

**EDUCATION SERVICE CENTER REGION 19  
RFP AWARD SUMMARY**

**RFP TITLE:** Vending Machine Services – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 14-7037  
**RFP OPENING DATE:** May 20, 2014  
**CONTRACT TERM:** Date of award until May 31, 2015 with the option to extend 12 month increments not to extend beyond 36 month in the aggregate  
**(Extended by Region 19 until May 31, 2016)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 24  
**RESPONSES:** 2  
**ADVERTISEMENT DATES:** El Paso Times April 24 2014 & May 1, 2014  
**BOARD MEETING DATE:** July 17, 2014

**RECOMMENDED FOR AWARD** **Del Norte Snacks**

**TOTAL (estimated)** **No Cost to ESC Region 19 or its Allied States Cooperative**

**EXPLANATIONS:**

Award of this contract will enable ESC-Region 19 and Region 19 Allied States Cooperative members in the El Paso market to utilize the stated goods and services including parts, labor, and warranty when required during the contract period. The new contract will allow for all machines to have bill changers and take credit cards. Additionally, frozen food vending machines will now be included. Award basis was based on consumer pricing, reference checks, product selection offerings, and best value to ESC Region 19 and its ESC Region 19 ASC members.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19 Allied States Cooperative

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19 Allied States Cooperative  
  
Martin Camacho  
ESC Region 19 Allied States Cooperative  
  
Mary Jane Lopez  
ESC Region 19 Allied States Cooperative

**Contact Information**

**Del Norte Snacks**  
Chris Rodriguez / Irma Rodriguez  
2200 N. Yarbrough Suite 234  
El Paso, TX 79925  
915-820-9457  
Fax: N/A  
[delnortesnack@facebook.com](https://www.facebook.com/delnortesnack) / [brockstone99@yahoo.com](mailto:brockstone99@yahoo.com)

## Special Conditions

1. Vendor will provide all labor, supplies, maintenance and equipment on all machines installed.
2. All servicing or problem calls must be handled in acceptable response times.
3. Malfunctioning equipment shall be repaired and operating normally within 24 hours after vendor has been notified. Equipment which cannot be repaired within 24 hours will be removed and replaced in a timely manner. Vendor must have phone number for service calls posted on all machines.
4. No machines may be installed, removed or locations changed without written authorization of the ESC Region 19 or its ESC Region 19 Purchasing Cooperative members. The vendor will be allowed to make reasonable adjustments in machine placement or product offering to provide maximum service in keeping with good business practice.
5. All machines must be clean, secure, new or refurbished to like new condition.
6. Each vending machine must accept both coins and one dollar bills and dispense proper change.
7. Vendor shall be responsible for any applicable machine licensing required by local, county or state agencies.
8. The vendor must supply all vending machines, stock the machines and make all the necessary repairs on the machines.
9. Machines must be kept properly stocked and in proper working order at all times.
10. Product pricing – ESC Region 19 Purchasing department is to be notified of any request for a price increase must be submitted in writing 30 days prior to the effective date, along with valid justification for the increase.
11. Storage is not available at vending locations. Vendor must provide storage.
12. Refund procedures – vendor shall supply refund envelopes or bags for each vending location. The refunds shall be made in a timely manner, and all refunds are at face value.
13. Vendor must check in when delivering, restocking machines or servicing machines with the contact person designated for each site listed below. If vendor is interested in seeing machines currently at the Service Centers, contact Martin Camacho at 915-780-5088.
14. Vendor will provide a sample list of products you are offering.
15. If vendor offers an incentive or commission percentage provide a detailed sample report of how the incentive, commission or rebate revenue is tracked and paid.
16. Basis for award will be 60% overall pricing, 30% variety of snacks, and quality of equipment and 10% references.
17. Region 19 reserves the option to award each lot individually or “all or none” whichever is determined to be in the best interest of Region 19 and the Head Start Centers.
18. All products shall be national brand names: Example Cold beverages – Pepsi-Cola, Coca-Cola or 7-Up products. Snacks: Mars, Hershey’s etc.
19. Vendors must provide data, specification sheets showing dimensions, and features for award consideration.
20. Healthy nutritious snacks such as fruit, sandwiches, milk, and other refrigerated items are encouraged and can be submitted as an alternative to traditional snacks on the proposals submitted.

The following are the names of the contact persons from each of the three (3) Head Start centers, Head Start Multipurpose Center (MPC) and ESC Region 19:

1. Barcelona- (soft drink machine) - Patricia Wiest @ 791-4801
2. Pete Duarte- (soft drink machine) - Norma Favela @ 791-4852
3. Cesar Chavez- (soft drink machine) - Sylvia Morales-Reyes @ 791-4817
4. Head Start MPC- (soft drink and snack machine) - Ed Nicholas @ 276-3798 or Pat Perez @ 790-4672
5. ESC Region 19 – (soft drink and snack machine) - (reimbursements) Georgina Pulido @ 780-5047 (service calls) Burnette Johnson @ 780-5085

**PROPOSAL RESPONSE FORM:**

**Lot 1- Soft drinks - 12 oz. cans (soda, juice, iced tea, etc.)**

**Del Norte Snacks**

List all types offered in 12 oz. cans

Selling Price

<b>All Brands of CSD</b>	<b>\$0.75</b>
<b>Welch's Juices</b>	<b>\$1.00</b>

**Soft drinks - 20 oz. plastic bottles (soda, juice, iced tea, sport drinks, water, etc.)**

**Del Norte Snacks**

List all types offered in 20 oz. cans

Selling Price

<b>½ Liter CSD</b>	<b>\$1.25</b>
<b>20 oz. Powerade &amp; Water</b>	<b>\$1.25</b>
<b>15.2 oz. Minute Maid Juices</b>	<b>\$1.50</b>
<b>16 oz. Energy Drinks</b>	<b>\$2.50</b>
<b>23 oz. Arizona Flavors</b>	<b>\$1.25</b>

