHEDULES SUBMITTED WITH THIS BID PACKAGE MUST INCLUDE SUBMISSION OF MAXIMUM PRICES WHICH WILL BE CHARGED TO WEST VIRGINIA FOR THE DURATION OF THE AGREEMENT (IF AN AGREEMENT IS AWARDED)**

Do you use a subcontractor for the production of any items covered in this agreement?

- Yes     No

If yes, please identify in an attachment the subcontractor by name, address, USDA plant number, and each item produced.

Processor must provide written notification to the State Agency of any change(s) to the SEPDS including the nature of the change(s); notification may be made electronically.

- 3. CN Labeling.** Products, which contribute toward the school meal pattern requirements, may qualify for CN labeling. State should check those that apply.

CN Labeling is optional. Recipient agencies may request CN labeled products.

CN Labeling is required, if applicable for the processed product.

Submit CN labels with SEPDS.

4. **Nutritional Information.** Recipient agencies need nutritional information to comply with USDA regulations. Please check those that apply:

- Processor must provide nutrition information to RA upon request.
- Processor's nutrition information has been submitted to USDA Database
- Processor's nutrition information is available on their web site.

\_\_\_\_\_ (Provide the web address)

Processor must submit nutrition information with the SEPDS

5. **Grading.** Red Meat grading will be performed under (check one)

- Full Certification per AMS Instruction MGC 640
- PCCP per AMS Instruction MGC 638

6. **By products.** If by products are produced, describe method of valuation and credit.

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7. **Backhauling of DF.** If backhauling is permitted, processor must notify the State before backhauling products. Please check those that apply.

State permits backhauling  Yes  No

Backhauling permitted from State Warehouse  School District

State requires attached form for requesting approval to backhaul  Yes  No

~~8. **List of Eligible Recipient Agencies.** State will provide a list of eligible recipient agencies to the processor upon State approval of the State Participation Agreement.~~

**COMMODITIES IN WEST VIRGINIA ARE PURCHASED AND DISTRIBUTED DIRECTLY BY THE STATE DISTRIBUTING AGENCY.**

9. Special Instructions for Delivery of End Product to Designated Delivery Locations:

ALL INSTRUCTIONS AND PROVISIONS OF THE INVITATION TO BID AND ATTACHMENT A – SPECIFICATIONS ARE BY REFERENCE INCORPORATED HEREIN

10. Additional State Requirements.

AS OUTLINED UNDER NUMBER 1 ABOVE, THE ONLY VALUE-PASS-THROUGH SYSTEM CURRENTLY ALLOWED BY WV IS FEE-FOR-SERVICE BILLED BY PROCESSOR

AS OUTLINED UNDER NUMBER 2 ABOVE, SUMMARY END PRODUCT DATA SCHEDULES SUBMITTED WITH THIS BID PACKAGE MUST INCLUDE SUBMISSION OF MAXIMUM PRICES WHICH WILL BE CHARGED TO WEST VIRGINIA FOR THE DURATION OF THE AGREEMENT (IF AN AGREEMENT IS AWARDED)

ALL PROVISIONS OF THE INVITATION TO BID AND ATTACHMENT A – SPECIFICATIONS ARE BY REFERENCE INCORPORATED HEREIN

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: AGR1500000021**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Lando Lakes, Inc.

\_\_\_\_\_  
Company

Amanda Leigen

\_\_\_\_\_  
Authorized Signature

3/23/2015

\_\_\_\_\_  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.

Revised 6/8/2012

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**MANDATE:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Land O'Lakes

Authorized Signature: *Alfred C. Scheetz* Date: 03/24/15

State of Minnesota

County of Ramsey, to-wit:

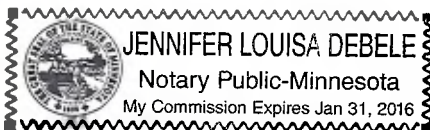
Taken, subscribed, and sworn to before me this 24 day of March, 2015.

My Commission expires Jan. 31, 2016

**AFFIX SEAL HERE**

**NOTARY PUBLIC**

*Jennifer L. Debele*  
*Purchasing Affidavit (Revised 07/01/2012)*



# Land O'Lakes, Inc.



## CONTRACT EXCEPTIONS

With regard to the **Terms and Conditions** outlined in Solicitation #CRFQ 1400 AGR1500000021, Land O'Lakes takes the following exceptions:

### Section 34: Purchasing Card Acceptance

While Land O'Lakes does not accept credit cards as a form of payment, electronic funds transfer (EFT) is available as an option for invoice payment processing. Please see attached EFT information document for more details.

