

ABSTRACT: 5821	OPENING DATE: DECEMBER 21, 2012
SOLICITATION NO: 5821	SUPPLIES OR SERVICES: VENDING MACHINE SERVICES

OFFEROR / BIDDER	LOT 1	LOT 2	LOT 3
Canteen	46.10%	46.10%	\$ 38.40
Host Vending	42.7%	8.7%	\$ 35.99

BIDS TO DEPARTMENT:
DATE: _____

DISTRIBUTION:
___ FRONT DESK
___ PCO/PS

DATE: 12-24-12

BID CLERK: _____
BID OFFICER: _____

Received _____

This abstract ONLY indicates the APPARENT low bidder. Conditions that may displace an apparent low bidder include, but are not limited to: math errors, conditioning of bid, mistake in bid, failing pre-award Survey, and the bid being non responsive.

BIDS RECEIVED



VENDING AND REFRESHMENT SERVICE

December 5, 2012

It is with great pleasure that Canteen Vending and Refreshment Services submits this proposal for the management of the Vending Services for the County of San Diego, Lots 1, 2, & 3. We look forward to your review of our financial offer created to meet your needs.

As the largest and most innovative vending and refreshment company in the San Diego County, we have 80 plus-years of experience in the industry. We employ nearly 100 county residents who are upstanding members of the community. We are proposing innovative revenue options highlighting exclusive national reach and unsurpassed industry experience. We offer proprietary brands delivered through state-of-the-art equipment. We promote such features as healthy, low-fat/calorie/sugar vending items and wholesome snack options through our Choice Plus healthy eating program.

In addition to traditional snack vending programs; we are proposing our gluten free, organic, all natural vending program "2bU" for the higher volume sites, along with an ice cream and frozen treats vending program. We believe these programs will not only give your employees, visitors, and inmates a wide variety of on-the-go snacking options, but provide the County with substantial revenue opportunities.

We are so confident in our ability to dramatically increase the revenue for the County, in addition to our generous commission rate; we are offering an annual minimum commission guarantee of \$100,000 for Lot 1. I am sure your records will indicate that this is dramatically higher than the annual return you realize from your current Lot 1 vending program.

Our proactive management style allows us to remain flexible in providing the standard of excellence you expect and deserve. Canteen Vending and Refreshment Services looks forward to forging a continuing and growing our partnership with the County of San Diego.

Sincerely,

Mark McDonald
Regional Vice President
mark.mcdonald@compass-usa.com

SECTION A
 COUNTY OF SAN DIEGO
 REQUEST FOR BID
 THIS IS NOT AN ORDER

Date Issued: November 16, 2012
 RFB No. 5821

MAIL OR DELIVER TO:
 DEPARTMENT OF PURCHASING AND CONTRACTING
 COUNTY OF SAN DIEGO, RFB NO. 5821
 5560 OVERLAND AVE, STE 270
 SAN DIEGO, CA 92123

|| FOR INFORMATION, PLEASE CALL
 || MARK COOPER (858) 505-6343
 || mark.cooper@sdcounty.ca.gov

|| BID OPENING DATE:
 || DECEMBER 6, 2012
 || Bids must be received at the
 || upper left address prior to 11:00 A.M.
 || on the date of the Bid Opening.

AWARD: WILL BE MADE TO THE LOWEST
 RESPONSIVE RESPONSIBLE BIDDER
 BASED ON:
 ALL OR NONE EACH LOT
 TOTAL PRICE EACH ITEM
 OTHER (SEE PRICING SCHEDULE)

|| PLEASE STATE YOUR LOWEST PRICE,
 || F.O.B. DESTINATION AND
 || BRAND NAME OR TRADE NAME
 || IF APPLICABLE.
 || (PLEASE USE TYPEWRITER OR BLACK INK)
 || Envelope must include RFB No. 5821

DESCRIPTION

THE COUNTY OF SAN DIEGO, DEPARTMENT OF PURCHASING AND CONTRACTING, HAS A REQUIREMENT FOR VENDING MACHINE SERVICES IN ACCORDANCE WITH THE TERMS & CONDITIONS CONTAINED HEREIN. SEE PRICING PAGE FOR DESCRIPTION.

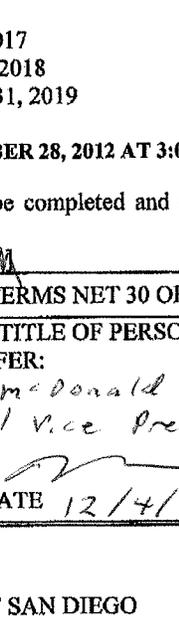
AWARD WILL BE MADE BASED UPON THE TOTAL OF ALL YEARS. ALL ITEMS AND ALL TERM PERIODS OF A SINGLE LOT MUST BE BID TO BE CONSIDERED A RESPONSIVE BIDDER FOR EACH LOT. A VENDOR MAY BID ON ONE LOT, TWO LOTS, OR, ALL THREE LOTS. PRICE AND PERCENTAGES MUST REMAIN FIRM FIXED FOR EACH PERIOD AS IDENTIFIED IN THE PRICING SCHEDULE.

