



**ROCKFORD BOARD OF EDUCATION  
INVITATION FOR BID ON SUPPLIES, MATERIALS, EQUIPMENT OR SERVICES  
FOR SCHOOL DISTRICT NO. 205  
ROCKFORD, ILLINOIS**

IFB No.        **19-04 Exclusive Pouring Rights - Rebid**

DATE:         **August 23, 2018**

RE:            **ADDENDUM NO. 5**

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To All Bidders:

Included are modifications, clarifications and/or corrections for the Project Manual and are hereby made a part of the contract documents. Please attach this addendum to the Project Manual(s) in your possession. Please note the receipt of this addendum on the bid form. Bidders shall review changes to all portions of this work as changes to one portion may affect the work of another.

**If you plan to hand deliver your IFB submission on the due date, please note you must check in on the 2nd floor prior to coming to the bid opening. Please allow time for this as late submission will not be accepted.**

Refer all questions relative to the business aspect, Instructions to Bidders, Special Conditions, and questions concerning the technical aspect of the documents to the Director of Purchasing by email at [purchasingdeptstaff@rps205.com](mailto:purchasingdeptstaff@rps205.com).

**The following documents are included in this addendum:**

1. FY18 and FY17 Sales Volume Data

ROCKFORD BOARD OF EDUCATION

By: Dane Youngblood  
Director of Purchasing

## **FY18 and FY17 Sales Volume Data**

The attached documents show sales volume data by beverage for the last two years for Food Service, Booster Club Concessions, and Full Service Vending. Please note that the data for Full Service Vending does not include elementary schools, as we will not be providing that service at elementary schools going forward.

# Comparison

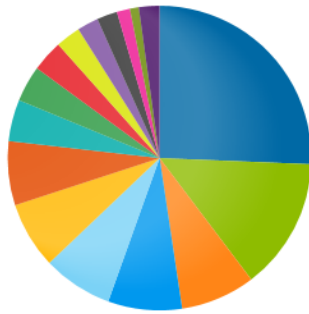
Chain: RKFD SCHOOLS

Retail Accounts: 26 selected

Package Sizes	Brand Families	12 Months 7/1/2017 thru 6/30/2018	12 Months 7/1/2016 thru 6/30/2017	Diff	Pct
		Units Sold	Units Sold	Units Sold	Units Sold
Total		8,529	11,413	-2,884	-25.3 %
12/17oz H2O	Total	2,188	3,129	-941	-30.1 %
	KLARBRUNN	2,188	3,129	-941	-30.1 %
24/10OZ TROP	Total	1,198	166	1,032	621.7 %
	TROPICANA	1,198	166	1,032	621.7 %
2/12 .5L NONCA	Total	676	807	-131	-16.2 %
	LIPTON	676	807	-131	-16.2 %
24 20OZ CSD	Total	672	699	-27	-3.9 %
	MTN DEW	244	264	-20	-7.6 %
	PEPSI	212	209	3	1.4 %
	MIST	113	123	-10	-8.1 %
	DOC	103	103	0	0.0 %
24/20oz H2O SH	Total	634	691	-57	-8.2 %
	KLARBRUNN	629	655	-26	-4.0 %
	AQUAFINA	5	36	-31	-86.1 %
12/12oz H2O	Total	603	883	-280	-31.7 %
	KLARBRUNN	603	843	-240	-28.5 %
	AQUAFINA	0	40	-40	-100.0 %
24/10oz PET	Total	580	1,457	-877	-60.2 %
	DOLE	580	1,457	-877	-60.2 %
12/12OZ KICKST	Total	377	893	-516	-57.8 %
	MTN DEW	377	893	-516	-57.8 %
180/.375oz CRE	Total	327	283	44	15.5 %
	COFFEE MATE	327	283	44	15.5 %
42/2oz PACKETS	Total	285	244	41	16.8 %
	WISPAK COFFEE	285	244	41	16.8 %
4/6PK 12oz GAT	Total	226	226	0	0.0 %
	GATORADE	226	226	0	0.0 %
2/12 12OZ ISO	Total	193	195	-2	-1.0 %
	GATORADE	193	195	-2	-1.0 %
24/700ML H2O	Total	185	334	-149	-44.6 %
	KLARBRUNN	185	334	-149	-44.6 %
4/6PK 12oz CAN	Total	120	101	19	18.8 %
	PEPSI	78	66	12	18.2 %
	MTN DEW	42	35	7	20.0 %
2/12PK 12oz CA	Total	80	91	-11	-12.1 %
	PEPSI	42	38	4	10.5 %
	MIST	18	24	-6	-25.0 %
	SCHWEPPES	8	8	0	0.0 %
	MUG	6	10	-4	-40.0 %
	MTN DEW	5	8	-3	-37.5 %
	CRUSH	1	3	-2	-66.7 %
CUP CASES	Total	33	30	3	10.0 %
	MISCELLANEOUS	33	30	3	10.0 %
24 1/2LTR PROP	Total	32	4	28	700.0 %
	GATORADE	32	4	28	700.0 %
3/8P 12OZ VITA	Total	22	22	0	0.0 %
	KLARBRUNN	22	22	0	0.0 %

