
REQUEST FOR PROPOSAL
RFP# AX-23-005 Exclusive Beverage Vending & Pouring Rights

ADDENDUM NO. 1
Vendor Questions Received in Response to the RFP

NOTE: The following questions were submitted (with some modifications for the sake of clarity). Our answers follow. Vendors must acknowledge receipt of all addendum as part of their proposal response package -- see page 27 of Request for Proposal.

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1. Regarding the requirement listed in section I. Accounting and Reporting Requirements (5) – page 12, must the vendor furnish UAFS with vendor’s balance sheet, income statement of retained earnings accomplished by a certified public accountant’s statement?

This requirement is being deleted from the RFP.

2. Please clarify the contract term which states up to ten (10) years. Does this provide an option for a 7-year term as well?

The vendor has the option of proposing a seven (7) year contract, but the agreement has the potential for up to 10 years.

3. Would you please provide full-year 2022 or school year 2022/2023 case volume for the Platinum Distributing and Coca-Cola vending machines.

See pages 3 – 6.

4. Please clarify the % or space allowable for competing brands in the bookstore.

See page 7.

5. Does the bakery currently sell bottled beverages.

Unknown what arrangements the owner of the Bakery District has for vending operations.

6. Do the athletic concessions sell fountain or bottled beverages. Please provide details on the volume and equipment.

See page 8.

7. Please provide details pertaining to the current energy drink agreement with UAFS Athletics. Can our energy platform co-exist.

See page 9.

8. Who provides and services the ice makers for the fountain equipment.

See page 10.

9. Please provide volume and equipment details for dining, bookstore, vending and concessions.

See pages 7, 8, and 10.

10. Please provide 2022/2023 case volume for Pepsi.

See page 11.

NOTE: Currently there are two vending machines in stairwells in the Breedlove Building. As part of the resulting agreement, UAFS will request that no machines are placed in any stairwells due to safety concerns.

Question 3: Would you please provide full-year 2022 or school year 2022/2023 case volume for the Platinum Distributing and Coca-Cola vending machines.

(see the following 3 pages for Coca-Cola information)

Information from RD Weidman, Platinum Distributing.

Here is the case volume for the 3 machines for the school year of 22-23.

Product Name	Cases 2022	Cases 2023	Cases Sum
Total	94.75	62.75	157.50
Red Bull 12oz	25.75	19.08	44.83
A&W Cream Soda 20oz single	18.38	13.25	31.63
A&W Rootbeer 20oz singles	13.63	6.00	19.63
Deja blue 20oz Single	9.83	8.25	18.08
7up 20oz Single	7.21	3.71	10.92
RC Cola 20oz single bottle	5.63	2.83	8.46
Sunkist Orange 20oz Single	4.63	3.50	8.13
Bai Coconut	4.00	2.42	6.42
Sunkist Strawberry 20oz single	4.96	0.00	4.96
Hawaiian Punch 20oz single	0.75	3.71	4.46

Information provided by Roger Meek, Coca-Cola Bottling of Fort Smith

Comp ~ ME 7/2022 - 6/2023 vs. YAG

Total Customer: 24

Dataset: CCFSM

User: ROGER

Cube: Sales

Path: Chain:FULL SERVICE

By: Customer \ Pack

Filters: Pack:Bottle Can

Customer:Total UAFS vending (24 out of 24)

Sort: Sales Quantity:This:DSC

Sales Quantity
This

FS-UA FORT SMITH BALDR 13003	73
200Z NR PET LOOSE	73
FS-UA FORT SMITH BOREHAM LIB 13367	73
200Z NR PET LOOSE	66
160Z 24P CANS	5
150Z ALUM CAN LSE 12P	2
FS-UA FORT SMITH VINES BLD 14736	58
200Z NR PET LOOSE	57
160Z 24P CANS	1
150Z ALUM CAN LSE 12P	0
FS-UA FORT SMITH BALDR 12934	52
200Z NR PET LOOSE	52
160Z 24P CANS	0
FS-UA FORT SMITH HEALTH 13919	47
200Z NR PET LOOSE	46
160Z 24P CANS	1
150Z ALUM CAN LSE 12P	0
FS-UA FT SMITH BALDR 14251	46
160Z 24P CANS	29
150Z ALUM CAN LSE 12P	12
15.5OZ ALUM CAN 24P	5
FS-UAFS WINDGATE 2ND FLR 15424	45
200Z NR PET LOOSE	45
160Z 24P CANS	0
150Z ALUM CAN LSE 12P	0
FS-UAFS WINDGATE 3RD FLR 15419	42

200Z NR PET LOOSE	39
160Z 24P CANS	3
FS-UA FORT SMITH MAINT14419	39
200Z NR PET LOOSE	39
FS-UA FORT SMITH MTH SCI 13482	35
200Z NR PET LOOSE	33
160Z 24P CANS	2
150Z ALUM CAN LSE 12P	0
FS-UA FORT SMITH BREED 12427	34
200Z NR PET LOOSE	34
160Z 24P CANS	0
150Z ALUM CAN LSE 12P	0
FS-UA FORT SMITH CMP CTR 12589	33
200Z NR PET LOOSE	33
FS-UA FORT SMITH MTH SCI 13874	31
200Z NR PET LOOSE	30
160Z 24P CANS	1
150Z ALUM CAN LSE 12P	0
FS-UA FORT SMITH FITNESS CTR 15430	28
200Z NR PET LOOSE	28
FS-UA FS SEB COMMONS 13799	27
200Z NR PET LOOSE	26
160Z 24P CANS	1
150Z ALUM CAN LSE 12P	0
FS-UA FORT SMITH 12568	25
200Z NR PET LOOSE	25
FS-UA FORT SMITH GRDNR 13790	23
200Z NR PET LOOSE	23
160Z 24P CANS	0
150Z ALUM CAN LSE 12P	0
FS-UA FORT SMITH LIONS DEN 14986	17
200Z NR PET LOOSE	17
160Z 24P CANS	0
150Z ALUM CAN LSE 12P	0
FS-UA FORT SMITH STUBBLEFIELD 13428	14
200Z NR PET LOOSE	14

