



**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 24, 2018**

RE: **ADDENDUM NO. 6**

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.

The following documents are included in this addendum:

1. FY18 and FY17 Sales Volume Data – Full Service Vending Minus Elementary Schools

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 Full Service Vending minus elementary schools.

Please replace the Full Service Vending information from Addendum No. 5 with the information below.

Comparison

FULL SERVICE VENDING LESS ELEMENTARY

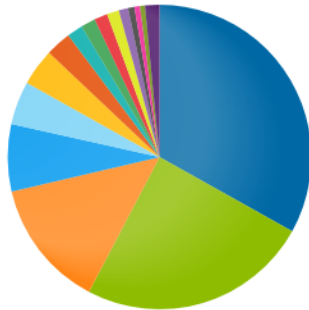
Chain: RKFD FS SCHO

Retail Accounts: 54 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		4,114	4,731	-617	-13.0 %
12/17oz H2O	Total	1,362	1,160	202	17.4 %
	KLARBRUNN	1,362	1,160	202	17.4 %
24 20OZ CSD	Total	1,012	1,467	-455	-31.0 %
	PEPSI	581	790	-209	-26.5 %
	MTN DEW	307	484	-177	-36.6 %
	MIST	48	56	-8	-14.3 %
	DOC	42	70	-28	-40.0 %
	CRUSH	29	53	-24	-45.3 %
	MUG	5	14	-9	-64.3 %
12/12OZ KICKST	Total	562	527	35	6.6 %
	MTN DEW	562	527	35	6.6 %
24/20oz H2O SH	Total	293	377	-84	-22.3 %
	KLARBRUNN	293	368	-75	-20.4 %
	AQUAFINA	0	9	-9	-100.0 %
24/700ML H2O	Total	190	146	44	30.1 %
	KLARBRUNN	190	146	44	30.1 %
24/10OZ TROP	Total	161	41	120	292.7 %
	TROPICANA	161	41	120	292.7 %
12/20oz H2O	Total	112	257	-145	-56.4 %
	SOBE	112	257	-145	-56.4 %
12/16OZ KICKST	Total	69	4	65	1,625.0 %
	MTN DEW	69	4	65	1,625.0 %
24 20OZ NCARB	Total	64	95	-31	-32.6 %
	LIPTON	64	95	-31	-32.6 %
12/12OZ BUB CN	Total	58	14	44	314.3 %
	KLARBRUNN	58	14	44	314.3 %
12/15.2oz PET	Total	53	64	-11	-17.2 %
	OCEAN SPRAY	53	64	-11	-17.2 %
12/12OZ PET TP	Total	41	66	-25	-37.9 %
	TROPICANA	41	66	-25	-37.9 %
8/10OZ PET NJ	Total	28	30	-2	-6.7 %
	NAKED JUICE	28	30	-2	-6.7 %
12/13.7oz GLAS	Total	24	32	-8	-25.0 %
	STARBUCKS	24	32	-8	-25.0 %
24/10oz PET	Total	22	213	-191	-89.7 %
	DOLE	22	213	-191	-89.7 %
24 1/2LTR PROP	Total	22	25	-3	-12.0 %
	GATORADE	22	25	-3	-12.0 %
24/20oz ISO/H2	Total	19	50	-31	-62.0 %
	GATORADE	19	50	-31	-62.0 %
4/6PK 20oz H2O	Total	15	135	-120	-88.9 %
	KLARBRUNN	15	135	-120	-88.9 %
2/12 12OZ ISO	Total	6	2	4	200.0 %
	GATORADE	6	2	4	200.0 %
12/15OZ DBS CN	Total	1	4	-3	-75.0 %
	STARBUCKS	1	4	-3	-75.0 %
4/6PK 12oz GAT	Total	0	2	-2	-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
	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
12/17oz H2O	33.1%	24.5%	17.4%
24 20OZ CSD	24.8%	31%	-31%
12/12OZ KICKST	13.7%	11.1%	6.6%
24/20oz H2O SH	7.1%	8%	-22.3%
24/700ML H2O	4.8%	3.1%	30.1%
24/10OZ TROP	3.9%	0.9%	292.7%
12/20oz H2O	2.7%	5.4%	-56.4%
12/16OZ KICKST	1.7%	0.1%	1625%
24 20OZ NCARB	1.6%	2%	-32.6%
12/12OZ BUB CN	1.4%	0.3%	314.3%
12/15.2oz PET	1.3%	1.4%	-17.2%
12/12OZ PET TP	1%	1.4%	-37.9%
8/10OZ PET NJ	0.7%	0.6%	-6.7%
12/13.7oz GLAS	0.6%	0.7%	-25%
24 1/2LTR PROP	0.5%	0.5%	-12%
Other	1.5%	8.5%	-84.4%