

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

RFP TITLE: Vending Machine Services (El Paso Only)– ESC Region 19 Allied States Cooperative
RFP NUMBER: 16-7199
RFP OPENING DATE: June 16, 2016
CONTRACT TERM: Date of award until July 31, 2017 with the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor
(Extended by Region 19 ASC until July 31, 2018)
(Extended by Region 19 ASC until July 31, 2019)
(Extended by Region 19 ASC until July 31, 2020)
(Extended by Region 19 ASC until July 31, 2021)

FUNDING SOURCE: Various
RFP's ISSUED: 20
RESPONSES: 2
ADVERTISEMENT DATES: The El Paso Times - May 26, 2016 & June 2, 2016
BOARD MEETING DATE: August 18, 2016

RECOMMENDED FOR AWARD **Sun City Snacks Vending**

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 take \$1.00, \$2.00, \$5.00, \$10 .00 bills and coins, machines have the latest technology which can include G9 credit/debit card readers which take credit card and debit cards, but also use Pay Range, apple pay, android wallet, and swipe wireless phone payment features. Additionally, a price list of any other related items vendor sells, as it will become part of the final award such as Sandwiches, Food, Fruit, Snack Alternatives, or Drink Mixes, (tea, lemonade, etc.) and 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. Pricing between both vendors were closely competitive the awarded vendor scored higher in points in references, amount of snacks vendor can supply and in machines that have the latest technology.

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

Debra Oropeza
ESC Region 19 Allied States Cooperative

Contact Information:

Sun City Snacks Vending
Edgar Molina
1141 Larry Mahan Suite C, El Paso, TX 79925
915-706-3339 / 915-920-7445
www.vendingelpaso.com / thekandykornerz@hotmail.com

Traditional Vending:

| <u>Lot 1- Soft drinks</u> - 12oz. cans (soda, juice, iced tea, etc.) | Selling Price |
|--|---------------|
| List all types offered in 12 oz. cans | \$.75 |
| Brisk Tea | \$.75 |
| A&W Rootbeer | \$.75 |
| Sunkist | \$.75 |
| Squirt | \$.75 |
| 7-UP | \$.75 |
| Pepsi | \$.75 |
| Pepsi, Diet Pepsi | \$.75 |
| Mountain Dew – Regular, Code Red, Blast | \$.75 |
| Coke, Cherry Coke, Diet Coke | \$.75 |
| Sprite | \$.75 |
| Dr. Pepper | \$.75 |
| Diet Dr. Pepper | \$.75 |
| Fanta - Orange, Grape, Pineapple | \$.75 |
| Manzanita Sol | \$.75 |
| Ginger Ale | \$.75 |
| Jumex – Mango, Guayaba, Strawberry Banana | \$1.00 |

Soft drinks- 16.9oz - 20 oz. plastic bottles (soda, juice, iced tea, sport drinks, water, etc.)

| List all types offered in 20 oz. cans | Selling Price |
|---|---------------|
| Coke, Diet Coke, Coke Zero | \$1.25 |
| Sprite | \$1.25 |
| Dr. Pepper | \$1.25 |
| PowerAde – Blueberry, Lemon, Orange, Grape, Fruit Punch | \$1.50 |
| Gatorade – Red, Blue, Cherry, Pepino, Mango | \$1.50 |
| Arizona Tea – Green | \$1.25 |
| Lipton – Original, Diet, Peach Tea | \$1.25 |
| Nestle Peach Tea | \$1.25 |
| Dasani Water, Ozarka Water, Dasani Water | \$1.25 |
| Monster – Green, Blue, Zero, Rehab | \$2.50 |

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

List all types offered

(Bag size large, small)

Selling Price

Small Bags - \$.75

Big Bags - \$1.00

Cheetos, Hot Cheetos, Lemon Hot Cheetos, Flaming Hot Cheetos, Lemon Cheetos, Cheetos Tostitos
Classic Fritos, Chili Cheese Fritos
Fonyuns, Hot Fonyons
Hot Fries, Flaming Hot Fries
Munchies, Munchies Mix
Lays – Original, Lemon, Sour Cream & Onion, BBQ
Doritos – Original, Tapatio, Dynamita
Hot Cheetos Puffs
Ruffles, Ruffles Queso
Vickies Kettle – Jalapeno, Vinegar & Salt, BBQ, Original, Ranch Kettle
Fritos – Original, Twists
Papas Locas w/ Valentina pack
Pork Rinds
Takis – Fuego
TGIF – Baked Chips, Loaded Baked potato and Bacon Chips
Bugles
Garden of Eatin'
Chex Mix
Sabritas – Lime peanuts, Japanese peanuts
Valentina – Japanese peanuts
Sabritas – Picante
Corn Nuts – Picante, Ranch
Austin Crackers – Cheese, Peanut Butter
Ritz – Cheese Stuffed
Cheez-Its
Goldfish
Trail Mix
Barritas
Kettle Cooked Lays
Popcorn
and many more!