With regard to the **Specifications** outlined in Solicitation #CRFQ 1400 AGR1500000021, Land O'Lakes takes the following exceptions:

### Section 6.5: Return Due to Agency Error

Due to our strict product quality and safety standards, Land O'Lakes cannot accept returned product for any reason after it has been delivered and signed for. If a credit or adjustment is required, it would be handled on a case-by-case basis and the appropriate reimbursement would be granted in the form of a credit memo.


**National Summary**

(EPDS approved by USDA)

**State Summary**

(EPDS approved by state agency)

THIS IS AN ORIGINAL SUMMARY SCHEDULE UNLESS CHECKED BELOW:

- Reflects Change in Formulation (*Italic*)
- Additional Products Listed 
- Correction:**

VALUE PASS THROUGH SYSTEMS APPROVED:

- Direct Sale
- Refund to Recipient Agency
- Net Price Through Distributor
- Fee for Service (billed by Processor)
- Fee for Service (billed by Distributor)

Information Certified as Accurate from Approved EPDS (requires signature from agency that approved EPDS)

Certified by State Agency

End Product Code & Description	Net Weight Per Case	Servings Per Case	Net Weight per Serving	WBSCM Item Code	WBSCM Description	DF Inventory Drawdown per case	By Products Produced*	Value per pound of DF	Value of DF per case (F x H)	Effective Date	State Agency Acceptance/Approval <input type="checkbox"/> Check for quick approval
A	B	C	D	E		F	G	H	I	J	K
39911	Ultimate Cheddar Cheese Sauce Cups	26.25	140	3.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	8.92	No	\$2.1010	\$18.74	
39912	Mucho Queso Cheddar Cheese Sauce Cups	26.25	140	3.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	8.92	No	\$2.1010	\$18.74	
39940	Reduced Sodium Ultimate Cheddar Cheese Sauce Pouches	39.75	212	3.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	13.50	No	\$2.1010	\$28.36	
39941	Reduced Sodium Mucho Queso Cheese Sauce Pouches	39.75	212	3.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	13.50	No	\$2.1010	\$28.36	
39942	Reduced Sodium Ultimate Cheddar Cheese Sauce Cups	26.25	140	3.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	8.92	No	\$2.1010	\$18.74	
39943	Reduced Sodium Mucho Queso Cheese Sauce Cups	26.25	140	3.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	8.92	No	\$2.1010	\$18.74	
39944	Italian Cheese Sauce 6/106oz Pouch	39.75	212	3.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	14.58	No	\$2.1010	\$30.63	
41698	Shredded Mozzarella Cheese LMPS	20.00	320	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	19.80	No	\$2.1010	\$41.60	
41725	Shredded Sharp American Cheese 4/5# bags	20.00	320	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	15.82	No	\$2.1010	\$33.24	
41728	Shredded Reduced Fat Pasteurized Process American Cheese 4/5# bags	20.00	320	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	15.34	No	\$2.1010	\$32.23	
41749	Shredded Mild Cheddar Cheese	20.00	320	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	19.80	No	\$2.1010	\$41.60	
43274	25% RS 50%RF Macaroni & Cheese Entrée with Whole Grain 6/5# bags	30.00	80	6.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	6.66	No	\$2.1010	\$13.99	
43277	Reduced Fat Macaroni & Cheese with Whole Grain 6/5# pouch	30.00	81	5.94	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	6.25	No	\$2.1010	\$13.13	
43284	Reduced Fat Macaroni & Cheese	30.00	81	5.94	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	6.25	No	\$2.1010	\$13.13	
43292	Full Fat Full Sodium Macaroni and Cheese Entrée with Whole Grain	30.00	80	6.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	8.73	No	\$2.1010	\$18.34	
44224	Reduced Fat Mild Cheddar Read-i-Pac® 8-1.5 lb	12.00	384	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	12.00	No	\$2.1010	\$25.21	
44113	Reduced Fat Mild Cheddar Cubes 200-1oz	12.50	200	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	12.50	No	\$2.1010	\$26.26	
44114	Pepper Jack Cheese Cubes 200-1 oz	12.50	200	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	12.50	No	\$2.1010	\$26.26	
44115	Reduced Fat Colby Jack Cheese Cubes	12.50	200	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	12.50	No	\$2.1010	\$26.26	
44238	Pepper Jack Cheese Read-i-Pac® 8-1.5 lb	12.00	384	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	12.00	No	\$2.1010	\$25.21	
44261	Reduced Fat Swiss Read-i-Pac® 8-1.5 lb	12.00	384	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	12.00	No	\$2.1010	\$25.21	
44751	Reduced Fat Mild Cheddar Cheese Cubes	20.00	320	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	20.00	No	\$2.1010	\$42.02	
44877	CoJack® Portions	10.50	168	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	10.50	No	\$2.1010	\$22.06	

