

**B14002 Vending, Fountain and Bottled Beverage Services  
Option 1**

Machine Products	Selling Price	Pepsi	Ace Coffee Bar	Canteen (Option 1A)	Canteen (Option 1B)	Hometown Vending (Option 1A)	Hometown Vending (Option 1B)	Gilly Vending	Coca-Cola
		Commission %	Commission %	Commission %	Commission %	Commission %	Commission %	Commission %	Commission %
Hot Beverage	\$0.65		30.00%	26.70%		30.50%	30.50%	10.00%	No Bid Option 1
Hot Beverage	\$0.75		30.00%	26.70%		30.50%	30.50%	10.00%	
Hot Beverage	\$0.80		30.00%	26.70%		30.50%	30.50%	10.00%	
Hot Beverage	\$0.90		30.00%	26.70%	15.75%	30.50%	30.50%	10.00%	
Candy	\$1.10		26.00%	26.70%	15.75%	30.50%	30.50%	26.00%	
Gum & Mints	\$0.65		26.00%	26.70%	15.75%	30.50%	30.50%	26.00%	
Pastry	\$1.25		26.00%	13.00%		30.50%	30.50%	26.00%	
Snacks/Chips	\$0.75		26.00%	26.70%		30.50%	30.50%	26.00%	
Snacks/Chips	\$0.95		26.00%	26.70%	15.75%	30.50%	30.50%	26.00%	
Snacks/Chips	\$1.00		26.00%	26.70%	15.75%	30.50%	30.50%	26.00%	
Bottled Beverages - Pop	\$1.50	35.00%	* 30.00%	26.70%		30.50%		30.00%	
Bottled Beverages - Gatorade/Juice	\$2.00	30.00%	* 30.00%	26.70%		30.50%		30.00%	
Bottled Beverages - Cappuccino	\$2.25	30.00%	* 30.00%	26.70%		30.50%		30.00%	
Bottled Beverages - Energy Drink	\$3.25	30.00%	* 30.00%	26.70%		30.50%		30.00%	
Ice Cream/Frozen Products	\$1.00		10.00%			30.50%	30.50%	10.00%	
Ice Cream/Frozen Products	\$1.25		10.00%			30.50%	30.50%	10.00%	
Ice Cream/Frozen Products	\$1.50		10.00%			30.50%	30.50%	10.00%	
Ice Cream/Frozen Products	\$2.25		10.00%			30.50%	30.50%	10.00%	
Beverage Brand Annual Lump Sum Payment		Pepsi \$ 11,000.00	Coca-Cola \$ -	Coca-Cola \$ -	Coca-Cola \$ -	Coca-Cola \$ -	N/A \$ -	Pepsi, Coke, & more \$ 2,000.00	
Institutional Support		Free Product \$ 250.00	Golf 1 foursome (annual Golf 1 hole sponsorship (annual))	Custom Fronts w/logos etc \$ 10,750.00	Energy Misers* \$ 11,000.00	Scholarship/Foundation \$ 2,500.00	Scholarship/Foundation \$ 1,000.00	Support that equals 1% of total sales if annual total reaches \$200,000.00*	
		Prizes \$ 250.00		Energy Misers* Custom header for banks of 6+ machines \$ 1,500.00	\$1000 annual scholarship \$ 500.00	Promotional Prizes \$ 300.00	Promotional Prizes \$ 200.00		
				\$ 1,000.00				If JJC prefers, Hometown proposes to pay 32% profit sharing on all sales in lieu of Institutional Support	
Subcontractor Y/N		No	Yes - Frozen	Yes - bev & icecream	Yes - bev & icecream	No	No	Yes	
Bond Cost		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Average Commission</b>		<b>31.250%</b>	<b>24.222%</b>	<b>25.721%</b>	<b>15.750%</b>	<b>30.500%</b>	<b>30.500%</b>	<b>19.778%</b>	
<b>Total Support/Lump Sum</b>		<b>\$ 11,500.00</b>	<b>See Detail</b>	<b>\$ 13,250.00</b>	<b>\$ 500.00</b>	<b>\$ 2,800.00</b>	<b>\$ 1,200.00</b>	<b>See Detail</b>	
Notes			*May be excluded - all other rates apply	*Energy Misers Required	*Energy Misers Required				