Package Sizes	Brand Families	12 Months 7/1/2017 thru 6/30/2018	12 Months 7/1/2016 thru 6/30/2017	Diff	Pct
		Units Sold	Units Sold	Units Sold	Units Sold
LIDS	Total	19	15	4	26.7 %
	MISCELLANEOUS	19	15	4	26.7 %
8/10OZ PET NJ	Total	16	143	-127	-88.8 %
	NAKED JUICE	16	143	-127	-88.8 %
2000ct PACKET	Total	15	9	6	66.7 %
	DOLCE	15	9	6	66.7 %
24/8.4OZ CN IZ	Total	14	0	14	--
	IZZE	14	0	14	--
2/12PK NON CAR	Total	10	4	6	150.0 %
	LIPTON	10	4	6	150.0 %
12/10oz PET	Total	8	180	-172	-95.6 %
	HOGWASH	8	180	-172	-95.6 %
12/12OZ BUB CN	Total	8	0	8	--
	KLARBRUNN	8	0	8	--
12/12OZ PET TP	Total	5	246	-241	-98.0 %
	TROPICANA	5	246	-241	-98.0 %
12/18.5oz PET	Total	2	21	-19	-90.5 %
	LIPTON	2	21	-19	-90.5 %
6/4PK 16OZ GLS	Total	2	0	2	--
	SPRECHER SODA	2	0	2	--
8/15.2OZ BLDS	Total	1	0	1	--
	NAKED JUICE	1	0	1	--
ICE	Total	0	4	-4	-100.0 %
	MISCELLANEOUS	0	4	-4	-100.0 %
24 20OZ NCARB	Total	0	3	-3	-100.0 %
	LIPTON	0	3	-3	-100.0 %
12/15.2oz PET	Total	0	3	-3	-100.0 %
	OCEAN SPRAY	0	3	-3	-100.0 %
2/12PK CAN SPK	Total	0	5	-5	-100.0 %
	KLARBRUNN	0	5	-5	-100.0 %
4/6PK 20oz H2O	Total	0	513	-513	-100.0 %
	KLARBRUNN	0	513	-513	-100.0 %
6/4PK 11.2 ONE	Total	0	2	-2	-100.0 %
	O.N.E. COCONUT	0	2	-2	-100.0 %
24/16oz CANS	Total	0	1	-1	-100.0 %
	ROCK STAR	0	1	-1	-100.0 %
8/12oz BAG	Total	0	4	-4	-100.0 %
	WISPAK COFFEE	0	4	-4	-100.0 %
6/2# CAPPUCCIN	Total	0	5	-5	-100.0 %
	WISPAK COFFEE	0	5	-5	-100.0 %
8/2 LITER CSD	Total	-2	0	-2	--
	DOC	-2	0	-2	--

## 12 Months Comparison in Units Sold



	% Bus. TY	% Bus. LY	12
12/17oz H2O	25.7%	27.4%	-30.1%
24/100Z TROP	14%	1.5%	621.7%
2/12 .5L NONCA	7.9%	7.1%	-16.2%
24 200Z CSD	7.9%	6.1%	-3.9%
24/20oz H2O SH	7.4%	6.1%	-8.2%
12/12oz H2O	7.1%	7.7%	-31.7%
24/10oz PET	6.8%	12.8%	-60.2%
12/120Z KICKST	4.4%	7.8%	-57.8%
180/.375oz CRE	3.8%	2.5%	15.5%
42/2oz PACKETS	3.3%	2.1%	16.8%
4/6PK 12oz GAT	2.6%	2%	0%
2/12 12OZ ISO	2.3%	1.7%	-1%
24/700ML H2O	2.2%	2.9%	-44.6%
4/6PK 12oz CAN	1.4%	0.9%	18.8%
2/12PK 12oz CA	0.9%	0.8%	-12.1%
Other	2.2%	5.9%	-72.3%