BASE TERM PERIOD: DATE OF AWARD THROUGH DECEMBER 31, 2017
 FIRST OPTION PERIOD: JANUARY 1, 2018 THROUGH DECEMBER 31, 2018
 SECOND OPTION PERIOD: JANUARY 1, 2019 THROUGH DECEMBER 31, 2019

DEADLINE FOR REQUESTS FOR CLARIFICATION/QUESTIONS: NOVEMBER 28, 2012 AT 3:00PM

Purchasing and Contracting Representations and Certifications Form must be completed and submitted with bid submission.

Bidder acknowledges Addendum No. 1 2 3 4 5

SUBJECT TO ACCEPTANCE WITHIN [90] DAYS	PAYMENT TERMS NET 30 OR % day
NAME AND ADDRESS OF BIDDER (Type or Print) Canteen Vending San Diego Street, City, State, Zip 5575 Markert St San Diego, CA 92114 Telephone: (619) 527-1900 Fax Number (619) 508-2320	NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER: Mark McDonald Regional Vice President SIGNATURE  OFFEROR DATE 12/4/2012

NOTIFICATION OF AWARD
 (This section for County use only)

ACCEPTANCE AS TO ITEM(S) NUMBERED:	COUNTY OF SAN DIEGO
	BY: _____ DATE _____
	WINSTON F. McCOLL, Director

TOTAL AMOUNT	AWARD NO.	NAME AND TITLE OF CONTRACTING OFFICER
--------------	-----------	---------------------------------------

SECTION A
PRICING SCHEDULE
LOT I

THIS SECTION TO BE COMPLETED BY VENDOR

1. The contractor shall provide beverages, entrees, snacks, and vending machine services for the inmates and visitors at San Diego County Sheriff's Detention facilities at various locations as shown in the attached schedules on a fixed-unit-price requirement basis.
2. Percentages offered shall be expressed to two (2) decimal points (i.e., xx.xx%) in Column "B" below. Percentage for each year must be equal to or greater than 30.00%. The final awarded commission rate will also apply to any inmate and/or visitor related vending machines which are subsequently added under the terms of this contract.

AWARD WILL BE BASED ON THE HIGHEST AVERAGE 7 YEAR PERCENTAGE OFFERED

<u>Column A</u>	<u>Column B</u>	<u>Column C</u>
<u>PERFORMANCE PERIOD</u>	<u>COMMISSION RATE</u>	<u>TOTAL FOR YEARS</u>
Base Period Date of award thru December 31, 2017	<u>46.10</u> % Net Sales X 5=	<u>230.5</u>
1 st Option Year January 1, 2018 thru December 31, 2018	<u>46.10</u> % Net Sales X 1=	<u>46.10</u>
2 nd Option Year January 1, 2019 thru December 31, 2019	<u>46.10</u> % Net Sales X 1=	<u>46.10</u>
Average seven (7) year percentage	<u>BASIS OF AWARD</u>	<u>46.10</u> % Net Sales

(NOTE: Add Column C totals for all years and divide that sum by seven for BASIS OF AWARD TOTAL)

LOT II

THIS SECTION TO BE COMPLETED BY VENDOR

1. **LOT II PRICING:** Percentages offered shall be expressed to two (2) decimal points (i.e., xx.xx%) in Column "B" below. The final awarded commission rate will also apply to any vending machines which are subsequently added under the terms of this contract.

LOT II AWARD WILL BE BASED ON THE HIGHEST AVERAGE 7 YEAR PERCENTAGE OFFERED

<u>Column A</u>	<u>Column B</u>	<u>Column C</u>
<u>PERFORMANCE PERIOD</u>	<u>COMMISSION RATE</u>	<u>TOTAL FOR YEARS</u>
Base Period Date of award thru December 31, 2017	<u>46.10</u> % Net Sales X 5=	<u>230.5</u>
1 st Option Year January 1, 2018 thru December 31, 2018	<u>46.10</u> % Net Sales X 1=	<u>46.10</u>
2 nd Option Year January 1, 2019 thru December 31, 2019	<u>46.10</u> % Net Sales X 1=	<u>46.10</u>
Average seven (7) year percentage	<u>BASIS OF AWARD</u>	<u>46.10</u> % Net Sales

(NOTE: Add Column C totals for all years and divide that sum by seven for BASIS OF AWARD TOTAL)

2. Type of Equipment to be used in Lot II.

A. MAKE OF EQUIPMENT Automatic Products, Crane National, Royal, Vendo, Dixie Narco

B. MODEL 121, 122, 123, 167, 168, 181, 182, 186, 187, 549, 720, V40, 660, 550, 5800

Please Note: Machines cannot be any older than three (3) years from date of manufacture.