**Lot 2- Chips, Snacks (Potato chips, corn chips, pork rinds, cheese crackers, peanuts, etc.)**

**Del Norte Snacks**

List all types offered

Bag size (large,small)

Selling Price

<b>Frito-Lay Brand Chips</b>	<b>LSS</b>	<b>\$0.95</b>
<b>Austin Crackers</b>	<b>1.38 oz.</b>	<b>\$0.75</b>
<b>Planters Peanuts</b>	<b>2.0 oz.</b>	<b>\$1.00</b>
<b>Nature Valley Granola Bars</b>	<b>1.6 oz.</b>	<b>\$1.00</b>
<b>Oreo Sleeve Cookies</b>	<b>1.8 oz.</b>	<b>\$1.00</b>
<b>Nutri Grain Bars</b>	<b>1.3 oz.</b>	<b>\$1.00</b>
<b>Cheez-it Cheese Crackers</b>	<b>2.0 oz.</b>	<b>\$0.95</b>
<b>Welch's Fruit Snacks</b>	<b>1.5 oz.</b>	<b>\$0.95</b>
<b>Kars Sweet-n-Salty</b>	<b>2.0 oz.</b>	<b>\$1.00</b>
<b>Corn-Nuts</b>	<b>1.4 oz.</b>	<b>\$1.00</b>

**PROPOSAL RESPONSE FORM:**

**Lot 3- Cookies, Pastries (Chips Ahoy, Oreos, Grandma's, Honey buns, Danishes, etc.)**

**Del Norte Snacks**

<u>List all types offered</u>	<u>Bag size</u>	<u>Selling Price</u>
Famos Amos Choc Chip	2.0 oz. bag	\$0.95
Pop Tarts	3.6 oz. 2/pack	\$0.95
Rice Krispies Treats	2.13 oz.	\$0.95
Zoo Animal Crackers	2.0 oz.	\$0.95
Fresh Pastry	various sizes and varieties	\$1.25
Gardetto's	1.75 oz.	\$0.95

**Lot 4- Candy bars, snack bars (Hershey's, Mars, Snickers, etc.)**

**Del Norte Snacks**

<u>List all types offered</u>	<u>Bar size (regular, large)</u>	<u>Selling Price</u>
Mars Products	vend size	\$1.00
Hershey Products	vend size	\$1.00
Nestles Products	vend size	\$1.00

**Lot 5- Healthy Alternatives - (Non or Low fat, Baked chips, Health bars, Granola bars, etc.)**

**Del Norte Snacks**

<u>List all types offered</u>	<u>Size</u>	<u>Selling Price</u>
Zoo Austin Crackers	2.13 oz.	\$0.95
Gradetto's Snack Mix	1.75 oz.	\$0.95
Welch Fruit Snacks	1.5 oz.	\$0.95
Nutri Grain Bars	1.3 oz.	\$0.95
Planters Peanuts	2.0 oz. bag	\$0.95
Kars Sweet-n-Salty	2.0 oz. bag	\$0.95
Baked Lays LSS Bag	1.125 oz. bag	\$0.95
Rice Krispies Treats	2.13 oz.	\$0.95

**PROPOSAL RESPONSE FORM:**

Please attach a price list of any other related items vendor sells, as it will become part of the final award such as Sandwiches, Food, Fruit, or Snack Alternatives etc. and machines.

**Del Norte Snacks**

Price list attached?      Yes  No \_\_\_

<u>List all types offered</u>	<u>Size</u>	<u>Selling Price</u>
Fruitiki Fruit Bars	vend size	\$1.50
Sugar Free Frutiki Fruit Bars	vend size	\$1.50
Blue Bunny Ice Cream	vend size	\$1.50 - \$2.00
Variety Low Calorie Frozen Foods	4 oz. – 10 oz.	\$2.25 - \$3.00

**PROPOSAL RESPONSE FORM (REQUIRED FOR AWARD CONSIDERATION):**

Provide business name, contact person, phone number and email address of accounts the vendor is currently servicing for items vendor is bidding on.

**Del Norte Snacks – Chris Rodriguez 915-820-9457**

Provide specifications on commercial equipment proposed that would be utilized in the event your company was awarded the contract?

**Del Norte Snacks**

Provided?      Yes  No \_\_\_

**Del Norte Snacks will provide Credit/Debit card readers on select machines, currency changers and microwaves.**

Response time from initial time vendor is contacted for service calls, servicing and/or restocking machine?

**Del Norte Snacks - will respond to service calls the same day**

How many times are machines serviced or stocked in a week?

**Del Norte Snacks on average machines will be serviced once a week, on high volume accounts machines will be serviced 3 times a week.**

Does vendor have or offer a rebate, commission or incentive offer? (Provide Details)

**Del Norte Snacks – Prices reflect a 12% commission paid to ESC Region 19 paid on a monthly basis.**

**PROPOSAL RESPONSE FORM (REQUIRED FOR AWARD CONSIDERATION):**

Does vendor offer vending machines to dispense change with the same \$1, \$5, \$10, or \$20 bill that it takes in for purchases?

**Del Norte Snacks – Yes**

Provide number of sales/service vehicles and technicians in the El Paso market.

**Del Norte Snacks – 4 sales/service/technicians and 3 service vehicles**

Provide the number of employees working in the El Paso area.

**Del Norte Snacks - 4**

Provide the number of years in business in the El Paso.

**Del Norte Snacks – 16 years**

Approved by: \_\_\_\_\_  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_  
(June 4, 2014)  
(March 3, 2015)