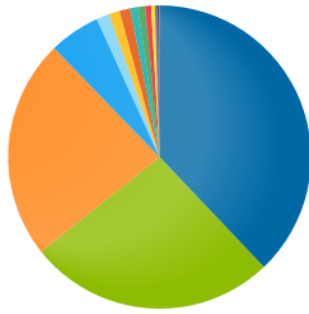
# Comparison

Chain: RKFD SCHOOLS

Retail Accounts: 19 selected

Package Sizes	Brand Families	12 Months 7/1/2017 thru 6/30/2018	12 Months 7/1/2016 thru 6/30/2017	Diff	Pct
		Units Sold	Units Sold	Units Sold	Units Sold
<b>Total</b>		<b>2,605</b>	<b>2,759</b>	<b>-154</b>	<b>-5.6 %</b>
<b>24 20OZ CSD</b>	<b>Total</b>	<b>988</b>	<b>1,076</b>	<b>-88</b>	<b>-8.2 %</b>
	PEPSI	499	523	-24	-4.6 %
	MTN DEW	291	344	-53	-15.4 %
	MIST	107	113	-6	-5.3 %
	MUG	49	38	11	28.9 %
	CRUSH	42	56	-14	-25.0 %
	DOC	0	2	-2	-100.0 %
<b>24/20oz ISO/H2</b>	<b>Total</b>	<b>687</b>	<b>795</b>	<b>-108</b>	<b>-13.6 %</b>
	GATORADE	687	795	-108	-13.6 %
<b>24/20oz H2O SH</b>	<b>Total</b>	<b>611</b>	<b>589</b>	<b>22</b>	<b>3.7 %</b>
	KLARBRUNN	611	586	25	4.3 %
	AQUAFINA	0	3	-3	-100.0 %
<b>24 20OZ NCARB</b>	<b>Total</b>	<b>142</b>	<b>160</b>	<b>-18</b>	<b>-11.3 %</b>
	LIPTON	142	160	-18	-11.3 %
<b>2/12PK 12oz CA</b>	<b>Total</b>	<b>36</b>	<b>81</b>	<b>-45</b>	<b>-55.6 %</b>
	MTN DEW	18	20	-2	-10.0 %
	PEPSI	18	40	-22	-55.0 %
	MIST	0	11	-11	-100.0 %
	MUG	0	10	-10	-100.0 %
<b>12/10oz PET</b>	<b>Total</b>	<b>30</b>	<b>0</b>	<b>30</b>	<b>--</b>
	HOGWASH	30	0	30	--
<b>12/12oz H2O</b>	<b>Total</b>	<b>30</b>	<b>37</b>	<b>-7</b>	<b>-18.9 %</b>
	KLARBRUNN	30	37	-7	-18.9 %
<b>4/6PK 12oz GAT</b>	<b>Total</b>	<b>21</b>	<b>0</b>	<b>21</b>	<b>--</b>
	GATORADE	21	0	21	--
<b>12/15.2oz PET</b>	<b>Total</b>	<b>20</b>	<b>0</b>	<b>20</b>	<b>--</b>
	OCEAN SPRAY	20	0	20	--
<b>2/12 12OZ ISO</b>	<b>Total</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>--</b>
	GATORADE	17	0	17	--
<b>12/17oz H2O</b>	<b>Total</b>	<b>10</b>	<b>15</b>	<b>-5</b>	<b>-33.3 %</b>
	KLARBRUNN	10	15	-5	-33.3 %
<b>2/12PK NON CAR</b>	<b>Total</b>	<b>7</b>	<b>0</b>	<b>7</b>	<b>--</b>
	LIPTON	7	0	7	--
<b>24/16oz CANS</b>	<b>Total</b>	<b>5</b>	<b>0</b>	<b>5</b>	<b>--</b>
	ROCK STAR	5	0	5	--
<b>12/18.5oz PET</b>	<b>Total</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>--</b>
	LIPTON	1	0	1	--
<b>4/6PK 12oz CAN</b>	<b>Total</b>	<b>0</b>	<b>6</b>	<b>-6</b>	<b>-100.0 %</b>
	MTN DEW	0	4	-4	-100.0 %
	PEPSI	0	2	-2	-100.0 %