RFB# 5821 VENDING MACHINE SERVICES

COMPANY: Canteen

ITEM	BASE YEAR PRICE	BASE PRICE X 5 YEARS	OPTION YEAR ONE PRICE	OPTION YEAR TWO PRICE
Gum	\$0.50	\$2.50	\$0.50	\$0.50
Candy 1.5oz to 1.85oz	\$1.00	\$5.00	\$1.00	\$1.00
Candy 1.91oz to 2.5oz	\$1.00	\$5.00	\$1.25	\$1.25
Breath mints 0.75oz	\$0.50	\$0.00	\$0.50	\$0.50
Ice cream sandwich	\$0.50	\$2.50	\$0.50	\$0.50
Ice cream bars	\$0.50	\$2.50	\$0.50	\$0.50
Canned Diet & regular soda 12oz	\$1.00	\$5.00	\$1.25	\$1.25
Bottled regular & diet soda 20oz	\$1.50	\$7.50	\$1.75	\$1.75
Energy drinks; 8.4oz to 16oz.	\$2.50	\$12.50	\$3.00	\$3.00
Sports drink 16oz to 20oz	\$1.75	\$8.75	\$2.00	\$2.00
Coffee, regular & decaf, 6oz	\$0.10	\$0.50	\$0.10	\$0.10
Hot tea, 6oz	\$0.10	\$0.50	\$0.10	\$0.10
Hot chocolate, 6oz	\$0.10	\$0.50	\$0.10	\$0.10
Yogurt, low fat; 1.5oz to 4.8oz	\$0.50	\$2.50	\$0.50	\$0.50
Whole fruit- apples or oranges	\$0.50	\$2.50	\$0.50	\$0.50
Bagel w/ cream cheese; 3.75oz	\$0.50	\$2.50	\$0.50	\$0.50
Muffins	\$0.50	\$0.00	\$0.50	\$0.50
Dry cereal; 0.625oz to 1.25oz	\$0.50	\$2.50	\$0.50	\$0.50
Sandwiches, 4oz to 5oz	\$1.00	\$5.00	\$1.00	\$1.00
Croissants 4oz to 5oz	\$1.00	\$5.00	\$1.00	\$1.00
Burritos; 4.5oz to 5oz	\$0.75	\$3.75	\$1.00	\$1.00
Iced tea, diet & regular 12oz to 14.5oz	\$1.50	\$7.50	\$1.75	\$1.75
Milk, low fat, non-fat & whole 12oz	\$0.50	\$2.50	\$0.50	\$0.50
Juices, 5.5oz to 14oz	\$0.50	\$2.50	\$0.50	\$0.50
Juices, 14oz to 16oz	\$2.00	\$10.00	\$2.25	\$2.25
Chips 1oz to 1.75oz	\$1.00	\$5.00	\$1.25	\$1.25
Cookies, 1.4oz to 2oz	\$0.50	\$2.50	\$0.50	\$0.50
Cookies, 2.13oz to 2.5oz	\$1.25	\$6.25	\$1.50	\$1.50
popcorn, 3.5oz	\$0.50	\$2.50	\$0.50	\$0.50
Trail mix 1.25oz to 2oz	\$1.00	\$5.00	\$1.25	\$1.25
Pastries 1.125oz to 3oz	\$0.60	\$3.00	\$0.60	\$0.60
Pastries 3.5oz 5oz	\$1.50	\$7.50	\$1.50	\$1.50
Cinnamon roll, 3.75oz	\$1.50	\$7.50	\$1.50	\$1.50
chicken salad, 3.33oz	\$1.25	\$6.25	\$1.50	\$1.50
Tuna salad, 3.33oz	\$1.25	\$6.25	\$1.50	\$1.50
cup of noodles, 2.25oz	\$0.65	\$3.25	\$0.75	\$0.75
Granola bars, 1oz to 1.5oz	\$1.00	\$5.00	\$1.00	\$1.00
Cereal bar 1.75oz	\$1.00	\$5.00	\$1.00	\$1.00
Cashews 2oz	\$1.00	\$5.00	\$1.00	\$1.00
Almonds 1oz	\$1.00	\$5.00	\$1.00	\$1.00
Peanuts 2oz	\$1.00	\$0.00	\$1.01	\$1.00
Sunflower seeds 1.4oz	\$1.00	\$5.00	\$1.00	\$1.00
Corn nuts 1.4oz	\$1.00	\$5.00	\$1.00	\$1.00
TOTAL PRICE PER YEAR	\$38.80	\$184.00	\$42.41	\$42.40
			BASIS OF AWARD (TOTAL OF ALL SEVEN YEARS)	\$38.40

**County of San Diego
Department of Purchasing and Contracting
REPRESENTATIONS AND CERTIFICATIONS**

The following representations and certifications are to be completed, signed and returned with the offer.

1. NOT-FOR-PROFIT ORGANIZATIONS

Attach proof of status and omit Paragraph 3.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. By submission of this offer, Offeror certifies it will not enter into a subcontract relationship with a related for-profit entity if Offeror is a non-profit entity. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list the entity(ies) on an attached separate sheet listing them all and the contract must be approved by the Board of Supervisors

3. BUSINESS REPRESENTATION

3.1. REPRESENTATION AS DISABLED VETERANS BUSINESS ENTERPRISE

"Disabled Veterans Business Enterprise" means a business which is at least fifty-one (51%) owned and operated by one or more veterans with a service related disability as certified by Equal Opportunity Management Office (EOMO), California Department of General Services, Office of Small Business and members of Joint Agencies Contracting Opportunities (JACO), (California Military and Veterans code, Article 6, section 999).

