



Accelerate Progress for Students

Rennette R. Apodaca, MPA, CPPO
Executive Director

Raquel Reedy
Interim Superintendent

**RFP NO. 16-017RA-AM - Beverage Services/Pouring Rights
ADDENDUM #3**

November 10, 2015

Please note the following responses, changes/corrections:

1. Sorry to Clarify I wanted to ensure that the Lunch Line (cafeteria) Business was included in the RFP. **Yes, the Lunch Line (cafeteria) is included in this RFP. Page 1 under 1.1 of the RFP states: Supply, install, regularly service and maintain and/or periodically improve vending machines for all school sites. Vending machines must have timers installed by awarded offeror. Vending machines in the cafeteria must be turned off during meal periods.**
Page 20, APS Purchase's (non-vending): APS cafeterias, snack bars, booster clubs, etc., may order water/beverages from time to time for re-sell or their own use based on offerors product line. Please submit a detailed price list of the items you will offer to APS. Price list will include; description, pack size, price and nutritional. To the extent, APS needs to buy beverages of a type or size not listed on the contract with the selected vendor; APS may purchase the product from another source, notwithstanding the exclusive provisions set forth elsewhere in the RFP or eventual contract.
2. For Volume, It would help us to better understand the breakdown of your total package mix (Vending, Direct Delivery, and Dispensed). Is there a way APS can provide us with a 12 month rolling report? **The most current counts from the incumbent are stated on Page 27, under 4.6.2 Equipment of the RFP. Estimation of coolers, vending machines, fountain units and product estimation.**
Offerors should prepare an offer based on volume in RFP (minimum offer) and an additional offer that allows an escalation of sponsorship/revenue to APS that looks at 12 month rolling sales and adjust sponsorship/revenue to reflect actual sales.
3. Who is your food provider the APS District? **It is not out-sourced; APS is the provider.**
4. Do you have a commissary? **No commissary, APS has snack bars.**
5. What do the schools retail their bottle/can and fountain sales for (concessions/Deca/Student Store and cafeteria)? Estimate - Retail Average -\$1.00 can, \$2.00 bottle; Fountain \$1.50 / Athletics 24 oz cup -\$2.00; 16.9 oz water \$1.00 (cafeteria)

Changes/Clarifications

- The awarded Offeror will be required to provide to APS a monthly report per site documenting all product that is sold under this agreement, this includes vending, direct delivery and dispensed.
- The awarded Offeror shall participate in a PNM energy conservation program by installing energy-saving controls on all vending machines at District facilities.
- Cafeteria purchases traditionally have been limited to water. Pricing for other products may be part of your proposal for consideration.
- Currently APS has a restriction on caffeine that is being reconsidered. Sodas will still have to be calorie free.
- See attached reports for volume

Thank you for your interest in Albuquerque Public Schools

ACKNOWLEDGE ADDENDUM WITH RFP:

Addenda not signed and returned may consider the RFP non-responsive and may be rejected.

COMPANY/FIRM NAME

SIGNATURE

DATE

Rennette R Apodaca, Executive Director Purchasing

Albuquerque Public Schools: 8/1/2014 - 7/31/2015

	Volume	Mix%
Bottle & Can Total	12,889	65.5%
Vending Total	4,843	24.6%
Fountain Total	1,864	9.5%
CO2	70	0.4%
Total	19,666	100.0%

Albuquerque Public Schools: WK 1 - WK 45 Year 2015 Sales Volume

	Volume	Mix%	Weekly Trend	52 week Annual Projection	50 week Projection
Bottle & Can Total	10,306	65.0%	229	11,909	11,451
Vending Total	3,717	23.4%	83	4,296	4,130
Fountain Total	1,755	11.1%	39	2,028	1,950
CO2	79	0.5%	2	91	88
Total	15,857	100.0%	352	18,323	17,619