Information Certified as Accurate from Approved EPDS (requires signature from agency that approved EPDS)

Certified by State Agency

End Product Code & Description		Net Weight Per Case	Servings Per Case	Net Weight per Serving	WBCSM Item Code	WBCSM Description	DF Inventory Drawdown per case	By Products Produced*	Value per pound of DF	Value of DF per case (F x H)	Effective Date	State Agency Acceptance/Approval <input type="checkbox"/> Check for quick approval
A	B	C	D	E		F	G	H	I	J	K	
44878	Reduced Fat CoJack® Portions	10.50	168	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	10.50	No	\$2.1010	\$22.06		
44879	Cheddar Portions	10.50	168	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	10.50	No	\$2.1010	\$22.06		
44881	Reduced Fat Cheddar Portions	10.50	168	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	10.50	No	\$2.1010	\$22.06		
44889	Pepper Jack Sticks 168/1 oz	10.50	168	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	10.50	No	\$2.1010	\$22.06		
46219	American Cheese Slice, White	30.00	960	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	19.43	No	\$2.1010	\$40.82		
46236	Yellow American Slice	30.00	1104	0.44	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	21.77	No	\$2.1010	\$45.74		
46240	50% Reduced Sodium 50% reduced Fat Process American Cheese Slices 6/5# - 184 slc	30.00	1104	0.44	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	22.91	No	\$2.1010	\$48.13		
46253	Reduced Fat American Cheese Slice	30.00	960	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	22.48	No	\$2.1010	\$47.23		
46255	American Cheese Slice, Yellow	30.00	960	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	21.77	No	\$2.1010	\$45.74		
46268	Reduced Sodium, Reduced Fat Process American Cheese Slices	30.00	960	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	23.04	No	\$2.1010	\$48.41		
46288	50% Reduced Sodium 50% Reduced Fat Process American Cheese Slices 6/5# - 160 slc	30.00	960	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	22.91	No	\$2.1010	\$48.13		
48174	American Loaf Cheese	30.00	960	0.50	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	22.78	No	\$2.1010	\$47.86		
59701	String Cheese	10.50	168	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	10.50	No	\$2.1010	\$22.06		
59703	Light Mozzarella String Cheese LMPS	10.50	168	1.00	110242	CHEESE NAT AMER FBD BARREL-500 LB(40800)	10.50	No	\$2.1010	\$22.06		


PROCESSOR:

USDA APPROVAL:

(not applicable for state summary)

STATE AGENCY APPROVAL:

Land O'Lakes, Inc.	
Name of Company	
Cheryl Isberner, Marketing Manager	
Name and Title of Authorized Representative	
	11/23/2014
Signature	Date Signed

USDA FNS FDD	
Name of Approving Agency	
Sherry Thackeray-Comm. Processing	
Name and Title of Authorized Representative	
	11/23/2014
Signature	Date Signed

Name of Approving Agency	
Name and Title of Authorized Representative	
Signature	Date Signed

\*If by products are produced, provide value and method credit will be given





6 - 5 lb. Land O'Lakes Reduced Fat Macaroni and Cheese Entree with Whole Grain. Meal Contribution Credits per 6oz Serving: 2 m/ma and 1 oz. equivalent grain

**Product Code:** 43277000034500

PREPARED 50% RF MACARONI AND CHEESE ENTRÉE WITH WHOLE GRAIN code/43277, 6 – 5lb BULK, Frozen. Must conform to USDA Child Nutrition Program specifications and meet 2 m/ma and 1 oz. eq. grain per 6 oz. serving. Pasta made with 51% Whole Durum Wheat Flour. Must Supply ≤11g fat, ≤6g saturated fat, 0g Trans Fat, ≤980mg sodium, minimum 40% calcium. Made in USA. Contains Milk, Egg, Wheat.

