



Cathy Holman, Purchasing Coordinator  
ISD 709 Duluth Public Schools  
709 Portia Johnson Drive  
Duluth, MN 55811

Dear Cathy Holman,

We are submitting the following renewal increase for the 2026-2027 school year. Our Grade A products meet all local, State and Federal requirements for the lunch program. All half-pint milks are subject to the attached Escalator Clause. All other products follow the monthly market change.

**Renewal Increase added to current half-pint unit cost**

**Renewal Increase Effective July 1, 2026**

Item Description	Item #	Packaging Description	Increase
1% Milk	26890	Eco Half-Pint	\$0.005
Skim Milk	26891	Eco Half-Pint	\$0.005
*Whole Milk	TBD	Eco Half-Pint	\$0.005
*2% Milk	TBD	Eco Half-Pint	\$.0.005
Chocolate Skim Milk	65492	Eco Half-Pint	\$0.005
Lactose Free 1% Milk	New	Eco Half-Pint	\$0.000
Lactose Free Choc 1% Milk	New	Eco Half-Pint	\$0.000

\*Items in consideration per  
new legislation

**Kelly Durick Eder, Board Chair**



**Escalator Clause**

It is hereby understood that the prices quoted are based on the USDA Class I prices listed below under the terms of the Federal Milk Market Order #30.

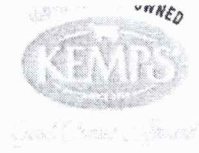
Class I Skim		CWT
Class I Butterfat		LB

If the Class I Skim price per hundredweight is increased or decreased, for each \$0.10 per hundredweight increase or decrease, the quotation on:

Half-Pint Fluid Milk	\$0.00054	Per Half-Pint
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If the Class 1 Butterfat price per pound is increased or decreased, for each \$0.01 increase or decrease, the quotation on a half-pint will follow this formula:

Whole Milk	\$0.00017750	Per Half-Pint
2% Milk	\$0.00010750	Per Half-Pint
1% Milk	\$0.00005375	Per Half-Pint
Skim Milk	\$0.00001000	Per Half-Pint



## **Kemps General Information**

**Address:** Kemps LLC / 420 West Broadway Avenue, Minneapolis, MN 55411

**Key Bid Contact:** Bryan Pink, Sales Director / [Bryan.Pink@Kemps.com](mailto:Bryan.Pink@Kemps.com) / 612-685-0653

**Sales Rep Contact:** Mike Hill / [Mike.Hill3@Kemps.com](mailto:Mike.Hill3@Kemps.com) / 320-471-8829

**Payment Terms:** Payment is due 14 days after the invoice date.

**Insurance:** Kemps will provide a copy of insurance upon request.

**Bid Bonds:** Kemps has been operating since 1914. We do not participate in bid bonds.

**Return Milk Policy:** Kemps only takes back and gives credit for milk that is delivered with less than 10 days from expiration, or any milk that is deemed a manufacturer defect, damaged, or not sellable upon delivery. Please be cognizant of our next scheduled delivery, especially around break periods. The school is responsible for disposing of any milk.

**Renewed Bids:** At the outset of each year a bid is renewed, Kemps reserves the right to make an annual price adjustment to cover any increases in operating costs. Price adjustments are related to fuel, labor, employee benefits, packaging, resin, etcetera. Additionally, all prices follow the monthly escalator clause.

**Delivery Schedule:** We can typically deliver between 6AM and 2:30PM and will try to accommodate the school's needs; however, we cannot guarantee a delivery schedule at this time.

**Sustainability:** At Kemps, we are passionate about delivering dairy to our neighbors down the road and around the world. For us, this goes beyond getting products to grocery store shelves. It starts with taking care of our planet, our land, our communities, our family farm-owners, and our employees.

We believe dairy plays a key role in solving our climate change crisis, and we are constantly striving to find more ways to reduce our greenhouse gas emissions, invest in innovation to make our business more sustainable, and engage in the communities where we live and work. We are determined to do our part to produce dairy responsibly, ethically, and sustainably and are continually searching for new, innovative ways to conserve resources, reduce waste, and work efficiently across farms, in plans, and on the road. Because of our commitment to the environment, Kemps has a 30-case minimum per delivery. If the delivery requirements are not met, we may contact you to create a solution. Thank you for your partnership with Kemps to reduce waste.



**School Calendar Dates**

If your district has the same dates for all schools, please fill in the table below.

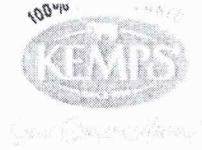
First Day of School	9-8-2026
Thanksgiving Break	11-26-2026 & 11-27-2026
Christmas Break	12/23/26 → Resume 1/4/2027
Spring Break	2/13/27 → 2/19/2027      4/5/2026 → 4/9/2026
Summer School	<input type="checkbox"/> No <input type="checkbox"/> Yes Dates: mid June — mid August at 5 schools

If the schools in your district have a variety of dates, please fill in the tables below.

