

IFB 2018-172 Vending Services

Line #	Description	QTY	UOM	S&J Smart Vending LLC	FreshomaticUSA (Imperial Vending services LLC.)		Vend Pro (Abbydix) Option 1		SPG Vending Solutions	Vend Pro (Abbydix) Option 2		Current Prices for comparison
				Price Using	Price Using	Price Using	Price Using	Price Using	Price Using	Price Using		
				Cash/Credit/Debit	Cash	Credit/Debit	Cash	Credit/Debit	Cash/Credit/Debit	Cash	Credit/Debit	
1	VENDOR FEE: Commission to be Paid to County	1		10%	14.5%		21.4%		23%	32%		
2	PRODUCT SAMPLING: COLD BOTTLE DRINKS - Water	1	each	\$1.25	\$1.25	\$1.35	\$1.50	\$1.60	\$1.50	\$1.75	\$1.85	\$ 1.00
3	PRODUCT SAMPLING: COLD BOTTLE DRINKS - 20 oz Flavored Water	1	each	\$1.25	\$1.25	\$1.35	\$1.50	\$1.60	\$1.75	\$1.75	\$1.85	
4	PRODUCT SAMPLING: COLD BOTTLE DRINKS - 20 oz Sodas & Non-Carbonated Beverages	1	each	\$1.25	\$1.50	\$1.60	\$1.50	\$1.60	\$1.50	\$1.75	\$1.85	\$ 1.50
5	PRODUCT SAMPLING: COLD CAN DRINKS - 12 oz Sodas and Non-Carbonated Beverages	1	each	\$2.00	\$0.75	\$0.85	\$0.75	\$0.85	\$0.75	\$0.90	\$1.00	\$ 0.75
6	PRODUCT SAMPLING: COLD CAN DRINKS - Juice, 12 oz can	1	each	\$1.25	\$1.00	\$1.10	\$1.25	\$1.35	\$1.00	\$1.75	\$1.85	
6 ALT1	Sparkling Juice	1	each	\$1.50								
7	PRODUCT SAMPLING: Chips, various 1 oz bag	1	each	\$1.25	\$0.75	\$0.85	\$0.65	\$0.75	\$0.75	\$0.75	\$0.85	\$ 0.60
7 ALT1	Multigrain Tortilla Chip	1	bag	\$1.25								
8	PRODUCT SAMPLING: Baked Chips, various 1 oz bag	1	each	\$1.25	\$0.75	\$0.85	\$0.65	\$0.75	\$0.85	\$0.75	\$0.85	\$ 0.60
8 ALT1	BBQ chips	1	each	\$1.25								
9	PRODUCT SAMPLING: Vanilla Wafers	1	each	\$2.00	\$1.00	\$1.10	\$0.90	\$1.00	\$0.95	\$1.00	\$1.10	\$ 0.90
9 ALT1	vanilla Wafers	1	bag	\$2.00								
10	PRODUCT SAMPLING: Candy Bars, various brands	1	each	\$1.75	\$1.10	\$1.20	\$1.00	\$1.10	\$1.25	\$1.25	\$1.35	\$ 1.00
10 ALT1	fruit leather, dark chocolate ex. Price depends on product used.	1	each	\$1.25								
11	PRODUCT SAMPLING: Vanilla Mini Cookies	1	each	\$1.50	\$0.90	\$1.00	\$1.00	\$1.10	\$0.95	\$1.25	\$1.35	\$ 0.90
12	PRODUCT SAMPLING: Shortbread Cookies	1	each	\$1.75	\$0.75	\$0.85	\$0.90	\$1.00	\$0.95	\$1.25	\$1.35	\$ 0.90
13	PRODUCT SAMPLING: Lemon Cookies	1	each	\$1.75	\$0.75	\$0.85	\$1.00	\$1.10	\$0.95	\$1.25	\$1.35	
14	PRODUCT SAMPLING: Chocolate Chip Cookies	1	each	\$1.75	\$0.85	\$0.95	\$0.90	\$1.00	\$0.95	\$1.25	\$1.35	
15	PRODUCT SAMPLING: Tiny Twist Pretzels	1	each	\$1.75	\$0.75	\$0.85	\$1.00	\$1.10	\$0.95	\$1.25	\$1.35	
16	PRODUCT SAMPLING: Homestyle Chocolate Chip Cookies	1	each	\$2.50	\$0.85	\$0.95	\$0.90	\$1.00	\$0.95	\$1.25	\$1.35	
17	PRODUCT SAMPLING: Nutri Grain Bar	1	each	\$2.25	\$1.00	\$1.10	\$0.90	\$1.00	\$0.95	\$1.25	\$1.35	\$ 1.00
18	PRODUCT SAMPLING: Crackers - Peanut Butter	1	each	\$2.00	\$0.80	\$0.90	\$0.90	\$1.00	\$0.85	\$1.25	\$1.35	\$ 1.00
19	PRODUCT SAMPLING: COLD FOOD - Yogurt - minimum 6 oz container	1	each	No Bid	\$1.00	\$1.10	\$1.00	\$1.10	\$1.00	\$1.50	\$1.60	\$ 1.00
20	PRODUCT SAMPLING: COLD FOOD - Chicken Salad Sandwich	1	each	No Bid	\$2.50	\$2.60	\$2.50	\$2.60	\$3.00	\$3.00	\$3.10	\$ 3.00
21	PRODUCT SAMPLING: COLD FOOD - Tuna Salad Sandwich	1	each	No Bid	\$2.50	\$2.60	\$2.50	\$2.60	\$3.00	\$3.00	\$3.10	\$ 3.00
22	PRODUCT SAMPLING: COLD FOOD - Ham and Cheese Sandwich	1	each	No Bid	\$2.75	\$2.85	\$2.50	\$2.60	\$3.00	\$3.00	\$3.10	\$ 3.00
23	PRODUCT SAMPLING: COLD FOOD - Shaved Roast Beef Sandwich	1	each	No Bid	\$2.75	\$2.85	\$2.50	\$2.60	\$3.00	\$3.00	\$3.10	\$ 3.00
24	PRODUCT SAMPLING: COLD FOOD - Shaved Turkey Sandwich	1	each	No Bid	\$2.75	\$2.85	\$2.50	\$2.60	\$3.00	\$3.00	\$3.10	\$ 3.00