**Ingredients**

Cooked Enriched Whole Grain Pasta (water, whole durum wheat flour, semolina, egg whites, niacin, ferrous sulfate, thiamin mononitrate, riboflavin, folic acid), Reduced Fat American Cheese (cultured pasteurized milk and skim milk, salt, sodium phosphate, contains less than 2% of lactic acid, annatto and oleoresin paprika (color), vitamin A palmitate, enzymes), Water, Maltodextrin, Contains Less Than 2% of Natural Flavor, Autolyzed Yeast Extract, Butter (cream, salt), Food Starch-Modified, Xanthan Gum.  
 CONTAINS: Milk, Wheat, Egg

**Specification Details**

GTIN: 10034500432778  
 UPC: 0 34500 43277 1  
 Shipping Requirements: Product must be shipped -15 to 0 F (Frozen)  
 Storage Requirements: Product must be stored Frozen (-15 to 0 F)  
 Allergens (Known to Contain): Eggs or Egg Products, Milk and Milk Products, Wheat and Related Grains  
 Package Dimensions:

	<u>Each</u>	<u>Case</u>	<u>Pallet</u>
Height:	13.3 in	5.63 in	55.625 in
Width:	8.8 in	12.63 in	40 in
Depth:	1.5 in	18.88 in	48 in
Volume:	.1016 Cu. Ft	.7769 Cu. Ft	Net Weight: 1890 lb
Net Weight:	2268 g	30 lb	Gross Weight (w/o pallet): 2112.5 lb
Gross Weight:	2290 g	32.5 lb	
Tare Weight:	22 g	2.5 lb	

Product Type: Pallet  
 Units Per Case: 6  
 Cases/Layer: 7  
 Number of Layers: 9  
 Cases/Pallet: 63  
 Whse Stacking Height: 1  
 Lot Code Format: Line 1: LOT,3 digit plant id, last digit of prod. year, 3 digit julian date, 2 digit line #\_(military time, hh:mm)\_(optional plant information)  
 Line 2: EXP\_mm\_dd\_yy(yy)\_2 character plant code\_(optional plant information)

Product Shipping Policy: Land O'Lakes products are coded with an Expiration Date. Land O'Lakes guarantees a minimum of 90 days of freshness from the date of shipment from Land O'Lakes warehouse facilities when product is handled and stored as recommended.



**6 - 5 lb. Land O'Lakes Reduced Fat Macaroni and Cheese Entree with Whole Grain. Meal Contribution Credits per 6oz Serving: 2 m/ma and 1 oz. equivalent grain**

**Product Code: 43277000034500**

**Shelf Life:** This product has a total shelf life of 365 days from date of manufacture.

**Food Safety:** Land O'Lakes, Inc. regards the Hazard Analysis Critical Control Program(HACCP) as the cornerstone of a food safety system. HACCP focuses on food safety by analysis and control of potential biological, chemical, and physical hazards. An internationally recognized system that is required by many customers, HACCP has been mandated from some industries by the FDA and USDA. All Land O'Lakes, Inc – Dairy Foods manufacturing facilities at Land O'Lakes, Inc. have targeted assessment programs for HACCP. In addition, Land O'Lakes, Inc. provided corporate guidance, oversight and assesses compliance of the systems.

**Quality Assurance:** Land O'Lakes maintains a quality assurance program that ensures the quality of all raw materials, process operating conditions, and finished product requirements. Please note that all information contained within this document is subject to change. Customer Service: 1-800-328-9610

**Preparation Type:** Ready to Eat

**Preparation Instructions:** Fully prepared product. Heat from a thawed state. See package for detailed preparation. Unopened pouch can be heated in steamer or boiling water until internal temperature reaches 165°F (about 35 - 40 min). Maintain hot holding temperature at 145°F. Use caution when opening pouch since product is very hot.

