

QUESTIONS TO RFP 1005

Question:

- 1. 2016 Volume information, would you be able to provide a breakdown of volume by Vending machines and volume by the cafeteria (Cases/Gallons).**

IVC Response:

See Attached - Chips & Salsa Volume and Category Review as requested.

Question:

- 2. Are you getting Rebates on any of the products, if so can you provide how much you are getting for each case/gallon purchased.**

IVC Response:

Yes, we are getting \$1.00 rebate per 24 pack cases on all bottle and can cases; and \$0.50 rebate on all gallons purchased by the College each contract year, payable within 45 days of the commencement of each contract year.

Question:

- 3. In your bid it states that vender will need to provide 2 ice machines, we do not provide ice machines directly but we can support with the funding we will provide. Will this work in order to fulfill that requirement?**

IVC Response:

Yes, this will work to fulfill this requirement.

Question:

- 4. In your requirement you also state that vender needs to provide an EZH2O water bottle filler. If we are not able to provide this, what are other options? We have many different equipment's we could provide to provide a similar service.**

IVC Response:

This requirement can be fulfilled by providing a similar product to what is being requested, or provide funding to purchase this item.

Question:

- 5. Are you purchasing your CO2 directly from your exclusive partner or through a third party?**

IVC Response:

The exclusive agreement includes all campus fountain syrup/CO2 gas products, carbonated soft drinks in bottles and cans, and cups and lids purchased through our exclusive Partner.

Question:

6. **There was an array of products that were on that list and wanted to check that per your requirements these are products that will need to remain in place. These products are the “new age” products that you have listed below.**

The DISTRICT and Imperial Valley College agree that PARTNER will benefit as follows:

“Exclusive” use of PARTNER beverage products on the Imperial Valley College campus. The term “exclusive” is defined at “all campus fountain syrup/CO2 gas products, carbonated soft drinks in bottles and cans, and cups and lids”. The exclusive agreement does not include water, milk, coffee, juice and current products that are offered at the campus which are considered “new age” or designer beverages. These current products are Energy Drinks, SoBe, Arizona Tea, Nantucket Juices, Snapple, Naked Juice, Pure Protein, and Starbucks Frappuccino. Any new products that are introduced and are not listed in this exclusive agreement must be agreed upon between both parties.

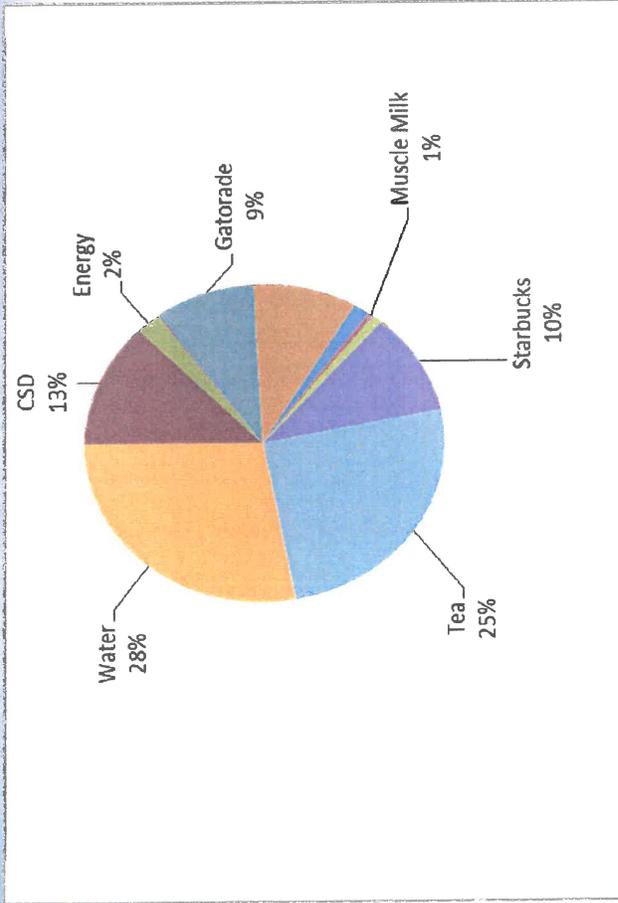
If our company is to win the bid, would these “new age” products be required to stay on campus or would we be able to be exclusive with our own similar products?

IVC Response:

Yes, products considered “new age” or designer beverages will be required to stay on campus due to their high demand by students.

Other “new age” products that are being sold on campus are Brisk Teas (various), Gatorade products (various), Pure Leaf Teas (various), Lipton Teas, Ocean Spray Juices, Coconut Water, Muscle Milk, and Protein Bars by Gatorade, Lipton Fresh Brewed Teas, Farmer Brothers Cappuccino and Iced Coffee.

Chips & Salsa Volume and Category Review



Category	2016	2015	vs. PY	% vs. PY	Mix %
A/O	-	66	(66)	-100%	0%
CSD	1,359	1,383	(24)	-2%	13%
Energy	236	253	(17)	-7%	2%
Enhanced Water	20	-	20	-	0%
Gatorade	955	980	(25)	-3%	9%
Juice	979	1,094	(115)	-11%	9%
Kcksrt	156	150	6	4%	1%
Muscle Milk	51	31	20	65%	0%
O.N.E	94	98	(4)	-4%	1%
Starbucks	1,111	1,142	(30)	-3%	10%
Tea	2,693	2,824	(132)	-5%	25%
Water	2,963	2,791	172	6%	28%
Total	10,617	10,812	(195)	-2%	100%

Channel	Volume		
	2016	2015	2016 vs 2015 B(W) % B(W)
B&C	9,736	9,671	65 0.7
Fountain	881	1,141	-260 -22.8

Package and Flavor	2016	2015	vs. PY	% vs. PY
IVC Total	10,617	10,812	(195)	-2%
7019751 IVC ASB	1,273	1,292	(19)	-1%
7021531 IVC CHIPS AND SALSA	9,344	9,520	(176)	-2%
Grand Total	10,617	10,812	(195)	-2%