This Offeror represents as a part of this offer that the ownership, operation and control of the business are in accordance with the specific definition in 3.1. I am currently certified by:

Certifying Government Agency: _____

Certification #: _____

4. CERTIFICATE REGARDING DEBARMENT, SUSPENSION AND RELATED MATTERS

Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

- 4.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency; and
- 4.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property; and
- 4.3. Are presently indicted for or otherwise criminally or civilly charged by a government entity (Federal, State, or local) with the commission of any of the offenses enumerated in paragraph 4.2 of this certification; and

- 4.4. Have within a three (3) year period preceding this agreement had one or more public transactions (Federal, State or local) terminated for cause or default.
- 4.5. Are presently the target or subject of any investigation, accusation or charges by any Federal, State or local law enforcement, licensing or certification body and if they are, the appropriate information is included in the proposal, as requested in the Submittal Requirements.
- 4.6. Contractor will report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 through 4.5, and that occur prior to award (in the case of bids) and contract execution (in the case of negotiated procurements).
- 4.7. Offeror and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on this project (e.g. preparing components of the statement of work or plans and specifications for this project). If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform work on this project, Offeror shall identify those previous agreement(s) and submit that list along with the proposal.

5. CERTIFICATE OF CURRENT COST OR PRICING

This is to certify that, to the best of my knowledge and belief, cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, is/are accurate, complete, and current as of the date signed below.

6. CERTIFICATE OF INDEPENDENT PRICING

By submission of this offer, each Offeror certifies, and in the case of a joint offers, each party thereto certifies as to its own organization, that in relation to this procurement:

- 6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other Offeror; with any competitor; or with any County employee(s) or consultant(s) involved in this or related procurements; and
 - 6.2. Unless otherwise required by law, the prices which have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and
 - 6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.
7. The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: Mark M McDonald

Signature: _____

Title: Regional Vice President

Date: 12/4/2012

Company/Organization: Canteen, member of Compass Group

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 605-8367
FAX (858) 716-6462

December 5, 2012

ADDENDUM No. 1

Vending machine services – RFB 5821

Addendum No. 1 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

BID DUE DATE HAS BEEN CHANGED:

BID OPENING: December 13, 2012 at 11:00AM.

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

A handwritten signature in cursive script, appearing to read "Winston F. McColl".

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-6452

December 10, 2012

ADDENDUM No. 2

Vending machine services – RFB 5821

Addendum No. 2 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

QUESTIONS AND ANSWERS:

- Q: If it is determined that a location is too far away or not profitable to serve, can we sub contract to a small local vending company to provide service to the office?
- A: *Yes please refer to Section C, paragraph# 46 for SUBCONTRACTING FOR WORK OR SERVICES.*
- Q: If a building in Sheriff's Department Lot 1 has a soda and snack machine and they decide they want a cold food machine but the cold food machine will not meet our requirements for profit purposes, will the vendor be required to install a cold food machine or coffee or ice cream?
- A: *The County would be willing to negotiate, during the contract period, as to what vending contents are most profitable should the need arise. The vendor however will still be required to install machines as needed regardless of location.*
- Q: How much commission revenue did the County receive from Host Vending on Lot 1 in the last year?
- A: *41%*
- Q: Does the County have a dollar amount?
- A: *No. The County does not keep record of the dollar amount.*

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC



Winston F. McColl
Director

County of San Diego
Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-8462

December 12, 2012

ADDENDUM No. 3

Vending machine services – RFB 5821

Addendum No. 3 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

BID DUE DATE HAS BEEN CHANGED:

BID OPENING: December 21, 2012 at 11:00AM.

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

For Martha F. Trevejo

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-6452

December 13, 2012

ADDENDUM No. 4

Vending machine services – RFB 5821

Addendum No. 4 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

QUESTIONS AND ANSWERS:

Q: What is "appropriate justification" for removal of a machine?

A: *The "appropriate justification" will be made by the COTR and the department on a case by case basis. Please refer to page A-12 under section titled "REMOVAL OF VENDING MACHINES" for further guidance pertaining to this question.*

Q: What would be "appropriate justification" for denial of installing a requested machine?

A: *The "appropriate justification" will be made by the COTR and the department should the need arise. Please refer to page A-12 under section titled "REMOVAL OF VENDING MACHINES", paragraph two for further guidance pertaining to this question.*

Q: What will be the "appropriate justification" for installing or not installing vending machines other than snack or drink machines in departments?

A: *The "appropriate justification" will be made by the COTR and the department depending on what the needs of the department are because they are unknown at this time. Please refer to pages A-11 under the section titled "VENDING PROCEDURES" for further guidance pertaining to this question.*

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-6452

December 18, 2012

ADDENDUM No. 5

Vending machine services – RFB 5821

Addendum No. 5 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

DELETE:

1. Page A-12, REMOVAL OF VENDING MACHINES paragraph: “Once installed, the Contractor may not remove any vending machines without the concurrence of the department director. Written notification, to include appropriate justification, must be provided by the Contractor to the COTR at least two weeks in advance of the desired removal date.