25	PRODUCT SAMPLING: COLD FOOD - Pimiento Cheese Sandwich	1	each	No Bid	\$2.50	\$2.60	<u>\$2.00</u>	\$2.10	\$3.00	\$2.50	\$2.60	\$	3.00
26	PRODUCT SAMPLING: COLD FOOD - Breakfast Croissant	1	each	No Bid	<u>\$2.25</u>	\$2.35	\$3.00	\$3.10	\$3.00	\$3.50	\$3.60	\$	3.50
27	PRODUCT SAMPLING: MICROWAVEABLE SNACK ITEM - Popcorn	1	each		\$2.00	\$2.00	<u>\$0.90</u>	\$1.00	\$0.95	\$1.25	\$1.35	\$	0.90
28	PRODUCT SAMPLING: MICROWAVEABLE FOOD ITEM - 8 oz. Pizza	1	each	No Bid	<u>\$2.25</u>	\$2.35	\$2.50	\$2.60	\$3.00	\$3.00	\$3.10		
29	PRODUCT SAMPLING: MICROWAVEABLE FOOD ITEM - Sausage Biscuits	1	each	No Bid	<u>\$1.50</u>	\$1.60	<u>\$1.50</u>	\$1.60	\$3.00	\$2.00	\$2.10	\$	1.50
30	PRODUCT SAMPLING: MICROWAVEABLE FOOD ITEM - Hot Pockets	1	each	No Bid	\$1.75	\$1.85	<u>\$1.50</u>	\$1.60	\$3.00	\$2.00	\$2.10	\$	2.00
31	PRODUCT SAMPLING: MICROWAVEABLE FOOD ITEM - BBQ Beef	1	each	No Bid	<u>\$2.25</u>	\$2.35	\$2.50	\$2.60	\$3.00	\$3.50	\$3.60	\$	3.00
32	PRODUCT SAMPLING: MICROWAVEABLE FOOD ITEM - Steak Sandwich	1	each	No Bid	<u>\$2.95</u>	\$3.05	\$3.00	\$3.10	\$3.00	\$4.00	\$4.10		
33	PRODUCT SAMPLING: MICROWAVEABLE FOOD ITEM - Hot Dog	1	each	No Bid	<u>\$1.85</u>	\$1.95	\$2.00	\$2.10	\$2.50	\$2.50	\$2.60	\$	2.00

	Cash/Credit/Debit	Cash	Credit/Debit	Cash	Credit/Debit	Cash/Credit/Debit	Cash	Credit/Debit
Total of Product Sampling Items:	\$30.50 (not all lines bid)	\$49.55	\$52.75	\$49.60	\$52.80	\$58.25	\$62.40	\$65.60
% Commission to be paid to County:	10.00%	14.50%	14.50%	21.40%	21.40%	23.00%	32.00%	32.00%
Amount County would receive from sampling total:		\$7.18	\$ 7.65	\$10.61	\$ 11.30	\$13.40	\$19.97	\$ 20.99
Amount Vendor would receive from sampling total:		\$42.37	\$ 45.10	\$38.99	\$ 41.50	\$44.85	\$42.43	\$ 44.61
Number of days to complete machine installation:	5-7 days	30 days		7-10 for any new ones		5 days	7-10 for any new ones	

The other consideration besides % of Commission is the price the vendor wants to charge for each product (Total of Product Sampling Items). S&J Smart Vending didn't bid all lines and hasn't been included in the comparison above.

FY16 Commission Revenue \$12,394.41
FY17 Commission Revenue \$16,768.14
FY18 YTD Commission Revenue \$11,480.99