



Bullitt County Public Schools

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MEMO

TO: Keith Davis, Superintendent

FROM: Lisa Lewis, Director of Finance *Lewis*

DATE: May 2, 2018

RE: Bid for District Soft Drinks

Attached you will find the sealed bid tabulation sheet for the District Soft Drink bid which was opened on April 10, 2018. There were two bids submitted. Overall, Pepsi and Coca-Cola scored the same on the criteria. Although Pepsi offered an attractive annual benefits package, Coca-Cola's package provided options with less stipulations. Also, the annual sponsorship from Coca-Cola for each high school would be \$3,250 in which Pepsi's sponsorship would be \$2,500.

At this time, I ask that Coca-Cola be approved as the district soft drink provider.

OK in May
B. Sutton

DISTRICT SOFT DRINK BID NO. 2018/2019 #02

| COMPANY | PEPSI | COCA-COLA |
|-------------------------|--|--|
| CERTIFICATE/COMPLIANCE | Yes | Yes |
| CONFLICT OF INTEREST | Yes | Yes |
| REFERENCES | Yes | Yes |
| SIGNED BID FORM | Yes | Yes |
| CASES SOLD TO THE BOARD | 20 oz Bottle Soda 24/case \$16.65 | 20 oz Sparkling Bottles-Carbonated Soft Drinks Plastic Bottles 24/case \$16.25 |
| | 20 oz Bottle Tea 24/case \$16.65 | 18.5 oz Gold Peak Tea unsweet & diet 12/case \$13.00 |
| | 20 oz Bottle Gatorade 24/case \$17.65 | 20 oz PowerAde/Zero 24/case \$19.00 |
| | 20 oz Bottle Gatorade Propel 24/case \$21.00 | 12 oz PowerAde 24/case \$16.50 |
| | 20 oz Bottle Aquafina 24/case \$8.75 | 20 oz Dasani 24/case \$8.75 |
| | 16.9 oz Auqafina 24/case \$8.75 | 12 oz Can Sparkling & Still 24/case \$6.50 |
| | 20 oz Aquafina Flavorsplash 24/case \$13.30 | 20 oz Flavored Dasani 24/case \$8.75 |
| | 20 oz Bottle Lifewtr 24/case \$20.40 | 20 oz SmartWater 24/case \$30.00 |
| | 12 oz can soda 24/case \$10.08 | 12 oz Can Sparkling & Still 24/case \$6.50 |
| | 12 oz can Kickstart 12/case \$10.00 | 2 Liters Sparkling & Still 8/case \$9.50 |
| | | 16.9 oz Minute Maid Refresh Plastic Bottles 24/case \$14.50 |
| | | 20 oz Mintue Maid Plastic Bottles 24/case \$16.25 |
| | | 12 oz Minute Maid 100% Juice 24/case \$25.25 |
| | | 10 oz Minute Maid 100% Juice 24/case \$21.50 |
| | | 10 oz Tum-e Yummies 12/case \$8.50 |
| | 20 oz Soda/Tea vending price \$1.25 31% commission | 20 oz Soft Drink Plastic Bottles vending price \$1.25 30% commission |

DISTRICT SOFT DRINK BID NO. 2018/2019 #02

| COMPANY | PEPSI | COCA-COLA |
|--|---|--|
| VENDING | 20 oz Aquafina Water vending price \$1.25 31% commission | 20 oz Dasani Water vending price \$1.00 25% commission |
| | 12 oz Kickstart vending price \$1.25 31% commission | |
| | 20 oz Gatorade/Propel vending price \$1.50 31% commission | 20 oz PowerAde vending price \$1.50 30% commission |
| | 12 oz Gatorade G2 vending price \$1.25 31% commission | 20 oz PowerAde vending price \$1.50 30% commission |
| | 12 oz cans vending price \$0.75 15% commission | 12 oz can soft drink vending price \$0.75 commission 0% |
| | 10 oz Dole Juice \$2.00 31% commission | 10 oz Minute Maid 100% Juice vending price \$1.00 20% Commission |
| | 20 oz LifeWtr vending price \$2.00 31% commission | |
| COMMISSIONS REMITTED | 4 week or 12 weeks by request | Monthly via check including data on the sub |
| PRICE HONORED | 1st year | 1st year |
| PRICING STRUCTURE AFTER PRICE EXPIRES | not to exceed 3.5% | no more than a 3-4% increase if any |
| ANNUAL SPONSORSHIP PER HIGH SCHOOL | \$2,500.00 | \$3,250.00 |
| VOLUME REPORT | As often as requested | Monthly/Quarterly |

DISTRICT SOFT DRINK BID NO. 2018/2019 #02

| COMPANY | PEPSI | COCA-COLA |
|--|--|---|
| ANNUAL BENEFITS AT NO COST TO BOARD | 100 cases of 12oz cans or 16.9oz water, 6 Gatorade Sideline Kits that include 6 cases of Gatorade Prime Energy Chews OR 8 cases of Gatorade Prime Fuel Bars, 2 Cases of Gatorade Thirst Quencher Powder, 8 Gatorade Recover Whey Protein Bars, and then the choice of 3 of the following: 7 gallon cooler, 24 Gatorade squeeze bottles, 10 gallon cooler, 4 Gatorade squeeze bottle carriers, 60 quart ice chest on wheels, 1 case 2000/case of 7 oz cups, or 10 Gatorade towels | 50 cases of 12oz can soft drinks, 100 cases of 16.9oz Dasani Water Bottles, 3 cases 2000/case of 9 oz cups to each high school, 6 10 gallon coolers (2 per high school), 6 5 gallon coolers (2 per high school) , 3 cases 24/case per high school of branded towels, 3 cases of squeeze bottles , 3 sideline carts , PowerAde Powder 2018 Youth Athletics Field of Play Program |
| | Offer a soft drink fundraiser (to be sold by the case) to any school that is interested | Offer a soft drink fundraiser (to be sold by the case) to any school that is interested |
| | If the district increases sales by 900 cases or more annually, can use to get more commission or more sponsorship | |
| Lowest Price--30 points | 30 | 25 |
| Satisfactory References--30 points | 30 | 30 |
| Delivery/Availability--20 points | 20 | 20 |
| Past Experience--20 points | 15 | 20 |
| Total | 95 | 95 |

Overall, Pepsi and Coca-Cola scored the same on the criteria. Although Pepsi offered an attractive annual benefits package, Coca-Cola's package provided options with less stipulations. Also, the annual sponsorship from Coca-Cola for each high school would be \$3,250 in which Pepsi's sponsorship would be \$2,500.