REPLACE WITH:

1. Page A-12, REMOVAL OF VENDING MACHINES paragraph: “Once installed, the Contractor may not remove any vending machines without the concurrence of the COTR and department director. The request to remove/exchange a vending machine should be submitted, in writing, with justification for removal or exchange of the vending machine, to the COTR. Upon the receipt of such request, the COTR will contact the appointed authority of the site where the vending machine is located and evaluate the request. Based on that evaluation, a decision will be made, which will be final, by the COTR.

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC

2bU

Make a choice that makes a statement.

2bU, a premium and all-natural vending program is the latest innovation from Canteen, the nation's largest vending company.

A reflection of our commitment to wellness, **2bU** is our answer to the demand for a healthful vending alternative that both educates and rewards students, staff and your community.





choice plus

Canteen's Evolved Commitment to Wellness
A Whole New Demand For Choice

Choice Plus Beverage: Two Tiers



<p><i>Best Options</i></p> 	<p>Water <i>Still & Sparkling water, still/sparkling with fruit essence and Mineral water</i></p> <p>Coffee/Tea <i>Unsweetened</i></p>
<p><i>Better Options</i></p> 	<p>Milk <i>Low fat and nonfat dairy and non dairy milks, sweetened or unsweetened (≤ 150 calories per package)</i></p> <p>Juice <i>Fruit juice, at least 50% juice with no added sweetener (≤ 150 calories per package)</i> <i>Vegetable juice, 100% (≤ 150 calories, ≤ 150mg sodium per package)</i> <i>Fruit and Vegetable juice blends, 100% juice no added sweetener (≤ 150 calories, ≤ 150mg sodium per package)</i></p> <p>Other <i>Lightly Sweetened Beverages (≤ 80 calories, ≤ 150mg sodium per package)</i> <i>Unsweetened Coconut Water</i> <i>Zero calorie artificially sweetened beverages (diet sodas, excludes energy drinks)</i></p>

NEXT BID

SECTION A
 COUNTY OF SAN DIEGO
 REQUEST FOR BID
 THIS IS NOT AN ORDER

Date Issued: November 16, 2012
 RFB No. 5821

MAIL OR DELIVER TO:
 DEPARTMENT OF PURCHASING AND CONTRACTING
 COUNTY OF SAN DIEGO, RFB NO. 5821
 5560 OVERLAND AVE, STE 270
 SAN DIEGO, CA 92123

|| FOR INFORMATION, PLEASE CALL
 || MARK COOPER (858) 505-6343
 || mark.cooper@sdcounty.ca.gov
 ||
 || BID OPENING DATE:
 || DECEMBER 6, 2012
 || Bids must be received at the
 || upper left address prior to 11:00 A.M.
 || on the date of the Bid Opening.

AWARD: WILL BE MADE TO THE LOWEST
 RESPONSIVE RESPONSIBLE BIDDER
 BASED ON:
 ALL OR NONE EACH LOT
 TOTAL PRICE EACH ITEM
 OTHER (SEE PRICING SCHEDULE)

|| PLEASE STATE YOUR LOWEST PRICE,
 || F.O.B. DESTINATION AND
 || BRAND NAME OR TRADE NAME
 || IF APPLICABLE.
 ||
 || (PLEASE USE TYPEWRITER OR BLACK INK)
 || Envelope must include RFB No. 5821

DESCRIPTION

THE COUNTY OF SAN DIEGO, DEPARTMENT OF PURCHASING AND CONTRACTING, HAS A REQUIREMENT FOR VENDING MACHINE SERVICES IN ACCORDANCE WITH THE TERMS & CONDITIONS CONTAINED HEREIN. SEE PRICING PAGE FOR DESCRIPTION.

AWARD WILL BE MADE BASED UPON THE TOTAL OF ALL YEARS. ALL ITEMS AND ALL TERM PERIODS OF A SINGLE LOT MUST BE BID TO BE CONSIDERED A RESPONSIVE BIDDER FOR EACH LOT. A VENDOR MAY BID ON ONE LOT, TWO LOTS, OR, ALL THREE LOTS. PRICE AND PERCENTAGES MUST REMAIN FIRM FIXED FOR EACH PERIOD AS IDENTIFIED IN THE PRICING SCHEDULE.

BASE TERM PERIOD: DATE OF AWARD THROUGH DECEMBER 31, 2017
 FIRST OPTION PERIOD: JANUARY 1, 2018 THROUGH DECEMBER 31, 2018
 SECOND OPTION PERIOD: JANUARY 1, 2019 THROUGH DECEMBER 31, 2019

DEADLINE FOR REQUESTS FOR CLARIFICATION/QUESTIONS: NOVEMBER 28, 2012 AT 3:00PM

Purchasing and Contracting Representations and Certifications Form must be completed and submitted with bid submission.