School Name(s)	
First Day of School	
Thanksgiving Break	
Christmas Break	
Spring Break	
Summer School	<input type="checkbox"/> No <input type="checkbox"/> Yes Dates:

School Name(s)	
First Day of School	
Thanksgiving Break	
Christmas Break	
Spring Break	
Summer School	<input type="checkbox"/> No <input type="checkbox"/> Yes Dates:

School Name(s)	
First Day of School	
Thanksgiving Break	
Christmas Break	
Spring Break	
Summer School	<input type="checkbox"/> No <input type="checkbox"/> Yes Dates:



**Competitor Bids**

Please do not submit this letter without filling in the section below.

Bidder Name		
1% Milk	\$ <i>None</i>	per half pint
Skim Milk	\$ <i>None</i>	per half pint
Chocolate Skim Milk	\$	per half pint
Lactose Free Skim Milk	\$	per half pint

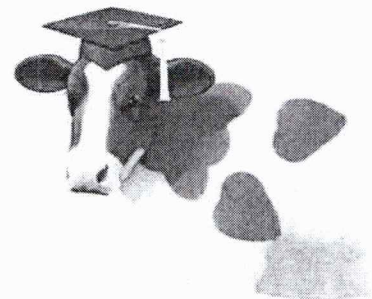
Bidder Name		
1% Milk	\$ <i>None</i>	per half pint
Skim Milk	\$ <i>None</i>	per half pint
Chocolate Skim Milk	\$	per half pint
Lactose Free Skim Milk	\$	per half pint

Please email a completed copy to Bryan Pink, Sales Director at Kemps LLC: [Bryan.Pink@Kemps.com](mailto:Bryan.Pink@Kemps.com)  
We appreciate your consideration of Kemps to supply your school with milk for the 2026-2027 school year.

Sincerely,

*Bryan Pink*

**Bryan Pink**  
Sales Director  
Kemps – It’s the Cows!  
420 West Broadway Avenue  
Minneapolis, Minnesota  
612.685.0653



<b>School</b>	<b>Manager</b>	<b>Phone</b>	<b>Extension</b>	<b>Email</b>
Congdon Park Elementary	Michelle Palmer	218-336-8825	1830	<a href="mailto:Michelle.palmer@isd709.org">Michelle.palmer@isd709.org</a>
Denfeld High	Kerri Shea	218-336-8830	2035	<a href="mailto:Kerri.shea@isd709.org">Kerri.shea@isd709.org</a>
East High	Summer Emison	218-728-7426	2149	<a href="mailto:Summer.emison@isd709.org">Summer.emison@isd709.org</a>
Homecroft Elementary	Jodi Puff	218-336-8865	2551	<a href="mailto:Jodi.puff@isd709.org">Jodi.puff@isd709.org</a>
Lakewood Elementary	Lily Flatt	218-336-8870	2619	<a href="mailto:Lily.flatt@isd709.org">Lily.flatt@isd709.org</a>
Laura MacArthur Elementary	Georgia VanAllen	218-336-8900	3114	<a href="mailto:Georgia.vanallen@isd709.org">Georgia.vanallen@isd709.org</a>
Lester Park Elementary	Angie Beyer	218-336-8875	2664	<a href="mailto:Angie.beyer@isd709.org">Angie.beyer@isd709.org</a>
Lincoln Park Middle	Susan Geissler	218-336-8880	3339	<a href="mailto:Susan.geissler@isd709.org">Susan.geissler@isd709.org</a>
Lowell Elementary	Amie Clingman	218-336-8895	2973	<a href="mailto:Amie.clingman@isd709.org">Amie.clingman@isd709.org</a>
Myers Wilkins	Roberta Taran	218-336-8860	2444	<a href="mailto:Roberta.taran@isd709.org">Roberta.taran@isd709.org</a>
Ordean East Middle	Deb McKowski	218-336-8940	4158	<a href="mailto:Deb.mckowski@isd709.org">Deb.mckowski@isd709.org</a>
Piedmont Elementary	Maria Karon	218-336-8950	2738	<a href="mailto:Maria.karon@isd709.org">Maria.karon@isd709.org</a>
Stowe Elementary	Julie Cullen	218-336-8965	3922	<a href="mailto:Julie.cullen@isd709.org">Julie.cullen@isd709.org</a>
Rockridge	Carrie Miller	218-336-8707	2115	<a href="mailto:Carrie.miller@isd709.org">Carrie.miller@isd709.org</a>

