



THE SCHOOL DISTRICT OF
PALM BEACH COUNTY, FLORIDA

SHARON SWAN
DIRECTOR

ARTHUR C. JOHNSON, Ph.D
SUPERINTENDENT OF SCHOOLS

Purchasing Department
3300 Forest Hill Boulevard, Suite A-323
West Palm Beach, FL 33406-5813
Phone: (561) 434-8214 Fax: (561) 434-8185
www.palmbeachschools.org/purchasing

June 16, 2010

BULLETIN #P-13535-COO/P

ACTION:
For Information Only

Contact Person
Dick Hardman
PX 48209

TO: All Principals and Department Heads
FROM: Joseph M. Moore
Chief Operating Officer
SUBJECT: Vending Services

A new Vending Services Bid, #10C-60D, which focuses on healthier nutritional choices for students to make when purchasing products from vending machines, went into effect on April 22, 2010. The contract is effective through April 21, 2012 with the option of three - one year renewals and replaces Term Contract 07C-14D.

The Alliance for a Healthier Generation in partnership with the American Heart Association and the William J. Clinton Foundation has established the guidelines for healthy vending machine products and this bid reflects those guidelines for service to students. Only products that have been compared to the guidelines by the District and found to meet or exceed the guidelines will be approved for sales in machines that students have access to. Elementary School age students are not allowed to purchase items from vending machines but Elementary Schools will be able to have machine(s) if the machines are not accessible to students. Machines that are accessible to adults only are not subject to these guidelines.

A list of approved products will be available upon request.

Effects of this bid on School/Department existing contracts that began **prior** to April 21, 2007:

- This bid will only change the product offered. All products should be following the guidelines outlined above.

Effects of this bid on School/Department existing contracts that began **after** April 21, 2007:

- Beginning April 21, 2007 the terms of all vending contracts cannot exceed the term of the Bid 07C-14D and now 10C-60D.
- These contracts should be updated to reflect the term and conditions of Bid #10C-60D.
- All **new** contracts may only be entered into under the terms and conditions of Bid # 10C-60D with an awarded vendor.
- The term of the contract is required to follow the same term as this bid, two years with possibility of three one year renewals. You will be able to renew your contract if 10C-60D is renewed at the end of the initial term.
- Supplied products, in both existing and new contracts, must follow the Special Condition O, Product Approval. 10C-60D requests that vendors upgrade product offerings on existing contracts to the products that are approved in the bid.

Below is a list of the awarded vendors contact information.


Company	Contact	Phone #
Bettoli Trading Corp	Maurizio Bettoli	305-626-0740
Coca-Cola	Jayson Judson	561-329-0968
Family Vending	John Brewster	954-752-4925
Gilly Vending	Gilda Rosenberg	305-620-8081
Rapid Transit	Jimmie Bell	561-856-1382
Vending Americas/ Pepsi Beverage Co	Richard Badilo	561-848-1000 X265

Below is the tabulation from the bid award. This indicates the range of commission percentages that the awardees are offering.

<u>Vendor</u>	<u>Beverages</u>			<u>Snacks</u>		
	Adults	Middle Schools	High Schools	Adults	Middle Schools	High Schools
Bettoli Trading Corp	<u>10-20%</u>	<u>10-25%</u>	<u>10-40%</u>	<u>10- 20%</u>	<u>10-25%</u>	<u>10-40%</u>
Coca-Cola	<u>10-30%</u>	<u>10-30%</u>	<u>10-30%</u>	No bid	No bid	No bid
Family Vending	<u>15-25%</u>	<u>15-25%</u>	<u>15-35%</u>	<u>15-25%</u>	<u>15-25%</u>	<u>10-30%</u>
Gilly Vending	<u>15%</u>	<u>20%</u>	<u>27%</u>	<u>15%</u>	<u>20%</u>	<u>27%</u>
Rapid Transit Vending	<u>10-15%</u>	<u>15-25%</u>	<u>20-35%</u>	<u>10-20%</u>	<u>15-25%</u>	<u>10-35%</u>
Vending Americas/ Pepsi Beverage Co	<u>5-40%</u>	<u>5-40%</u>	<u>5-40%</u>	<u>5-25%</u>	<u>5-25%</u>	<u>5-25%</u>

ACJ:JMM:SS:CM:DPD

Reviewed: 
 Ann Killets,
 Chief of Staff

Approved: 
 Arthur C. Johnson, Ph.D.
 Superintendent