Bidder acknowledges Addendum No. 1 2 3 4 5

SUBJECT TO ACCEPTANCE WITHIN [90] DAYS	PAYMENT TERMS NET 30 OR % day
NAME AND ADDRESS OF BIDDER (Type or Print) <i>Jim Dominique / Host Vending</i> Street, City, State, Zip <i>1440 Hill Street, El Cajon, CA 92020</i>	NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER: <i>Jim Dominique</i> PRESIDENT
Telephone: <i>(619) 247-4274 / 442-4678</i> Fax Number: <i>619-442-4690</i>	SIGNATURE OFFEROR DATE <i>[Signature]</i> 11/29/12

NOTIFICATION OF AWARD
 (This section for County use only)

ACCEPTANCE AS TO ITEM(S) NUMBERED:	COUNTY OF SAN DIEGO	DATE
	BY:	
	WINSTON F. McCOLL, Director	
TOTAL AMOUNT	AWARD NO.	NAME AND TITLE OF CONTRACTING OFFICER

County of San Diego
Department of Purchasing and Contracting
REPRESENTATIONS AND CERTIFICATIONS

The following representations and certifications are to be completed, signed and returned with the offer.

1. NOT-FOR-PROFIT ORGANIZATIONS

Attach proof of status and omit Paragraph 3.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. By submission of this offer, Offeror certifies it will not enter into a subcontract relationship with a related for-profit entity if Offeror is a non-profit entity. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list the entity(ies) on an attached separate sheet listing them all and the contract must be approved by the Board of Supervisors

3. BUSINESS REPRESENTATION

3.1. REPRESENTATION AS DISABLED VETERANS BUSINESS ENTERPRISE

"Disabled Veterans Business Enterprise" means a business which is at least fifty-one (51%) owned and operated by one or more veterans with a service related disability as certified by Equal Opportunity Management Office (EOMO), California Department of General Services, Office of Small Business and members of Joint Agencies Contracting Opportunities (JACO), (California Military and Veterans code, Article 6, section 999).

This Offeror represents as a part of this offer that the ownership, operation and control of the business are in accordance with the specific definition in 3.1. I am currently certified by:

Certifying Government Agency: _____

Certification #: _____

4. CERTIFICATE REGARDING DEBARMENT, SUSPENSION AND RELATED MATTERS

Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

- 4.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency; and
- 4.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property; and
- 4.3. Are presently indicted for or otherwise criminally or civilly charged by a government entity (Federal, State, or local) with the commission of any of the offenses enumerated in paragraph 4.2 of this certification; and

4.4. Have within a three (3) year period preceding this agreement had one or more public transactions (Federal, State or local) terminated for cause or default.

4.5. Are presently the target or subject of any investigation, accusation or charges by any Federal, State or local law enforcement, licensing or certification body and if they are, the appropriate information is included in the proposal, as requested in the Submittal Requirements.

4.6. Contractor will report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 through 4.5, and that occur prior to award (in the case of bids) and contract execution (in the case of negotiated procurements).

4.7. Offeror and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on this project (e.g. preparing components of the statement of work or plans and specifications for this project). If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform work on this project, Offeror shall identify those previous agreement(s) and submit that list along with the proposal.

5. CERTIFICATE OF CURRENT COST OR PRICING

This is to certify that, to the best of my knowledge and belief, cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, is/are accurate, complete, and current as of the date signed below.

6. CERTIFICATE OF INDEPENDENT PRICING

By submission of this offer, each Offeror certifies, and in the case of a joint offers, each party thereto certifies as to its own organization, that in relation to this procurement:

6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other Offeror; with any competitor; or with any County employee(s) or consultant(s) involved in this or related procurements; and

6.2. Unless otherwise required by law, the prices which have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and

6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

7. The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: JIM DOMINIQUE

Title: PRESIDENT

Company/Organization: HOST VANDING INC

Signature: _____

Date: 11/29/12

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER

SECTION A
PRICING SCHEDULE
LOT I

THIS SECTION TO BE COMPLETED BY VENDOR

1. The contractor shall provide beverages, entrees, snacks, and vending machine services for the inmates and visitors at San Diego County Sheriff's Detention facilities at various locations as shown in the attached schedules on a fixed-unit-price requirement basis.
2. Percentages offered shall be expressed to two (2) decimal points (i.e., xx.xx%) in Column "B" below. Percentage for each year must be equal to or greater than 30.00%. The final awarded commission rate will also apply to any inmate and/or visitor related vending machines which are subsequently added under the terms of this contract.

AWARD WILL BE BASED ON THE HIGHEST AVERAGE 7 YEAR PERCENTAGE OFFERED

<u>Column A</u>	<u>Column B</u>	<u>Column C</u>
<u>PERFORMANCE PERIOD</u>	<u>COMMISSION RATE</u>	<u>TOTAL FOR YEARS</u>
Base Period Date of award thru December 31, 2017	<u>42</u> % Net Sales X 5=	<u>210</u>
1 st Option Year January 1, 2018 thru December 31, 2018	<u>44</u> % Net Sales X 1=	<u>44</u>
2 nd Option Year January 1, 2019 thru December 31, 2019	<u>45</u> % Net Sales X 1=	<u>45</u>
Average seven (7) year percentage	<u>BASIS OF AWARD</u>	<u>42.7</u> % Net Sales

(NOTE: Add Column C totals for all years and divide that sum by seven for BASIS OF AWARD TOTAL)

LOT II

THIS SECTION TO BE COMPLETED BY VENDOR

1. **LOT II PRICING:** Percentages offered shall be expressed to two (2) decimal points (i.e., xx.xx%) in Column "B" below. The final awarded commission rate will also apply to any vending machines which are subsequently added under the terms of this contract.