## 12 Months Comparison in Units Sold



	% Bus. TY	% Bus. LY	12
24 20OZ CSD	37.9%	39%	-8.2%
24/20oz ISO/H2	26.4%	28.8%	13.6%
24/20oz H2O SH	23.5%	21.3%	3.7%
24 20OZ NCARB	5.5%	5.8%	11.2%
2/12PK 12oz CA	1.4%	2.9%	55.6%
12/10oz PET	1.2%	0%	100%
12/12oz H2O	1.2%	1.3%	18.9%
4/6PK 12oz GAT	0.8%	0%	100%
12/15.2oz PET	0.8%	0%	100%
2/12 12OZ ISO	0.7%	0%	100%
12/17oz H2O	0.4%	0.5%	33.3%
2/12PK NON CAR	0.3%	0%	100%
24/16oz CANS	0.2%	0%	100%
12/18.5oz PET	0%	0%	100%

# Comparison

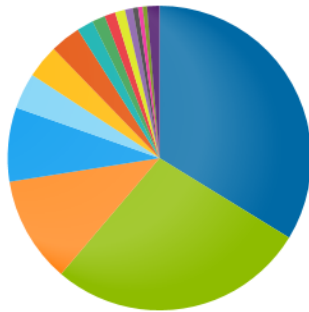
Chain: RKFD FS SCHO

Package Sizes	Brand Families	12 Months 7/1/2017 thru 6/30/2018	12 Months 7/1/2016 thru 6/30/2017	Diff	Pct
		Units Sold	Units Sold	Units Sold	Units Sold
<b>Total</b>		<b>4,978</b>	<b>6,138</b>	<b>-1,160</b>	<b>-18.9 %</b>
<b>24 200Z CSD</b>	<b>Total</b>	<b>1,680</b>	<b>2,516</b>	<b>-836</b>	<b>-33.2 %</b>
	PEPSI	1,000	1,473	-473	-32.1 %
	MTN DEW	482	747	-265	-35.5 %
	MIST	75	94	-19	-20.2 %
	DOC	63	97	-34	-35.1 %
	CRUSH	46	76	-30	-39.5 %
	MUG	14	29	-15	-51.7 %
<b>12/17oz H2O</b>	<b>Total</b>	<b>1,368</b>	<b>1,168</b>	<b>200</b>	<b>17.1 %</b>
	KLARBRUNN	1,368	1,168	200	17.1 %
<b>12/120Z KICKST</b>	<b>Total</b>	<b>562</b>	<b>527</b>	<b>35</b>	<b>6.6 %</b>
	MTN DEW	562	527	35	6.6 %
<b>24/20oz H2O SH</b>	<b>Total</b>	<b>391</b>	<b>527</b>	<b>-136</b>	<b>-25.8 %</b>
	KLARBRUNN	390	518	-128	-24.7 %
	AQUAFINA	1	9	-8	-88.9 %
<b>24/700ML H2O</b>	<b>Total</b>	<b>190</b>	<b>146</b>	<b>44</b>	<b>30.1 %</b>
	KLARBRUNN	190	146	44	30.1 %
<b>12/20oz H2O</b>	<b>Total</b>	<b>176</b>	<b>365</b>	<b>-189</b>	<b>-51.8 %</b>
	SOBE	176	365	-189	-51.8 %
<b>24/100Z TROP</b>	<b>Total</b>	<b>161</b>	<b>41</b>	<b>120</b>	<b>292.7 %</b>
	TROPICANA	161	41	120	292.7 %
<b>24 200Z NCARB</b>	<b>Total</b>	<b>88</b>	<b>171</b>	<b>-83</b>	<b>-48.5 %</b>
	LIPTON	88	171	-83	-48.5 %
<b>12/160Z KICKST</b>	<b>Total</b>	<b>69</b>	<b>4</b>	<b>65</b>	<b>1,625.0 %</b>
	MTN DEW	69	4	65	1,625.0 %
<b>12/120Z BUB CN</b>	<b>Total</b>	<b>58</b>	<b>14</b>	<b>44</b>	<b>314.3 %</b>
	KLARBRUNN	58	14	44	314.3 %
<b>12/15.2oz PET</b>	<b>Total</b>	<b>53</b>	<b>64</b>	<b>-11</b>	<b>-17.2 %</b>
	OCEAN SPRAY	53	64	-11	-17.2 %
<b>12/120Z PET TP</b>	<b>Total</b>	<b>41</b>	<b>66</b>	<b>-25</b>	<b>-37.9 %</b>
	TROPICANA	41	66	-25	-37.9 %
<b>8/100Z PET NJ</b>	<b>Total</b>	<b>28</b>	<b>30</b>	<b>-2</b>	<b>-6.7 %</b>
	NAKED JUICE	28	30	-2	-6.7 %
<b>12/13.7oz GLAS</b>	<b>Total</b>	<b>24</b>	<b>32</b>	<b>-8</b>	<b>-25.0 %</b>
	STARBUCKS	24	32	-8	-25.0 %
<b>24/20oz ISO/H2</b>	<b>Total</b>	<b>23</b>	<b>55</b>	<b>-32</b>	<b>-58.2 %</b>
	GATORADE	23	55	-32	-58.2 %
<b>24/10oz PET</b>	<b>Total</b>	<b>22</b>	<b>213</b>	<b>-191</b>	<b>-89.7 %</b>
	DOLE	22	213	-191	-89.7 %
<b>24 1/2LTR PROP</b>	<b>Total</b>	<b>22</b>	<b>25</b>	<b>-3</b>	<b>-12.0 %</b>
	GATORADE	22	25	-3	-12.0 %
<b>4/6PK 20oz H2O</b>	<b>Total</b>	<b>15</b>	<b>135</b>	<b>-120</b>	<b>-88.9 %</b>
	KLARBRUNN	15	135	-120	-88.9 %
<b>2/12 120Z ISO</b>	<b>Total</b>	<b>6</b>	<b>2</b>	<b>4</b>	<b>200.0 %</b>
	GATORADE	6	2	4	200.0 %
<b>12/150Z DBS CN</b>	<b>Total</b>	<b>1</b>	<b>4</b>	<b>-3</b>	<b>-75.0 %</b>
	STARBUCKS	1	4	-3	-75.0 %
<b>4/6PK 12oz CAN</b>	<b>Total</b>	<b>0</b>	<b>7</b>	<b>-7</b>	<b>-100.0 %</b>
	MTN DEW	0	3	-3	-100.0 %
	PEPSI	0	4	-4	-100.0 %