**Serving Suggestions:** 6 ounce serving provides 2m/ma + 1 oz. equivalent grain. For variety, other ingredients can be stirred in.

<b>Nutrition – Per 100g</b>	
<b>Calories</b>	167 kcal
<b>Protein</b>	10 g
Carbohydrates	18 g
Dietary Fiber	1 g
Total Sugar	4 g
<b>Total Fat</b>	6 g
Saturated Fat	4 g
Monounsaturated Fat	1.5 g
Polyunsaturated Fat	.2 g
Trans Fatty Acid	.2 g
<b>Cholesterol</b>	19 mg
Vitamin A - IU	384 IU
Vitamin C	0 mg
Calcium	239 mg
Iron	.6 mg
<b>Sodium</b>	578 mg
Calories from Fat	56 kcal

<b>Nutrition Facts</b>	
Serving Size	1 cup (252g)
Servings Per Container	54
<b>Amount Per Serving</b>	
<b>Calories 420</b>	<b>Calories from Fat 140</b>
<b>% Daily Value*</b>	
<b>Sodium 1460 mg</b>	61 %
Saturated Fat 9 g	45 %
<b>Cholesterol 45 mg</b>	15 %
<b>Protein 24 g</b>	0 %
Total Sugar 9 g	0 %
Vitamin A 968 IU	20 %
Trans Fatty Acid .5 g	0 %
Carbohydrate 46 g	15 %
<b>Total Fat 16 g</b>	25 %
Calcium 603 mg	60 %
Vitamin C 0 mg	0 %
Dietary Fiber 2 g	8 %
Iron 1.625 mg	10 %
*% Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs. This is a representation of the nutrition label. The actual nutrition label on the product may vary slightly.	

## Formulation Statement for Documenting Grains in School Meals

(SY) 2014-2015

*Crediting standards Based on Revised exhibit A weights per ounce equivalent (oz eq)*

School Food Authorities (SFAs) should include a copy of the label from the purchased product carton in addition to the following information on letterhead signed by an official company representative. Grain products may be credited based on previous standards through SY 2012-2013. The new crediting standards for grains (as outlined in Policy Memorandum SP 30 2012) must be used beginning SY 2013-2014. SFAs have the option to choose the crediting method that best fits the specific needs of the menu planner.

Product Name: Reduced Fat Macaroni and Cheese Entree with Whole Grain Code No.: 43277

Manufacturer: Land O'Lakes, Inc. Serving Size: 6 oz

I. Does the product meet the whole grain-rich criteria: X Yes  No  
(Refer to SP 30-2012 Grain Requirements for the National School Lunch Program and School Breakfast Program.)

II. Does the product contain noncreditable grains: Yes  No How many grams: \_\_\_\_\_  
(Products with more than 0.24 oz eq or 3.99 grams for Groups A-G and 6.99 grams for Group H of noncreditable grains may not credit towards the grain requirements for school meals.)

III. Use Policy Memorandum SP 30-2012 Grain Requirements for the National School Lunch Program and School Breakfast Program: Exhibit A to determine if the product fits into Groups A-G (baked goods), Group H (cereal grains), or Group I (RTE breakfast cereals). (Please be aware that different methodologies are applied to calculate servings of grain component based on creditable grains. Groups A-G use the standard of 16 grams creditable grain per oz eq; Group H uses the standard of 28 grams creditable grain per oz eq; and Group I is reported by volume or weight.)

Indicate to which Exhibit A Group (A-I) the product belongs: H


Description of Product per Food Buying Guide	Portion Size of Product as Purchased A	Weight of 1.0 ounce equivalent as listed in SP 30-2012 B	Creditable Amount <sup>1</sup> A ÷ B
Whole Grain Enriched Macaroni	28.33g	28g	1.0117g
<b>Total Creditable Amount<sup>2</sup></b>			<b>1.00</b>

<sup>1</sup> Total Creditable Amount must be rounded **down** to the nearest quarter (0.25) oz eq. Do **not** round up.

Total weight (per portion) of product as purchased 6oz

Total contribution of product (per portion) 1 oz equivalent

I certify that the above information is true and correct and that a 6 ounce portion of this product (ready for serving) provides 1oz equivalent grains. I further certify that noncreditable grains are **not** above 0.24 oz eq. per portion. Products with more than 0.24 oz equivalent or 3.99 grams for Groups A-G or 6.99 grams for Group H of noncreditable grains may not credit towards the grain requirements for school meals.