LOT II AWARD WILL BE BASED ON THE HIGHEST AVERAGE 7 YEAR PERCENTAGE OFFERED

<u>Column A</u>	<u>Column B</u>	<u>Column C</u>
<u>PERFORMANCE PERIOD</u>	<u>COMMISSION RATE</u>	<u>TOTAL FOR YEARS</u>
Base Period Date of award thru December 31, 2017	<u>8</u> % Net Sales X 5=	<u>40</u>
1 st Option Year January 1, 2018 thru December 31, 2018	<u>10</u> % Net Sales X 1=	<u>10</u>
2 nd Option Year January 1, 2019 thru December 31, 2019	<u>11</u> % Net Sales X 1=	<u>11</u>
Average seven (7) year percentage	<u>BASIS OF AWARD</u>	<u>8.7</u> % Net Sales

(NOTE: Add Column C totals for all years and divide that sum by seven for BASIS OF AWARD TOTAL)

2. Type of Equipment to be used in Lot II.

A. MAKE OF EQUIPMENT ROYAL / AMS / CRANE
 B. MODEL 660 / SENSIT 3 / 131 AND COMPLETE

Please Note: Machines cannot be any older than three (3) years from date of manufacture.

RFB# 5821 VENDING MACHINE SERVICES

COMPANY:

ITEM	BASE YEAR PRICE	BASE PRICE X 5 YEARS	OPTION YEAR ONE PRICE	OPTION YEAR TWO PRICE
Gum	\$0.50	\$2.50	\$0.50	\$0.50
Candy 1.5oz to 1.85oz	\$1.00	\$5.00	\$1.25	\$1.25
Candy 1.91oz to 2.5oz	\$1.00	\$5.00	\$1.25	\$1.25
Breath mints 0.75oz	\$0.50	\$2.50	\$0.50	\$0.50
Ice cream sandwich	\$0.75	\$3.75	\$1.00	\$1.00
Ice cream bars	\$1.50	\$7.50	\$1.50	\$1.50
Canned Diet & regular soda 12oz	\$0.75	\$3.75	\$0.85	\$0.85
Bottled regular & diet soda 20oz	\$1.35	\$6.75	\$1.50	\$1.50
Energy drinks; 8.4oz to 16oz.	\$2.25	\$11.25	\$2.50	\$2.50
Sports drink 16oz to 20oz	\$1.00	\$5.00	\$1.25	\$1.25
Coffee, regular & decaf, 6oz	\$0.20	\$1.00	\$0.25	\$0.25
Hot tea, 6oz	\$0.20	\$1.00	\$0.25	\$0.25
Hot chocolate, 6oz	\$0.20	\$1.00	\$0.25	\$0.25
Yogurt, low fat; 1.5oz to 4.8oz	\$0.50	\$2.50	\$0.50	\$0.50
Whole fruit- apples or oranges	\$0.25	\$1.25	\$0.25	\$0.25
Bagel w/ cream cheese; 3.75oz	\$0.75	\$3.75	\$0.75	\$0.75
Muffins	\$0.75	\$3.75	\$0.75	\$0.75
Dry cereal; 0.625oz to 1.25oz	\$0.50	\$2.50	\$0.50	\$0.50
Sandwiches, 4oz to 5oz	\$1.00	\$5.00	\$1.25	\$1.25
Croissants 4oz to 5oz	\$1.00	\$5.00	\$1.25	\$1.25
Burritos; 4.5oz to 5oz	\$0.75	\$3.75	\$1.00	\$1.00
Iced tea, diet & regular 12oz to 14.5oz	\$0.75	\$3.75	\$0.85	\$0.85
Milk, low fat, non-fat & whole 12oz	\$0.50	\$2.50	\$0.50	\$0.50
Juices, 5.5oz to 14oz	\$0.75	\$3.75	\$0.75	\$0.75
Juices, 14oz to 16oz	\$1.00	\$5.00	\$1.25	\$1.25
Chips 1oz to 1.75oz	\$0.75	\$3.75	\$1.00	\$1.00
Cookies, 1.4oz to 2oz	\$0.75	\$3.75	\$1.00	\$1.00
Cookies, 2.13oz to 2.5oz	\$1.00	\$5.00	\$1.25	\$1.25
popcorn, 3.5oz	\$1.00	\$5.00	\$1.00	\$1.00
Trail mix 1.25oz to 2oz	\$0.75	\$3.75	\$1.00	\$1.00
Pastries 1.125oz to 3oz	\$0.75	\$3.75	\$0.75	\$0.75
Pastries 3.5oz 5oz	\$1.00	\$5.00	\$1.25	\$1.25
Cinnamon roll, 3.75oz	\$1.00	\$5.00	\$1.25	\$1.25
chicken salad, 3.33oz	\$0.75	\$3.75	\$0.75	\$0.75
Tuna salad, 3.33oz	\$0.75	\$3.75	\$0.75	\$0.75
cup of noodles, 2.25oz	\$1.00	\$5.00	\$1.00	\$1.00
Granola bars, 1oz to 1.5oz	\$0.75	\$3.75	\$1.00	\$1.00
Cereal bar 1.75oz	\$0.75	\$3.75	\$0.75	\$0.75
Cashews 2oz	\$1.00	\$5.00	\$1.00	\$1.00
Almonds 1oz	\$0.50	\$2.50	\$0.50	\$0.50
Peanuts 2oz	\$1.00	\$5.00	\$1.00	\$1.00
Sunflower seeds 1.4oz	\$0.50	\$2.50	\$0.50	\$0.50
Corn nuts 1.4oz	\$1.00	\$5.00	\$1.00	\$1.00
TOTAL PRICE PER YEAR	\$34.70	\$173.50	\$39.20	\$39.20