16OZ 24P CANS	0
FS-UA FORT SMITH BUS P/U 13098	13
20OZ NR PET LOOSE	13
FS-UA FORT SMITH ECHOLS 14720	12
20OZ NR PET LOOSE	12
16OZ 24P CANS	0
15OZ ALUM CAN LSE 12P	0
FS-UA FORT SMITH 13044	9
20OZ NR PET LOOSE	9
FS-UA FORT SMITH FLANDERS 13142	7
20OZ NR PET LOOSE	7
FS-UAFS STUBBLEFIELD FIELD HS 13359	0
20OZ NR PET LOOSE	0
Totals	783

Question 4: Please clarify the % or space allowable for competing brands in the bookstore.

Question 9: Please provide volume and equipment details for dining, bookstore, vending and concessions.

Information provided by DaWaina Nolan, Store Manager, UAFS Bookstore - Follett

4. Please clarify the % or space allowable for competing brands in the bookstore.
9. Please provide volume and equipment details for dining, bookstore

Information provided by Follett Store 2300, UAFS Bookstore

The bookstore currently has Coke, Pepsi, and Platinum (Red Bull). Follett does not have any specific restrictions or an exact % number for any brand. Below is a list of our equipment.

Coca-Cola Bottling Co.:

- 1 two-door cooler. Five shelves on each side. Approximately 6'6.5" H, 3'11" W, 2'5" D.
- 1 two-door Monster cooler. Five shelves on each side. Approximately 5' H, 3'11" W, 1'9" D.

Pepsi Beverages Co.:

- 1 two-door cooler. Five shelves on each side. Approximately 6'6.5" H, 4'4" W, 2'5" D. (nearly identical to coke cooler).

Platinum Distributors:

- 1 one-door cooler. Five shelves. Approximately 5'5.5" H, 1'11" W, 2'1" D.

Question 6: Do the athletic concessions sell fountain or bottled beverages. Please provide details on the volume and equipment.

Question 9: Please provide volume and equipment details for dining, bookstore, vending and concessions.

Information provided by Curtis Janz, Director of Athletics

Bottled beverages for Athletic Concessions:

45 cases per year:

Coke
Diet Coke
Coke Zero
Mr. Pibb
Sprite
Red Powerade
Blue Powerade
Purple Powerade
Orange Powerade
Yellow Powerade

100 cases of water

5 coolers

100% buyback of expired product

Question 7: Please provide details pertaining to the current energy drink agreement with UAFS Athletics. Can our energy platform co-exist?

Yes, another energy platform could co-exist.

The agreement is between UAFS Foundation (a separate entity) and the energy drink provider on behalf of UAFS Athletics. This is specifically to benefit Foundation-sponsored events, e.g. Athletics Hospitality Room, Golf Tournament.

The University of Arkansas at Fort Smith itself does not have an agreement with this energy drink provider.

Question 8: Who provides and services the ice makers for the fountain equipment.

Question 9: Please provide volume and equipment details for dining, bookstore, vending, and concessions.

Information provided by David Flannery, Director of Dining Services, Chartwells

Volume

Aug 1 2022 through May 12 2023

Coffee drinks 1318

Sports drinks 4745

Energy drinks 6203

Bottled water 4795

Juice 2367

Bottled soda 15449

Teas 2353

Fountain

21oz 1671 **does not include drinks included in 4316 CFA combos because those could also be lemonade or tea

32oz 1994 **does not include drinks included in 4316 CFA combos because those could also be lemonade or tea

60295 res dining meals - not including special groups who were billed externally (each includes a 12oz fountain drink with refills)

Catering also purchases approximately 100 12 packs of cans and 100 cases of 16.9 water each year

Equipment

Retail

Two countertop fountain dispensers (there is plenty of room for an automatic ice maker on top of each

Coolers - will ultimately be up to the vendor. We will want to display a good mix of all the drinks above throughout the retail space.

currently we have 3 single door, 2 double door, 1 three door and a slim redbull cooler

We will also need to borrow barrels or tankers for large catering events throughout the year.

Res Dining

Two in-counter fountain dispensers - would likely want to partner with selected vendor on how to address the ice situation at the Den

Question 10: Please provide 2022/2023 case volume for Pepsi.

Information provided by Wayne Townsend, Key Account Manager, PepsiCo

Below are the total volume numbers for 22-23 school year plus the equipment we have on campus.

Coolers

1-3 door

2-single door

1-double door

Fountains 2- 8 valve

Vendors- 17

Volume 22-23 school year

Bottle & Can – 1,221 cases

Vending – 815 cases

Fountain (BIB)- 534 gallons