Signature  Title VP Research & Development, Dairy Foods

Printed Name Shirish Mehta Date 7/28/14 Phone Number 800-328-1322

# Land O'Lakes, Inc.



FOODSERVICE

## Product Formulation Statement (Product Analysis) for Meat/Meat Alternate (M/MA) Products School Year 2014 - 2015

Child Nutrition Program operators should include a copy of the label from the purchased product carton in addition to the following information on letterhead signed by an official company representative.

Product Name: Reduced Fat Macaroni and Cheese Entree with Whole Grain Code No.: 43277

Manufacturer: Land O'Lakes, Inc. Case/Pack/Count/Portion/Size: 6 /5 lb. pouches

### I. Meat/Meat Alternate

Please fill out the chart below to determine the creditable amount of Meat/Meat Alternate

\*Creditable Amount - Multiply ounces per raw portion of creditable ingredient by the FBG Yield Information.

Description of Creditable Ingredients per Food Buying Guide (FBG)	Ounces per Raw Portion of Creditable Ingredient	Multiply	FBG Yield/ Servings Per Unit	Creditable Amount *
Reduced Fat American cheese	2 oz.	X	1 oz.	2 m/ma
		X		
<b>A. Total Creditable M/MA Amount<sup>1</sup></b>				<b>2 m/ma</b>

### II. Alternate Protein Product (APP)

If the product contains APP, please fill out the chart below to determine the creditable amount of APP. If APP is used, you must provide documentation as described in Attachment A for each APP used.

Description of APP, manufacturer's name and code number	Ounces dry APP per portion	Multiply	% of Protein As-Is*	Divide by 18**	Creditable Amount APP***
		X		÷ by 18	
		X		÷ by 18	
		X		÷ by 18	
<b>B. Total Creditable APP Amount<sup>1</sup></b>					
<b>C. TOTAL CREDITABLE AMOUNT (A+B rounded down to nearest 1/4 ounce)</b>					

\*Percent of Protein As-Is is provided on the attached APP documentation.

\*\*18 is the percent of protein when fully hydrated.

\*\*\*Creditable amount of APP equals ounces of Dry APP multiplied by the percent of protein as-is divided by 18.

<sup>1</sup>Total Creditable Amount must be rounded down to the nearest 0.25oz (1.49 would round down to 1.25 oz. meat equivalent). Do not round up. If you are crediting M/MA and APP, you do not need to round down in box A (Total Creditable M/MA Amount) until after you have added the Total Creditable APP Amount from box B to box C.

Total weight (per portion) of product as purchased 6 oz.

Total creditable amount of product (per portion) 2 oz.

(Reminder: Total creditable amount cannot count for more than the total weight of product.)

I certify that the above information is true and correct and that a 6 ounce serving of the above product (ready for serving) contains 2 ounces of equivalent meat/meat alternate when prepared according to directions.

I further certify that any APP used in the product conforms to the Food and Nutrition Service Regulations (7 CFR Parts 210, 220, 225, 226, Appendix A) as demonstrated by the attached supplier documentation.

Shirish Mehta  
Signature

Shirish Mehta  
Printed Name

VP - R&D, Dairy Foods  
Title

7/28/2014  
Date







SCHOOL FOODSERVICE

200- 1oz packages of Reduced Fat Mild Cheddar Cheese Cubes. Meal Contribution Credits per Serving: 1 m/ma

**Product Code:** 44113000034500

RF CHEDDAR CHEESE CUBES code/44113, 200 – 1oz, BULK, Refrigerated. Must conform to USDA Child Nutrition Program specifications and meet 1 m/ma. Made with Reduced Fat Milk. Must Supply ≤7g fat, ≤4.5g saturated fat, 0g Trans Fat, ≤190mg sodium, minimum 20% calcium. Made in USA. Contains Milk.