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

| List an types offered | Bag size | Selling Price |
|--|------------|---|
| | Big | Cookies - \$1.00 Pastries - \$1.00 - \$1.25 |
| Polvorones | | |
| Canelitas | | |
| Oreos - Peanut Butter, Chocolate, Mini | | |
| Knotts Shortbread – strawberry, raspberry, blueberry | | |
| Famous Amos Chocolate Chip | | |
| Keebler Fudge, Cookies M&M | | |
| Chocolate Chip cookies | | |
| Barritas – Pineapple, Strawberry | | |
| Sponch | | |
| Gansito cookies | | |
| Chocolate Cupcakes | | |
| Danish – Cheese, Cherry | | |
| Big Texas Cinnamon Rolls | | |
| Donuts – Crunch, Powdered, Chocolate | | |
| Honey Buns | | |
| Grandmas Chocolate Chip, Macadamia, Raisin | | |
| Peanut M&M Chocolate Chip Cookies | | |
| Grandmas - Chocolate Chip, Macadamia, Raisin | | |
| Nutter Butter | | |
| Nutty Bar | | |
| Peanut Butter Crackers | | |
| Cheese Stuffed Crackers | | |

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

| List an types offered | Bar size (regular, large) | Selling Price |
|---|---------------------------|---------------|
| | Regular | \$1.25 |
| Snickers , Snickers White Chocolate Bar | | |
| Kit Kat | | |
| M&M's – Peanut, Plain | | |
| Almond Joy | | |
| Reeses Pieces | | |
| Milky Way | | |
| Twix | | |
| 3 Musketeers | | |
| Hershey's | | |
| Reeses cups | | |

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

| List all types offered | Size | Selling Price |
|--|------|---|
| | | Nutrigrain Cereal Bars - Apple Cinnamon, Blueberry, Strawberry |
| Nature Valley Granola bars – Raspberry, Strawberry, Cinnamon Apple | | |
| Fruity Gummies | | |
| Trail Mix | | |
| Baked Lays | | |
| Baked Cheetos | | |
| Popcorn | | |
| Planters Mixed Nuts | | |
| Nature Valley Granola Bars | | |

Regular

\$.75 - \$1.00

Other \$.65-\$1.25

- Pelon Pop
- Rockaleta Pop
- Rice Krispies Bar
- Corn Nuts - Ranch, Regular, Picante
- Vero Japanese Peanuts with Hot Sauce Packet
- Sabritas - Lemon Peanuts, Mexican Spicy Peanuts
- Lucas Sqwinkles

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, Snack Alternatives, or Drink Mixes, (tea, lemonade, etc.) and machines.

Price list attached? Yes

| | |
|--|---------|
| Country Time Powder – lemonade, pink lemonade – 34 quarts | \$12.00 |
| Lipton - 48 gallon size tea bags | \$18.00 |
| Lipton – tea bags 312 count | \$19.00 |
| Lipton - lemon iced tea with sugar 6 lbs. 4 oz. | \$12.00 |
| Lipton – 18 gallon zero calorie tea bags | \$28.00 |
| Folgers Coffee – Classic Roast 48 oz. | \$12.00 |
| Folgers Coffee – Classic Roast ground packets 42 count | \$28.00 |
| Gatorade –powder - frost glacier, orange mix, lemon mix 6 gallons – 51 oz. - | \$17.00 |

Snack Packs we offer which are delivered snacks for occasions such as meetings, or customer treats.

| | |
|-------------------------|-----------------|
| Aquafina 16.9oz bottles | 32 pack \$9.25 |
| Dasani 16.9 oz bottles | 32 pack \$9.25 |
| Member's Mark 16.9 | 40 pack \$9.25 |
| Arrowhead Minis 8oz | 48 pack \$11.50 |

Nabisco variety Pack cookies 40 pack \$20.50
 (Mini Oreos, Mini Chips Ahoy, Mini Ritz Bits Cheddar, Mini Teddy Graham Crackers, Nutter Butter Bites)

