



Kemps LeMars 2022-23 Dairy Bid

Kemps LeMars Office

1345 12th Ave SW
Le Mars, IA 51031

May

Escalator Clause

Bill To: **1400285**
BELMOND-KLEMME SCHOOL DISTRICT

7062

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 - Phone: 712-548-2200 x41113**

ORDER METHOD FOR ALL SCHOOLS IN 2022-23 WILL BE ALL ON-LINE ORDERING. WEBSITE: <https://orders.deanfoods.com>
KEMPS WILL OFFER CREDIT FOR MANUFACTURING DEFECTS ONLY AT TIME OF DELVIERY. SINCE THIS IS A NEW PROCESS, IF KEMPS IS AWARDEED THE BID, WE ALLOW 90 DAY GRACE PERIOD WHERE WE WILL OFFER CREDIT.

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	0.3164
KEMPS SEL SKIM ECO HP 50/CS	Paper	65381	0.3038
TMOO 1% CHOC AGH FREE SQT HP 48/CS	Paper	47284	0.3421
TMOO SKIM CHOC AGH FREE HP 50/CS	Paper	45837	0.3142
TMOO SKIM STRAW HP 50/CS	Paper	46073	0.3129

Please fill in the below information, sign and return via mail, or email at debra.carlson@kemps.com along with any other competitive bids and a 22/23 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 of School: 		
Name of Kitchen/Food Service Director: 		
Phone #: 		
Email: 		
Signature: 		

Order method: On-line ordering only.

Coolers are provided at no extra charge.

Kemps Dairy Items	Carton	Item #	Escalator
KEMPS SEL WHL PL GAL 4/CS	Plastic	66351	5.7995
KEMPS SEL 2% PL GAL 4/CS	Plastic	66352	5.3341
KEMPS SEL 1% PL GAL 4/CS	Plastic	66353	5.0347
KEMPS SEL SKIM PL GAL 4/CS	Plastic	66354	4.7620
TMOO 1% CHOC AGH FREE GAL 4/CS	Plastic	47421	5.7510
KEMPS HG Lactose Free ESL Skim (other fat levels avail.)	Paper	66713	4.7905
KEMPS HG 2% Milk PL 9/CS	Plastic	66385	3.0779
KEMPS QT H&H PP 16/CS	Plastic	66498	2.8270
KEMPS PT HWC 36% STAB PAPER 28/CS	Paper	66658	3.2105
KEMPS GAL OJ 100% 4/CS	Plastic	66510	5.8236
KEMPS HG OJ 100% 9/CS	Plastic	66511	3.2678
KEMPS 6OZ OJ 100% SQT 48/CS	Paper	68306	0.3884
CIT SUN 100% JC 4OZ: Orange, Apple & Grape	Plastic - Foil Top	54950	0.2871
KEMPS 5LB CC 4% SMC RD 2/BX	Plastic Tub	66508	10.7054
KEMPS 5LB CC 2% SMC RD 2/BX	Plastic Tub	66507	10.8709
KEMPS 5LB CULT SR CRM PLN 2/BX	Plastic Tub	66506	10.0898
KEMPS 24OZ LIGHT SOUR CREAM 12/SLEEVE	Plastic Tub	66375	2.8641
KEMPS 1OZ SOUR CREAM POUCH REG	POUCH	68386	17.4815
KEMPS 5LB YOGURT(VAN/BLUEB/STR/PLAIN)	Plastic Tub	65400	9.7119
KEMPS HALF GAL 5% VAN IC MIX PL 9/CS	Plastic	66444	4.2271
ALA CARTE	Carton	Item #	Escalator
KEMPS PINT MILK (WHL,2%,FF,CHOC 1% & 2%)	Plastic	66364	0.9621
TMOO 14OZ WHOLE CHOC ESL PLASTIC 12/SLEEVE	Plastic	51063	1.4817
TMOO 14OZ 1% CHOC ESL PLASTIC 12/SLEEVE	Plastic	51064	1.4817
DPURE 14OZ WHL ESL PLASTIC 12/SLEEVE	Plastic	56780	1.4817
DPURE 14OZ 2% ESL PLASTIC 12/SLEEVE	Plastic	56781	1.4817

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.



Dairy

Ridiculously High
Standards

May 4, 2022

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 2022-23 school year.

½ pint White Skim Milk	-	.2910
½ pint Chocolate Skim Milk	-	.3110
½ pint White 1% Milk	-	.3060
½ pint 100% Orange Juice	-	.3700

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 .0050 ½ pint can be deducted.

Delivery schedule will be as mutually agreed upon.

Sincerely,

Bob Seidl

Accounting Manager

ANDERSON ERICKSON DAIRY



"Quality You Can Taste!"

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 2022 is \$29.94 per 100 lbs. The components of this price include: Class I Skim Price - \$14.99/cwt.; Class I Butterfat Price - \$3.1373/lb; Location Adjustment - \$1.80/cwt.; Premiums - \$2.69/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.

ANDERSON ERICKSON DAIRY

2420 E. University | Des Moines, Iowa | 50317-6501 | Tel: 515-265-2521 | Fax: 515-263-6301 | www.aedairy.com



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

March 30, 2022

Belmond Klemme CSD
Attn: Ms. Kim Belstene
411 10th Ave
Belmond, IA 50421

Dear Ms. Belstene,

Thank you for your interest in Hiland Dairy Foods, LLC. for the 2022-2023 school year.

Due to our current route structure, we are unable to give you the service required to properly care for your students. We regretfully decline to bid the 2022-2023 school year.

We continuously look at our route structure and we would like to remain on your bid list for the following year.

Sincerely,

Scott Barnard

Scott Barnard
District Sales Manager
sbarnard@hilanddairy.com