

OHIO TURNPIKE COMMISSION

682 Prospect Street
Berea, Ohio 44017

**AGREEMENT TRV-9C
REQUEST FOR PROPOSALS FOR
FOOD, BEVERAGE AND LAUNDRY VENDING OPERATIONS
AT THE PORTAGE AND BRADY'S LEAP SERVICE PLAZAS**

ISSUE DATE:

January 7, 2010

INQUIRY END DATE:

5:00 p.m. (E S T.), January 22, 2010

OPENING DATE:

2:00 p.m. (E S.T.), February 1, 2010

**ANSWERS TO QUESTIONS RECEIVED THROUGH END OF INQUIRY
PERIOD JANUARY 22, 2010**

Q#1 We received the RFP #TRV-9C. We want to clarify what bonds need to be included in the proposal we will be submitting. Do we need to submit a performance bond for the amount of \$50,000? (Page 45, section iv.) Or is this something that is submitted once awarded the contract?

A#1 Evidence of the Responding Operator's ability to provide the required performance bond must be provided with the Proposal submission. The actual bond need only be submitted by the Selected Operator after the award of Agreement TRV-9C.

Q#2 Do we need to submit a Personal Bond in the amount of \$10,000 per employee? (Page 45, section v.) Or is this something that is submitted once awarded the contract?

A#2 Evidence of the Responding Operator's ability to provide the required personnel bond must be provided with the Proposal submission. The actual bond need only be submitted by the Selected Operator after the award of Agreement TRV-9C.

Q#3 Is there a Proposal Bond for this RFP?

A#3 Yes, a Proposal Bond or certified check in the amount of \$10,000 payable to the Ohio Turnpike Commission must be submitted with Responding Operators' Proposals. Please see PART 4(B) of the RFP at page 22. The Proposal Bond or certified check will be returned to all Respondents after an Agreement has been executed with the Selected Operator.

Q#4 How often are the machines being serviced currently?

A#4 Three (3) to four (4) days a week during off-peak season, including weekends, and four (4) to five (5) days a week from Memorial Day to Labor Day, including weekends.

Q#5 Are the machines being audited at the present time?

A#5 Meter readings are taken monthly with Commission staff. The vending machines must contain non re-settable counters that monitor all activities of the vending machines. Meter readings are recorded on a form acceptable to the Commission not less than monthly with a copy forwarded to the Commission with the monthly statement and fee. A representative of the Commission must be present at the monthly reading of the non re-settable counters. The Selected Operator must conduct month-end readings of the non re-settable counters with the Commission at convenient times for the Commission and the Selected Operator. The Commission must be notified prior to any machine or meter

being replaced or removed. A representative of the Commission must be present at the time of the change to record the reading of the non re-settable counter(s)

Q#6 What commission percentage are you currently receiving?

A#6 41 6% of vended items, and 50% for laundry machines

Q#7 Do we get reimbursed for the tolls?

A#7 No The Commission may at its discretion provide non-revenue privileges for vendor management who oversee and inspect the operations and/or have business with the Commission (See excerpt below from PART III, Section H).

H Deliveries. There is an access road located in the rear of each Service Plaza and a security gate whereby deliveries may enter the Service Plaza from the access road. This gate is to remain in the closed position at all times. The Selected Operator shall not permit employees to use the access gate for ingress and egress of personal vehicles. No truck or other vehicle delivering supplies to the Selected Operator shall be permitted to travel over the Turnpike unless proper toll is paid therefore.

It shall be the duty of the Selected Operator to at all times ensure that all vehicles admitted by the Operator through the back gate for purposes of delivery of supplies shall leave the Service Plaza by the same gate. Failure to control the use of the rear access gate shall be sufficient cause for the Commission to remove the Selected Operator's permission to maintain such access.

Q#8 On page 16 it states that the Selected Operator agrees that the prices of vended food, beverage and laundry items shall be no higher than five percent (5%) above the price of food, beverage and laundry items being vended at other locations not on the Turnpike. If you are requesting a minimum of 39% commission, how can our prices be no higher than 5% at other locations not on the Turnpike? At other locations the commission ranges from 0% to 18%. Upon completely our cost analysis we have found that your current vending company should be operating in negative cash flow. Please advise us of the current commission rates and if you are getting commission on every item that is vended in the machines.

A#8 See question 3 Yes, we receive rent on all items