### Ingredients

Cultured Pasteurized Reduced Fat Milk, Salt, Enzymes, Annatto (color), \*Vitamin A Palmitate. CONTAINS: MILK

\*not found in regular cheddar cheese

### Specification Details

GTIN: 10034500441138

UPC: 0 34500 44113 1

Shipping Requirements: Product must be shipped 33 to 35 F (Refrigerated)

Storage Requirements: Product must be stored Refrigerated (34 to 38 F)

Allergens (Known to Contain): Milk and Milk Products

Package Dimensions:

	<u>Each</u>	<u>Case</u>	<u>Pallet</u>
Height:	4.5 in	8.75 in	48.75 in
Width:	5.25 in	12.8 in	38.44 in
Depth:	.5 in	17.06 in	46.94 in
Volume:	.0068 Cu. Ft	1.1057 Cu. Ft	Net Weight: 500 lb
Net Weight:	28.35 g	Net Weight: 12.5 lb	Gross Weight (w/o pallet): 548 lb
Gross Weight:	30.55 g	Gross Weight: 13.7 lb	
Tare Weight:	2.2 g	Tare Weight: 1.2 lb	

Product Type: Pallet

Units Per Case: 200

Cases/Layer: 8

Number of Layers: 5

Cases/Pallet: 40

Whse Stacking Height: 2

Lot Code Format: Line 1: LOT,3 digit plant id, last digit of prod. year, 3 digit julian date, 2 digit line #\_(military time, hh:mm)\_(optional plant information)  
Line 2: EXP\_mm\_dd\_yy(yy)\_2 character plant code\_(optional plant information)

Product Shipping Policy: Land O'Lakes products are coded with an Expiration Date. Land O'Lakes guarantees a minimum of 90 days of freshness from the date of shipment from Land O'Lakes warehouse facilities when product is handled and stored as recommended.

Shelf Life: This product has a total shelf life of 150 days from date of manufacture.

Food Safety: Land O'Lakes, Inc. regards the Hazard Analysis Critical Control Program(HACCP) as the cornerstone of a food safety system. HACCP focuses on food safety by analysis and control of potential biological, chemical, and physical hazards. An internationally recognized system that is required by many customers, HACCP has been mandated from some industries by the FDA and USDA. All Land O'Lakes, Inc – Dairy Foods manufacturing facilities at Land O'Lakes, Inc. have targeted assessment programs for HACCP. In addition, Land O'Lakes, Inc. provided corporate guidance, oversight and assesses compliance of the systems.

Quality Assurance: Land O'Lakes maintains a quality assurance program that ensures the quality of all raw materials, process operating conditions, and finished product requirements. Please note that all information contained within this document is subject to change. Customer Service: 1-800-328-9610

Preparation Type: Ready to Eat

Preparation Instructions: Ready to eat.

Serving Suggestions: Serve as a snack. Bundle with breads, vegetables, and or fruit for breakfast, lunch or afterschool snack. Serve on self-serve bars such as Salad Bar or Baked Potato Bar. Great "To Go" item.

Land O'Lakes, Inc., P.O. Box 64101, St. Paul, MN 55164

Phone: 1-800-328-1322

Fax: 651-234-8522

Email: [businessinfo@landolakes.com](mailto:businessinfo@landolakes.com)

Website: [www.landolakes.com](http://www.landolakes.com)

Land O'Lakes, Inc. maintains a quality assurance program for the quality of all raw materials, process operating conditions, and finished product requirements. Please note that the information within this document is subject to change. Such information is provided for customer's informational purposes only and any other use by customer is in its sole discretion, and Land O'Lakes shall have no liability therefore. Land O'Lakes disclaims all representations or warranties, express or implied, and expressly disclaims any warranty of merchantability or fitness for a particular purpose.



SCHOOL FOODSERVICE

200- 1oz packages of Reduced Fat Mild Cheddar Cheese Cubes. Meal Contribution Credits per Serving: 1 m/ma

**Product Code: 44113000034500**

<b>Nutrition – Per 100g</b>	
<b>Calories</b>	321 kcal
<b>Protein</b>	25 g
Carbohydrates	1 g
Dietary Fiber	0 g
Total Sugar	1 g
<b>Total Fat</b>	24 g
Saturated Fat	15 g
Monounsaturated Fat	7 g
Polyunsaturated Fat	1 g
Trans Fatty Acid	1 g
<b>Cholesterol</b>	76 mg
Ash	4 g
Vitamin A - IU	1002 IU
Vitamin C	0 mg
Calcium	721 mg
Iron	.6 mg
<b>Sodium</b>	680 mg
Calories from Fat	216 kcal