**B14002 Vending, Fountain and Bottled Beverage Services  
Option 2**

<u>Machine Products</u>	<u>Selling Price</u>	<u>Pepsi</u>		<u>Ace Coffee Bar</u>	<u>Canteen</u>	<u>Hometown Vending</u>	<u>Gilly Vending</u>		<u>Coca-Cola</u>
		<u>Commission %</u>		<u>Commission %</u>	<u>Commission %</u>	<u>Commission %</u>	<u>Commission %</u>	<u>Commission %</u>	
				No Bid Option 2	No Bid Option 2	No Bid Option 2			No Bid Option 2
Hot Beverage	\$0.65						10.00%		
Hot Beverage	\$0.75						10.00%		
Hot Beverage	\$0.80						10.00%		
Hot Beverage	\$0.90						10.00%		
Candy	\$1.10						26.00%		
Gum & Mints	\$0.65						26.00%		
Pastry	\$1.25						26.00%		
Snacks/Chips	\$0.75						26.00%		
Snacks/Chips	\$0.95						26.00%		
Snacks/Chips	\$1.00						26.00%		
Bottled Beverages – <b>Pop</b>	\$1.50	35.00%					30.00%		
Bottled Beverages – <b>Gatorade/Juice</b>	\$2.00	30.00%					30.00%		
Bottled Beverages - <b>Cappuccino</b>	\$2.25	30.00%					30.00%		
Bottled Beverages – <b>Energy Drink</b>	\$3.25	30.00%					30.00%		
Ice Cream/Frozen Products	\$1.00						10.00%		
Ice Cream/Frozen Products	\$1.25						10.00%		
Ice Cream/Frozen Products	\$1.50						10.00%		
Ice Cream/Frozen Products	\$2.25						10.00%		
Ice Machine		Hoshizaki KM-650M					DCM-750B H-OS		
Syrups 5 gal Bag in Box (variety of 12)		\$	63.80				\$17/gal	\$	85.00
Syrups 3 gal Bag in Box (variety of 12)		\$	38.28				\$17/gal	\$	51.00
Carbon Dioxide 50 lb		\$	25.00					\$	35.00
Beverage Brand			Pepsi					Coke, Pepsi	
Annual Lump Sum Payment		\$	12,000.00					\$	2,000.00
Institutional Support			Free Product \$ 250.00						
			Prizes/Promo Items \$ 500.00						
			Per Gallon Fund \$ 800.00						
									Support that equals 1% of total sales if annual total reaches \$215,000.00*
Subcontractor Y/N			No						Yes
Bond Cost		\$	-					\$	-
<b>Average Commission</b>			<b>31.250%</b>	0.000%	0.000%	0.000%		<b>19.778%</b>	0.000%
<b>Total Support/Lump Sum</b>		\$	<b>12,750.00</b>	\$ -	\$ -	\$ -		<b>See Detail</b>	\$ -
<b>Sum of Pricing Provided</b>		\$	<b>127.08</b>					\$	<b>171.00</b>
Notes			Pepsi only offers 20# co2						

Machine Products	Selling Price	Pepsi	Ace Coffee Bar	Canteen	Hometown Vending	Gilly Vending	Coca-Cola	
		Commission %	Commission %	Commission %	Commission %	Commission %	Commission %	
			No Bid Option 3	No Bid Option 3	No Bid Option 3			
Hot Beverage	\$0.65					10.00%		
Hot Beverage	\$0.75					10.00%		
Hot Beverage	\$0.80					10.00%		
Hot Beverage	\$0.90					10.00%		
Candy	\$1.10					28.00%		
Gum & Mints	\$0.65					28.00%		
Pastry	\$1.25					28.00%		
Snacks/Chips	\$0.75					28.00%		
Snacks/Chips	\$0.95					28.00%		
Snacks/Chips	\$1.00					28.00%		
Bottled Beverages - Pop	\$1.50	48.00%				33.00%	35.00%	
Bottled Beverages - Gatorade/Juice	\$2.00	40.00%				33.00%	20.00%	
Bottled Beverages - Cappuccino	\$2.25	40.00%				33.00%	35.00%	
Bottled Beverages - Energy Drink	\$3.25	40.00%				33.00%	35.00%	
Ice Cream/Frozen Products	\$1.00					10.00%		
Ice Cream/Frozen Products	\$1.25					10.00%		
Ice Cream/Frozen Products	\$1.50					10.00%		
Ice Cream/Frozen Products	\$2.25					10.00%		
Ice Machine		Hoshizaki KM-650M				DCM-750B H-OS	Hoshizaki FD-1001MAH-C	
Syrups 5 gal Bag in Box (variety of 12)		See attached product & price sheet	\$ 63.80			\$17/gal	\$ 85.00	\$ 66.20
Syrups 3 gal Bag in Box (variety of 12)			\$ 38.28			\$17/gal	\$ 51.00	2.5 gallon \$ 34.45
Carbon Dioxide 50 lb		only offer 20# and require \$75 deposit	\$ 25.00				\$ 35.00	20# \$ 18.00
Fruit Drinks			\$ 0.56				\$ 1.40	\$ 0.90
20 oz Sport Drinks			\$ 0.98				\$ 0.90	\$ 0.81
20 oz Pop			\$ 0.66				\$ 0.93	\$ 0.90
Water			\$ 0.53				\$ 0.55	\$ 0.42
Beverage Brand Annual Lump Sum Payment		Pepsi	\$ 25,000.00				Coke, Pepsi	\$ 22,500.00
Institutional Support		Free Product	\$ 500.00			Support that equals 1% of total sales if annual total reaches \$350,000.00*	Sign-on bonus	\$ 15,000.00
		Prizes/Promo Items	\$ 1,000.00				Raffle Items to be discussed at discretion of account	
		Per Gallon Fund	\$ 800.00				Per Case Av. Est.	\$ 13,415.50
		Per Case Fund	\$ 11,500.00					
Subcontractor Y/N		No				Yes		
Bond Cost		\$ -				\$ -	\$ -	\$ -
Additional Costs							Ice Machine	\$ 5,960.00
<b>Average Commission</b>		<b>42.000%</b>	0.000%	0.000%	0.000%	<b>21.111%</b>	<b>31.250%</b>	
<b>Total Annual Support/Lump Sum</b>		<b>\$ 38,800.00</b>	\$ -	\$ -	\$ -	<b>See Detail</b>	<b>\$ 29,955.50</b>	
<b>Sum of Pricing Provided</b>		129.81				<b>\$ 174.78</b>	<b>\$ 121.68</b>	
Notes		Pepsi only offers 20# co2					\$15,000.00 sign on bonus - 1 time only	