

#15-013-08-18 BEVERAGE VENDING SERVICES			
OPENS: 3PM - 05/20/15			
COMPANY NAME	Concession Supply Inc	Coca Cola Refreshment	PepsiCo
ADDRESS	6720 Grand Canal Ct San Angelo, TX 76904	1000 East Interstate 20 Abilene, TX 79601	1023 Foster Street SanAngelo, TX 76903
CONTACT	Patrick Sherman	Jeff Lee	Michael Estes
PHONE #	325-374-5828	325-716-3672	432-413-8644
FAX#		325-437-5199	325-658-3561
EMAIL	concsupplyinc@aol.com	jeffalee@coca-cola.com	michael.estes@pepsico.com
CANNED DRINKS - 12OZ			
Unit Sale Price:	\$1.00	\$1.00	\$0.75
Royalty %	25%	22%	30%
BOTTLED DRINKS - 20OZ			
Unit Sale Price:	\$1.25	\$1.25	\$1.50
Royalty %	25%	22%	30%
WATER/NON CARBONATED DRINKS - 20OZ			
Unit Sale Price:	\$1.25	\$1.25/\$1.25	\$1.50
Royalty %	25%	20%/20%	30%
List any additional beverage products offered and their royalty %:	100% Juices 10oz \$1.25 25% Isotonics 12oz \$1.25; 25%	Minute Maid Juices 10oz \$1.25/20% Powerade 12oz \$1.25/20%	additional products listed in attached document 30% royalty
Concessions pricing:	see concessions tab	see concessions tab	see concessions tab
Additional compensation offered:	see compensations tab	see compensations tab	see compensations tab
Indicate number of calendar days needed to place vending machines:	30 days	vendors already on site; additional vendors 20-30 days	30 business days
Explain how often the machines will be filled:	service based on usage, all machines will be checked at least every other week		weekly
Explain procedure for handling complaints with the machines:	Complaints can be emailed to concsupplyinc@aol.com call 325-374-5828/325-374-5607 text 325-374-5828/325-374-5607	Coca Cola line 800-647-2653 will put the caller in direct contact with a live operator who handles complaints, service issues, and technical issues	All service calls are received by a trained Pepsi Customer Service Rep 800-414-5747 7A-11P 7 days/week; all repairs will be responded to in 24 hours
List brands offered in machines:	Coca Cola products; Dr Pepper & Diet Dr Pepper	Coke Classic, Coke Zero, Diet Coke, Sprite, Barqs, Cherry Coke, Fanta Orange, Fuze Iced Tea, Pibb Xtra, Dasani, Powerade Zero Brands, Minute Maid Juices, Vitamin Water Zero	Pepsi, Diet Pepsi, Mt Dew, Dr Pepper, Diet Dr Pepper, 7 Up, Sunkist Orange, A & W Root Beer, Gatorade, Ocean Spray, Dole, Sobe, Izze, Tropicana Lemonade, Tropicana Fruit Punch, Sobe Life Water, Propel Zero, Aquafina, Brisk Tea, Lipton Tea, Tazo, Pure Leaf
Three references located within West Texas Area: all contact information included	see references tab	see references tab	see references tab
DEVIATIONS FROM SPECIFICATIONS AND TERMS:	Commissions & sales reports provided to District on a quarterly basis; Service calls responded to within 24 hours; if the District does not accept these deviations, CSI would make arrangements to comply.	Vend rates will increase 3% in YEAR 3 upon 30 day written notice provided by CCR; numerous; see bid packet for all listed deviations	numerous; see bid packet for all listed deviations and company contract
Total Score:	75.5	81.6	99

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	SALES TO THE STADIUM -24CT CASE PRICING	12oz can carbonated drinks 24/cs \$13.48	12oz can carbonated drinks 24/cs \$7.90
	20oz softdrinks & isotonics \$24.48 case	20oz bottle carbonated drinks 24/cs \$28.56	20oz bottle carbonated drinks 24/cs \$19.10
	20oz Dasani water \$17.48 case	16.9oz Dasani water 24/cs \$11.28	16.9oz Aquafina water 24/cs \$4.58
		20oz Dasani water 24/cs \$17.76	20oz Aquafina water 24/cs \$7.47
	SALES TO THE WAREHOUSE - 24 CT CASE PRICING	20oz bottles tea & lemonade 24/cs \$28.56	20oz Gatorade 24/cs \$18.35
	20oz softdrinks & isotonics \$23.98 case	20oz Powerade 24/cs \$22.32	12oz Gatorade 24/cs \$10.61
	20oz Dasani water \$16.98 case	2 gallon Powerade Powder 8/cs \$25.68	10oz Fruit Shoots 24/cs \$15.14
		2 liter bottles carbonated drinks 8/cs \$16.08	20oz Lipton Brisk24/cs \$18.59
		\$2.50 rebate on every 20oz case purchased	13.7oz Starbucks Frap 12/cs \$24.04
		*prices subject to 4% increase each year	11 oz Starbucks Iced Coffee 12/cs \$16.39
			15 oz Starbucks Dbshot 12/cs \$23.33
			20oz Lipton Iced Tea 24/cs \$18.59
			\$2.00 rebate on all cases except Aquafina
			* pricing will have an annual increase not to exceed 3%

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Additional Compensation offer to the District	NA	\$5,000 upfront payment \$5,000 annual payment 1-3 yrs \$10,000 annual payment 4-5 yrs \$2.50 per case rebates paid annually for all direct delivery cases	\$5,000 annual "sponsorship" payment 1-5yrs Value=\$25,000 Annual \$1000 Scholarship \$500 ea CHS/LVHS payment 1-5 yrs Value=\$5,000
Product donations		100 cases product donated per year (must be requested by the District)	250 cases of product to school w/product support free of cost in the form of 12 oz canned product or Aquafina water (16.9oz) and Gatorade product w/Gatorade totaling no more than 20% of overall mix 1-5 years Value=\$10,000
		3 Powerade Sideline Kits valued at \$1500 in Year 1 2 Powerade Sideline Kits valed at \$1,000 in Year 2-5(Kit contents: 10 gallon coolers, 24oz clutch bottles, towels, cups; items ordered a la carte)	\$1000 in Gatorade sideline kits per year \$2000 in Year one(1) kits include various size coolers, 14 6 gallon Gaterade powder , 32oz squeeze bottles, 2500 8oz cups, 72 game towels and etc
			Bottle rebate for product purchases \$2.00 per case except Aquafina

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REFERENCE #1	Wall ISD 806 S US Hwy 87 Wall, TX 76957 Walter Holic 325-651-7790	City of San Angelo 500 Rio Concho Drive San Angelo, TX 76903 Greg Boyle 325-657-4281	Abilene Christian University Sandy Hall 325-674-2273
REFERENCE #2	Grape Creek ISD 9633 Grape Creek Road San Angelo, TX 76901 Leigh Ann Stephens 325-656-5042	Goodfellow Air Force Base	UT Austin Michael Sawyer 512-232-5619
REFERENCE #3	Tom Green County San Angelo, TX 76903 Johnny Grimaldo 325-659-6500	Keller ISD 350 Keller Parkway Keller, TX Lori Tudor 817-744-1136	Texas A & M University Phillip Ray 979-458-6193