BASIS OF AWARD (TOTAL OF ALL SEVEN YEARS)	AVG. \$35.99
--	--------------

TOTAL 257.90



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-6462

December 5, 2012

ADDENDUM No. 1

Vending machine services – RFB 5821

Addendum No. 1 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

BID DUE DATE HAS BEEN CHANGED:

BID OPENING: December 13, 2012 at 11:00AM.

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-6452

December 10, 2012

ADDENDUM No. 2

Vending machine services – RFB 5821

Addendum No. 2 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

QUESTIONS AND ANSWERS:

Q: If it is determined that a location is too far away or not profitable to serve, can we sub contract to a small local vending company to provide service to the office?

A: *Yes please refer to Section C, paragraph# 46 for SUBCONTRACTING FOR WORK OR SERVICES.*

Q: If a building in Sheriff's Department Lot 1 has a soda and snack machine and they decide they want a cold food machine but the cold food machine will not meet our requirements for profit purposes, will the vendor be required to install a cold food machine or coffee or ice cream?

A: *The County would be willing to negotiate, during the contract period, as to what vending contents are most profitable should the need arise. The vendor however will still be required to install machines as needed regardless of location.*

Q: How much commission revenue did the County receive from Host Vending on Lot 1 in the last year?

A: *41%*

Q: Does the County have a dollar amount?

A: *No. The County does not keep record of the dollar amount.*

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-6452

December 12, 2012

ADDENDUM No. 3

Vending machine services – RFB 5821

Addendum No. 3 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

BID DUE DATE HAS BEEN CHANGED:

BID OPENING: December 21, 2012 at 11:00AM.

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

For Martha F. Trevejo

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-6452

December 13, 2012

ADDENDUM No. 4

Vending machine services – RFB 5821

Addendum No. 4 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

QUESTIONS AND ANSWERS:

Q: What is "appropriate justification" for removal of a machine?

A: *The "appropriate justification" will be made by the COTR and the department on a case by case basis. Please refer to page A-12 under section titled "REMOVAL OF VENDING MACHINES" for further guidance pertaining to this question.*

Q: What would be "appropriate justification" for denial of installing a requested machine?

A: *The "appropriate justification" will be made by the COTR and the department should the need arise. Please refer to page A-12 under section titled "REMOVAL OF VENDING MACHINES", paragraph two for further guidance pertaining to this question.*

Q: What will be the "appropriate justification" for installing or not installing vending machines other than snack or drink machines in departments?

A: *The "appropriate justification" will be made by the COTR and the department depending on what the needs of the department are because they are unknown at this time. Please refer to pages A-11 under the section titled "VENDING PROCEDURES" for further guidance pertaining to this question.*

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC



Winston F. McColl
Director

County of San Diego

Department of Purchasing and Contracting
5560 Overland Avenue, Suite 270, San Diego, California 92123-1204

TELEPHONE (858) 505-6367
FAX (858) 715-6452

December 18, 2012

ADDENDUM No. 5

Vending machine services – RFB 5821

Addendum No. 5 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

DELETE:

1. Page A-12, REMOVAL OF VENDING MACHINES paragraph: “Once installed, the Contractor may not remove any vending machines without the concurrence of the department director. Written notification, to include appropriate justification, must be provided by the Contractor to the COTR at least two weeks in advance of the desired removal date.

REPLACE WITH:

1. Page A-12, REMOVAL OF VENDING MACHINES paragraph: “Once installed, the Contractor may not remove any vending machines without the concurrence of the COTR and department director. The request to remove/exchange a vending machine should be submitted, in writing, with justification for removal or exchange of the vending machine, to the COTR. Upon the receipt of such request, the COTR will contact the appointed authority of the site where the vending machine is located and evaluate the request. Based on that evaluation, a decision will be made, which will be final, by the COTR.

If you have any questions, please contact Mark Cooper, Procurement Specialist at (858) 505-6343, or by email at mark.cooper@sdcounty.ca.gov.

WINSTON F. McCOLL, Director
Department of Purchasing and Contracting

WFM:MC