



*Dairy*

Ridiculously High  
Standards

May 8, 2023

Belmond-Klemme CSD  
Attn: Kim Belstene  
Food Service Director  
411 10th Ave. NE  
Belmond IA. 50421

Dear Ms. Belstene,

We wish to submit the following quotations on dairy products to be used by the Belmond-Klemme Community School District during the 2023-24 school year.

½ pint White Skim Milk	-	.3010
½ pint Chocolate Skim Milk	-	.3250
½ pint White 1% Milk	-	.3140

Prices quoted are subject to the attached escalator clause.

We furnish and maintain all necessary milk coolers. Please note that when a school system owns their own coolers .0100/ ½ pint can be deducted.

Delivery schedule will be as mutually agreed upon.

Sincerely,

Bob Seidl

Accounting Manager

ANDERSON ERICKSON DAIRY



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## 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 May 2023 is \$24.09 per 100 lbs. The components of this price include: Class I Skim Price - \$10.47/cwt.; Class I Butterfat Price - \$2.7059/lb; Location Adjustment - \$1.80/cwt.; Premiums - \$2.72/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.



# Kemps LeMars 2023-24 Dairy Bid

May 2023

Escalator Clause

Kemps LeMars Office

Bill To: 1400285  
BELMOND-KLEMME SCHOOL DISTRICT

1345 12th Ave SW  
Le Mars, IA 51031

7065

Kemps LeMars has prepared an escalator bid for your schools dairy program for the upcoming school year. Please see the below bid prices quoted for the month printed in the top right corner. **If you have any questions regarding this bid, please contact Debra Carlson at: Email: [debra.carlson@kemps.com](mailto:debra.carlson@kemps.com) - Phone: 712-548-2200 x41113**

**ORDER METHOD FOR ALL SCHOOLS WILL BE ALL ON-LINE WEB ORDERING. WEBSITE: <https://orders.dfamilk.com>**

**KEMPS WILL OFFER CREDIT FOR MANUFACTURING DEFECTS ONLY AT TIME OF DELVIERY.**

Milk 8OZ-HALF PINTS	Carton	Item #	Escalator
KEMPS SEL WHL ECO HP 50/CS	Paper	65378	
KEMPS SEL 2% ECO HP 50/CS	Paper	65379	
KEMPS SEL 1% ECO HP 50/CS	Paper	65380	0.3370
KEMPS SEL SKIM ECO HP 50/CS	Paper	65381	0.3292
TMOO 1% CHOC AGH FREE ECO HP 50/CS	Paper	47282	
TMOO SKIM CHOC AGH FREE HP 50/CS	Paper	45837	0.3405
TMOO SKIM STRAW HP 50/CS	Paper	46073	

Kemps will offer strawberry milk in 2023-24 school year if we have enough volume for a minimum batch. We reserve the right to not produce strawberry if there is no demand and in that case will sub fat free chocolate milk.

