



Proposal for
City of Fort Collins
Bid #5743

Soft Drink Concessions, Epic and City Park Pool

Prepared for:

City of Fort Collins Purchasing Division
215 North Mason Street
Fort Collins, CO 80524
(970)416-2247

Prepared by:

Julie Veal (District Sales Mgr..)
Coca-Cola of Greeley
Rocky Mountain Division of CCE
1200 7th Avenue
Greeley, CO 80631
(970)352-1011

Proposal Deadline:

2:30pm - December 20, 2002

Section 1.0: Bid Requirements



Bid Proposal:

Specifications: Quantities are 2002 estimates for pricing purposes only. The ice tea, pink lemonade, and punch quantities are for pricing only. The exact product mix and order quantities will be determined by EPIC and City Park personnel and the vendor.

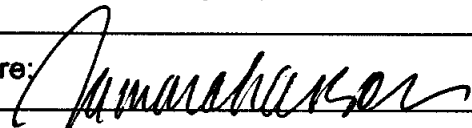
Qty.	Description	Price/ each	Price/ lot
150 boxes	5 gallon, bag in the box, soft drink syrup	\$ 40.57	\$ 6,085.50
20 cases	20 oz plastic bottles of soft drink	\$ 14.20	\$ 284.00
0 cases	Half-liter bottles of soft drink	\$ 14.20	\$ 0
100 cases	Half-liter bottles of water	\$ See 20oz. below	
100 cases	20 oz bottles of sport drink	\$ 14.20	\$ 1,420.00
100 cases	20oz bottles of water	10.00	1,000.00
1	5 gallon box, Pink Lemonade syrup	\$ 40.57	\$ 40.57
1	5 gallon box, Hawaiian Punch (or equivalent) syrup	\$ 40.57	\$ 40.57
Total			\$ 8,870.64

Pricing: The discounts reflected in the above prices must be applied in the same way to any product changes made over the term of the award.

Products and Services: Bidders shall provide, on a separate sheet, descriptions of products offered under this bid. Also on a separate sheet, list additional goods, services, and support related to this bid which will be offered at no charge to the City. Include a reasonable fair market value for these offered goods, services, and support.

Award: The bid will be awarded to the lowest responsive and responsible bidder, after taking into consideration the value of any additional goods, services, and support offered as part of the bid. The award will be for an initial term of one year. At the sole option of the City, the award may be renewed for additional one-year terms, not to exceed four (4) such one-year terms. Price, product, and service level changes shall be negotiated with and agreed to by both parties.

Any questions or inquiries regarding this bid should be directed to:
Ed Bonnette, C.P.M., Buyer, phone: 970-416-2247, fax: 970-221-6707, email: ebonnette@fcgov.com

Signature: 	Title: Sales Center Manager
Company: Greeley Coca-Cola	Date: December 20, 2002
Street: 1200 7th Avenue	Phone #: (970)352-1011
City: Greeley	Fax #: (970)352-8817
State/Zip: 80631	Email: Tlarson@na.cokecce.com

Section 2.0: Product Description



Coca-Cola Brand Carbonated Soft Drinks:



Coca-Cola offers more than just carbonated soft drinks:



Energy Teas



Energy Drink



Fruit Juices & Drinks



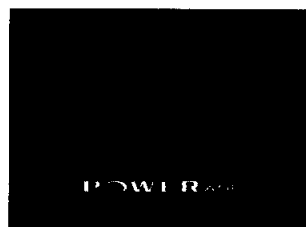
Flavored Teas



Water



Fruit Drinks



Sports Drinks



Iced Coffees

Section 3.0: Additional Support



Financial Support from Coca-Cola Fountain -

In order to support a customized marketing program at Epic and City Park Pool, Coca-Cola will offer the following program:

One-time Payment: \$1,500

- One time payment in the first year to be used at the discretion of interested parties

Merchandise Fund: \$200 per year

- Annual fund allocated strictly for the use of purchasing menu boards, cups, and all other merchandising items

Financial Support from Greeley Coca-Cola -

Annual Payment: \$1,000

- Annual payment each year to be used at the discretion of the City of Ft. Collins

Three Promotions Annually: \$1,000

- A minimum of three promotions will be executed each year, designed to increase sales and enthusiasm at these City facilities.

5 YEAR FINANCIAL COMMITMENT

\$12,500

Conclusion



Even as the world's largest Coca-Cola bottler, we remain a local company, committed to a decentralized operating philosophy.

Our employees have the responsibility and accountability for creating local approaches to build brand equity in order to deliver results for our shareowners.

In each city and town we serve, in the United States, Canada, and Europe, our employees work with our customers to build their businesses and to provide quality refreshment for our consumers each and every day. Our business lives close to home.

We are so pleased to have this opportunity to earn the business at the City of Fort Collins Epic Center and City Park Pool. If we have inadvertently missed anything in our response to Bid #5753, please do not hesitate to call us.

We sincerely look forward to hearing from you.

***We strive every day to achieve
the BEST RESULTS POSSIBLE
for our customers...
for our consumers...
for our communities...***

20 cases	20 oz plastic bottles of soft drink	\$	\$
0 cases	Half-liter bottles of soft drink <i>20oz water</i>	\$ 10.20	\$
100 cases	Half-liter bottles of water <i>1HR</i>	\$ 11.00 <i>ea</i>	\$ 110.00
100 cases	20 oz bottles of sport drink	\$ 15.50	\$ 155.00
1	5 gallon box, Pink Lemonade syrup	\$ 9.03 <i>per gallon</i>	48.15 <i>per 5 gallon</i>
1	5 gallon box, Hawaiian Punch (or equivalent) syrup <i>Fruitworks</i>	\$ 9.68 <i>per gal</i>	\$ 48.40
Total			\$ 1691.05

Pricing: The discounts reflected in the above prices must be applied in the same way to any product changes made over the term of the award.

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 Ed Bonnette, C.P.M., Buyer, phone: 970-416-2247, fax: 970-221-6707, email: ebonnette@fcgov.com

Signature: <i>Barbara Hofer</i>	Title: <i>On premises sales rep</i>
Company: <i>Pepsi-Cola</i>	Date: <i>12-17-02</i>
Street: <i>222 13th Ave</i>	Phone #: <i>970-378-2329</i>
City: <i>Greeley, CO</i>	Fax #: <i>303-893-9545</i>
State/Zip: <i>80631</i>	Email: <i>b.hofer@pepsi.com</i>

Bid Proposal:

Specifications: Quantities are 2002 estimates for pricing purposes only. The ice tea, pink lemonade, and punch quantities are for pricing only. The exact product mix and order quantities will be determined by EPIC and City Park personnel and the vendor.

Qty.	Description	Price/ each	Price/ lot
150 boxes	5 gallon, bag in the box, soft drink syrup	8.03 \$ 9.03 per gallon	CSD's DR. Peppers products

6, 022.50

310.00