Small 1oz chip bags 50 pack \$23.25
 Fritos, Doritos, Hot Cheetos, Cheetos, Lays, Takis, Sour Cream and Onion, BBQ, Sun Chips, Frito BBQ Twists,

| | |
|---|-----------------|
| Pringles small chip cups (original, sour cream and chives, cheddar) | 48 pack \$23.50 |
| Mini Rice Krispies variety pack | 48ct \$21.75 |
| Snyder mini pretzel bags 1.5 oz | 48ct \$22.50 |
| Gardettos | 36 ct \$20.75 |
| member's mark fruity gums | 80ct \$18.50 |

There's also many pastries, cookies, cupcakes etc. the pricing includes taxes, and delivery fees

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

How are reimbursements handled? Coins and detailed form to prevent late refunds. Replenished as necessary, patterns observed and dealt with

Response time from initial time vendor is contacted for service calls, servicing and/or restocking machine? 1 hour to 24 hours max, usually 1 to 3 hours

How many times are machines serviced or stocked in a week? As needed to have machines fully stocked, 3-4 times a week depending on sales but no less than once a week

Does vendor have or offer a rebate, commission or incentive offer? (Provide Details) for ESC Region 19 and potential members of ASC to include 5% rebates, 10% rebates or other incentives for membership who would wish to use this contract after it is awarded.

Yes, subsidized, traditional commission plans.

1) Subsidized Vending - For those companies who want to give back to their employees. We set low pricing and your company is billed the difference. Or we provide the snacks and drinks and bill your company with a small mark-up. i.e. we put all prices at Share Of Cost. We then bill you for the difference. Say an item is .75c then we'd bill you the .25c for that product.

2) Traditional Vending - We supply all machines, equipment, service, product, and keep the equipment in good shape. We set all prices to the lowest available, and do not bill, nor pay for our services, prices stay low.

[Original Price Link for Traditional Vending-](#)

3) Commission Vending - Prices go up, If the company wants a 10% commission plan, it is paid monthly or quarterly. Prices reflect the up-charge to cover commission paid. The bad part is higher prices means lower sales, and unhappy employees who may bring snacks from home.

[Price Link for Commission Vending-](#)

Does vendor offer vending machines to dispense change with the same \$1, \$5, \$10, bill that it takes in for purchases? Credit I Debit card alternatives?
Yes, debit / credit cards, Apple pay, Pay Range, Swipe, Android wallet, etc.

Pay Range App? Yes, remote monitoring, instant service, repair alerts

Provide number of sales/service vehicles and technicians in the El Paso market. 2

Provide the number of employees working in the El Paso area. 5 employees

Provide the number of years in business in the El Paso. 5 years.

Our job is to Service the machines, see what people in the location like, and make sure there are plenty of those snacks/drinks. CHEAPER than the gas station for sure. Even though the prices of everything keep going up, our prices are very competitive. We are available 24/7 for any calls, and our cell phone number is in every machine. You will not get an answering service; you would be speaking directly to me, the owner. Calls are extremely important, and we usually arrive and fix the issue within two hours! Extremely great and broad selection of Fresh Snacks, cold sodas, and bottled drinks!

Hassle free, no Obligations or liabilities whatsoever! Contracts are available, but not required; we believe in a great relationship with all of our accounts and let our service keep us in your business. We are liable for everything, taxes, servicing, repairs, stocking, product turnover, upgrades, etc! Your location will be covered under our \$2 million dollar policy!

We would love to earn your business, and keep you and your employees happy as far as snacks and cold drinks go. We adapt a regular service schedule for your business needs. We have some accounts that require two services a day, once a day, once every three days, once a week, once every two weeks etc. Our goal is to make sure your machines are fully working, clean, and fully stocked.

There are tons of other selections but these are our most common. Keep in mind I would be almost doubling your snack selections, with newer, energy efficient machines. All take \$1.00, \$2.00, \$5.00, \$10 .00 bills and coins, and some have led bright and efficient lighting. All also have guaranteed vend sensors ensuring a guaranteed vend or an instant refund! Our machines have the latest technology which can include G9 credit/debit card readers which not only take every credit card out there, but also use Pay Range, apple pay, android wallet, and swipe wireless phone payment features. The readers report through us wirelessly via Verizon 4g signal, so even service issues, or a repair is alerted to us immediately ensuring superior service and repairs! We normally have machines ready to be placed in our warehouse so we can set you up ASAP!

Commission is an option, with an increase in pricing. We do offer over 100+ snack selections and over 50+ drink selections however we will stock what sells, as every location is different. If something isn't selling we must replace it with something that does. Keep in mind the pricing includes all above fees including taxes, service, and insurance.

Approved by: _____

Date: _____

(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

(August 9, 2016)
(May 18, 2018)
(July 9, 2019)
(April 22, 2020)