Package Sizes	Brand Families	12 Months 7/1/2017 thru 6/30/2018	12 Months 7/1/2016 thru 6/30/2017	Diff	Pct
		Units Sold	Units Sold	Units Sold	Units Sold
2/12PK 12oz CA	Total	0	4	-4	-100.0 %
	MIST	0	2	-2	-100.0 %
	PEPSI	0	2	-2	-100.0 %
4/6PK 12oz GAT	Total	0	2	-2	-100.0 %
	GATORADE	0	2	-2	-100.0 %
12/12OZ IZZE	Total	0	-1	1	-100.0 %
	IZZE	0	-1	1	-100.0 %
24/8.4OZ CN IZ	Total	0	19	-19	-100.0 %
	IZZE	0	19	-19	-100.0 %
12/16OZ AMP CN	Total	0	2	-2	-100.0 %
	MTN DEW AMP	0	2	-2	-100.0 %

### 12 Months Comparison in Units Sold



	% Bus. TY	% Bus. LY	12
24 20OZ CSD	33.7%	41%	-33.2%
12/17oz H2O	27.5%	19%	17.1%
12/12OZ KICKST	11.3%	8.6%	6.6%
24/20oz H2O SH	7.9%	8.6%	-25.8%
24/700ML H2O	3.8%	2.4%	30.1%
12/20oz H2O	3.5%	5.9%	-51.8%
24/10OZ TROP	3.2%	0.7%	292.7%
24 20OZ NCARB	1.8%	2.8%	-48.5%
12/16OZ KICKST	1.4%	0.1%	1625%
12/12OZ BUB CN	1.2%	0.2%	314.3%
12/15.2oz PET	1.1%	1%	-17.2%
12/12OZ PET TP	0.8%	1.1%	-37.9%
8/10OZ PET NJ	0.6%	0.5%	-6.7%
12/13.7oz GLAS	0.5%	0.5%	-25%
24/20oz ISO/H2	0.5%	0.9%	-58.2%
Other	1.3%	6.2%	-82.6%