Kemps Dairy Items	Carton	Item #	Escalator
KEMPS SEL WHL PL GAL 4/CS	Plastic	66351	5.5241
KEMPS SEL 2% PL GAL 4/CS	Plastic	66352	5.0962
KEMPS SEL 1% PL GAL 4/CS	Plastic	66353	4.8187
KEMPS SEL SKIM PL GAL 4/CS	Plastic	66354	4.5735
TMOO 1% CHOC AGH FREE GAL 4/CS	Plastic	47421	5.5666
KEMPS HG Lactose Free ESL 1% (other fat levels avail.)	Paper	66713	5.0689
KEMPS HG 2% Milk PL 9/CS	Plastic	66385	2.9564
KEMPS QT H&H PP 16/CS	Plastic	66498	2.6517
KEMPS PT HWC 36% STAB PAPER 28/CS	Paper	66658	3.3047
KEMPS GAL OJ 100% 4/CS	Plastic	66510	6.6336
KEMPS HG OJ 100% 9/CS	Plastic	66511	3.6728
KEMPS 6OZ OJ 100% SQT 48/CS	Paper	68306	0.4343
CIT SUN 100% JC 4OZ: Apple	Plastic - Foil Top	54951	0.3093
KEMPS 5LB CC 4% SMC RD 2/BX	Plastic Tub	66508	10.4394
KEMPS 5LB CC 2% SMC RD 2/BX	Plastic Tub	66507	10.6049
KEMPS CULT SR CRM PLN 4/BX	Plastic Tub	68561	10.5243
KEMPS 24OZ LIGHT SOUR CREAM 12/SLEEVE	Plastic Tub	66375	2.8733
KEMPS 1OZ SOUR CREAM POUCH REG	POUCH	68386	17.2942
KEMPS 5LB YOGURT(VAN/STR/PLAIN)	Plastic Tub	65399	9.8298
KEMPS HALF GAL 5% VAN IC MIX PL 9/CS	Plastic	66444	4.0792
ALA CARTE	Carton	Item #	Escalator
KEMPS PINT MILK (WHL,2%,FF,CHOC 1% & 2%)	Plastic	66364	1.2671
TMOO 14OZ 1% CHOC ESL PLASTIC 12/SLEEVE	Plastic	51064	1.6008
DPURE 14OZ 2% ESL PLASTIC 12/SLEEVE	Plastic	56781	1.6008

Please fill in the below information, sign and return via mail, or email at [debra.carlson@kemps.com](mailto:debra.carlson@kemps.com) along with any other competitive bids and a school calendar.

We Accept (Please circle one)
  We Decline

**Accepting the bid..fill out the on-line ordering form and return with this signed bid.**

First Day School	Last Day School
Name of Kitchen/Food Service Director:	
Phone #:	
Email:	
Signature:	

**Deliver /week:** 2

**Locations:** 2

**Coolers:** 4

**Ship To's:** \* Delivery Days and Times to be Determined\*

1400283 BELMOND KLEMME JR/SR HIGH SCHOOL

1400284 JACOBSON ELEMENTARY

**Billing address: DFA Dairy Brands Corporate, LLC / PO BOX 776922/ CHICAGO IL 60677-6922 Phone: 800-332-6462.**

No Acceptance of Standard Terms and Conditions: Notwithstanding any terms or conditions contained or referenced in this RFP, each response and submission relating to this RFP shall be subject to the condition that all terms and conditions relating to any resulting business relationship must be separately negotiated and agreed upon in a written agreement executed by both parties, which written agreement shall represent the entire and exclusive understanding and agreement between the parties as to the applicable business.



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## Fluid Milk Escalator /De-escalator Clause

Future price adjustments will be predicated on the following escalator/de-escalator formula for fluid milk taking into consideration Federal Milk Market Order monthly changes in the cost of skim milk and butterfat. Expenses including fuel, energy, packaging and ingredients will also be included in monthly changes and will be communicated as to what these expenses include.

### SKIM MILK:

- For each \$.10/cwt increase or decrease in the cost of skim milk, prices will adjust respectively as follows on all fat levels.

5 Gallon	-	.0430 per 5 Gallon
Gallon	-	.0086 per Gallon
8 oz.	-	.00054 per 8 oz.

### BUTTERFAT:

- For each \$.10 increase or decrease in the cost of butterfat, prices will adjust respectively as follows by various fat levels.

Item	Whole (3.25%)	2%	1%	Fat Free
5 Gallon	.1395/5 Gal	.086/5 Gal	.043/5 Gal	.0045/5 Gal
Gallon	.0279/Gal	.0172/Gal	.0086/Gal	.0009/Gal
8 Oz	.0017/8 Oz	.0011/8 Oz	.0005/8 Oz	.0001/8 Oz

- Monthly per unit adjustments will reflect a combination of the changes in skim milk and butterfat, and expenses (fuel, packaging, ingredients, resin, energy, etc.).**
- This escalator/de-escalator formula applies to all fluid milk items.

### Non Fluid Milk Items

Prices bid on products other than fluid milk are for one month only, and will automatically renew at the quoted price, unless Kemps advises you of our intent to change the price as a result of a significant supplier price change.