<b>Nutrition Facts</b>	
Serving Size	1 oz. (28g)
Servings Per Case	1
Amount Per Serving	
<b>Calories 90</b>	Calories from Fat 60
	% Daily Value*
Saturated Fat 4.5 g	23 %
<b>Cholesterol 20 mg</b>	7 %
<b>Protein 7 g</b>	0 %
Total Sugar 0 g	0 %
Vitamin A 0 IU	6 %
Trans Fatty Acid 0 g	0 %
Carbohydrate 0 g	0 %
<b>Total Fat 7 g</b>	11 %
Calcium 0 mg	20 %
Vitamin C 0 mg	0 %
Dietary Fiber 0 g	0 %
Iron 0 mg	0 %
<b>Sodium 190 mg</b>	8 %
*% Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs. This is a representation of the nutrition label. The actual nutrition label on the product may vary slightly.	



## Product Formulation Statement (Product Analysis) for Meat/Meat Alternate (M/MA) Products School Year 2014 - 2015

Child Nutrition Program operators should include a copy of the label from the purchased product carton in addition to the following information on letterhead signed by an official company representative.

Product Name: Reduced Fat Mild Cheddar Cheese Cubes Product Code: 44113

Manufacturer: Land O'Lakes, Inc. Case/Pack/Count/Portion/Size: 200 /1oz. portions

### C. Meat/Meat Alternate

Please fill out the chart below to determine the creditable amount of Meat/Meat Alternate

\*Creditable Amount – Multiply ounces per raw portion of creditable ingredient by the FBG Yield Information.

Description of Creditable Ingredients per Food Buying Guide (FBG)	Ounces per Raw Portion of Creditable Ingredient	Multiply	FBG Yield/ Servings Per Unit	Creditable Amount *
Reduced Fat Cheddar Cheese	1 oz.	X	1 oz.	1 m/ma
		X		
<b>A. Total Creditable M/MA Amount<sup>1</sup></b>				<b>1 m/ma</b>

### II. Alternate Protein Product (APP)

If the product contains APP, please fill out the chart below to determine the creditable amount of APP. If APP is used, you must provide documentation as described in Attachment A for each APP used.

Description of APP, manufacturer's name and code number	Ounces dry APP per portion	Multiply	% of Protein As-Is*	Divide by 18**	Creditable Amount APP***
		X		÷ by 18	
		X		÷ by 18	
		X		÷ by 18	
<b>B. Total Creditable APP Amount<sup>1</sup></b>					
<b>C. TOTAL CREDITABLE AMOUNT (A+B rounded down to nearest 1/4 ounce)</b>					<b>1 m/ma</b>

\*Percent of Protein As-Is is provided on the attached APP documentation.

\*\*18 is the percent of protein when fully hydrated.

\*\*\*Creditable amount of APP equals ounces of Dry APP multiplied by the percent of protein as-is divided by 18.

<sup>1</sup>Total Creditable Amount must be rounded down to the nearest 0.25oz (1.49 would round down to 1.25 oz. meat equivalent). Do not round up. If you are crediting M/MA and APP, you do not need to round down in box A (Total Creditable M/MA Amount) until after you have added the Total Creditable APP Amount from box B to box C.

Total weight (per portion) of product as purchased \_\_\_\_\_ 1 oz. \_\_\_\_\_

Total creditable amount of product (per portion) \_\_\_\_\_ 1 oz. \_\_\_\_\_

(Reminder: Total creditable amount cannot count for more than the total weight of product.)

I certify that the above information is true and correct and that a 1 ounce serving of the above product (ready for serving) contains 1 ounces of equivalent meat/meat alternate when prepared according to directions.

I further certify that any APP used in the product conforms to the Food and Nutrition Service Regulations (7 CFR Parts 210, 220, 225, 226, Appendix A) as demonstrated by the attached supplier documentation.

S. Mehta  
Signature

VP – R&D, Dairy Foods  
Title

Shirish Mehta  
Printed Name

August 28, 2014  
Date





**REDUCED FAT**

**MILD CHEDDAR  
CHEESE**

**25% Less Total Fat Than Regular Cheddar Cheese**

See Nutrition Information for Total Fat and Saturated Fat

**NET WT. 1 OZ (28g)**