



Vending Machine Services  
RFP # 12-28-43605

Addendum No. 1  
July 16, 2012  
Questions and Answers

The following **revisions are** being made:

**Exhibit E - JAA would like to add two additional vending machines for the Cecil Airport (one snack and one beverage).**

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**Questions and Answers**

- Q1. Could we please have the current annual vending revenues and the commission rates currently being paid by your current vendor?
- R1. Please see attached TABLE 1. The current vendor pays twenty-one percent (21%) commission to JAA.**
- Q2. Could you please provide a copy of the most current and annual commission reports specifying the locations of equipment, gross sales per machine and commissions per machine paid by the vendor for the past three years?
- R2. Information is not currently available per machine.**
- Q3. Can you provide us with any corporate sponsorship or additional incentives that may currently be received.
- R3. JAA does not have any corporate sponsorship or additional incentives.**
- Q4. Can you provide us with a detailed list of machine type by location?
- R4. Please refer to Exhibit E (JAA Vending Machine Listing).**
- Q5. What is the current machine vendor pricing by product and location?
- R5. Specific information was available during on-site tour.**
- Q6. What is the current contract term? Is the proposed contract term negotiable?
- R6. A. The current contract has been extended for six months and does not have any renewal options available.  
B. No, the Contract term will be for an initial one (1) year period, with four (4), one year renewal options available at the sole option of JAA.  
The Contract may be terminated at any time with thirty (30) days written notification, with or without cause, by the JAA. All JAA Contracts are subject to the availability of budgeted funds.**



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Q7. Can you provide us with name of the current snack vending, beverage vending and food service provider and any applicable contract terms?

**R7. JAA's current provider is Hendrickson and Associates.**

Q8. How often has the current vendor(s) requested a price change in the past two years?

**R8. Twice during of the contract duration.**

Q9. Is any preference given to minority or disadvantaged vendors?

**R9. No.**

Q10. What is the staff and visitor population for the past three years?

**R10. Jacksonville International Airport sees approximately 5.6 million travelers per year along with an additional 2.8 million meeters, greeters, visitors, and employees for a total estimated annual amount of 8.4 million people. Passenger numbers have been relatively flat with minimal fluctuations during the past three years.**

Q11. What other environments exist that compete with vending?

**R11. Food, beverage, and retail venues are open and available during the hours of scheduled flight operations from approximately 05:00 until 21:00 daily. At Jax Executive Airport, Herlong Recreational Airport, and Cecil Airport, competition is limited and exists off the airport property.**

Q12. Is subcontracting allowed?

**R12. No.**

Q13. Could you provide me an estimated cost for providing clearances for our employees?

**Q13. Please see attached Security Regulation Packet.**



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Q14. What were the total gross sales for the Public & Employees per year if you can provide them, or total gross per year combine.

**R14. Please see attached Table 1.**

Q15. Will the IT Department allow Cat 5 connection at each Vending Site, One per Site and permit us to have internet access. If not, is WiF open to the public?

**R15. JAA has WiFi access for the public.**

**The Question and Answer period is closed.  
Proposal Due Date is Wednesday, July 25, 2012 at 2:00 PM (local time)**



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**TABLE 1:**

<b>TABLE 1: Recent 17 Month Activity</b>	
<b>Month</b>	<b>Vending Gross Revenue</b>
Jan-11	\$2,625.34
Feb-11	\$3,200.64
Mar-11	\$3,628.77
Apr-11	\$3,525.42
May-11	\$3,033.56
Jun-11	\$3,320.29
Jul-11	\$3,387.18
Aug-11	\$4,258.22
Sep-11	\$2,475.02
Oct-11	\$3,142.34
Nov-11	\$3,263.27
<u>Dec-11</u>	<u>\$3,086.55</u>
<b>Total Gross Vending Revenue 2011</b>	<b>\$38,946.60</b>
Jan-12	\$3,171.28
Feb-12	\$3,844.25
Mar-12	\$4,058.97
Apr-12	\$4,012.04
May-12	\$4,220.40