



**OHIO TURNPIKE AND
INFRASTRUCTURE COMMISSION**

682 Prospect Street
Berea, Ohio 44017
(440) 971-2081

ADDENDUM NO. 1

**REQUEST FOR PROPOSALS TO PERFORM
VENDING OPERATIONS FOR FOOD, BEVERAGES AND LAUNDRY SERVICES
AT ALL FOURTEEN (14) OHIO TURNPIKE SERVICE PLAZAS
-AND-
FOOD AND/OR BEVERAGE VENDING SERVICES
AT FIFTEEN (15) EMPLOYEE OPERATIONS FACILITIES**

**ISSUED:
February 11, 2019**

**INQUIRY DEADLINE
5:00 p.m. (Eastern), on March 4, 2019**

**PROPOSAL SUBMISSION DEADLINE:
5:00 p.m. (Eastern), on March 11, 2019**

ATTENTION OF RESPONDENTS IS DIRECTED TO:

**ANSWERS TO QUESTIONS RECEIVED THROUGH
THE END OF THE INQUIRY PERIOD**

Issued by the Ohio Turnpike and Infrastructure Commission on March 5, 2019 through Mark R. Musson, Director of Contracts Administration.

A handwritten signature in blue ink, appearing to read "Mark R. Musson", written over a horizontal line.

Mark R. Musson

QUESTIONS RECEIVED THROUGH THE END OF THE INQUIRY PERIOD

Q#1 How are community recommendations communicated back to supplier?

A#1 The Commission can facilitate communication between employees and the vendor concerning requests for items at the operations facilities.

Vendors and Service Plaza customers are free to use whatever variety of methods they choose to communicate suggestions and comments. There are a variety of mediums including a 1-800 number, company website, the Commission website comment section or through plaza staff. All comments are forwarded to the vendor's Account Representative for follow up. While the Commission retains the discretion to approve product mix, the Commission does not generally dictate products or manage a company's business once a vendor is selected. However, the Commission must be advised of, and approve any changes in products, services or pricing after an agreement is awarded based on the proposal submitted.

Q#2 What is the current list of products that other service lines within the plaza can sell?

A#2 A list of the currently approved products at the Service Plazas is attached.

Q#3 Is contacting the 1-800 number the only process for machine maintenance and refunds?

A#3 The 1-800 number is used by the public to report issues or request refunds. Plaza staff may also report service issues directly to a vendor's local branch for expedited dispatch of technicians. The Commission has successfully partnered with the vendor in the past to establish a nominal refund "bank" at each location and for Plaza staff to issue refunds on behalf of the vendor, which generally occurs very infrequently. The refund bank is reconciled during each visit technicians are on site.

Q#4 What percentage of consumers utilize cash vs. credit?

A#4 This information is not reported, therefore unavailable. The current contracts and commissions are based on total volume of sales, not method of payment.

Q#5 What is the commission under the current Agreement(s)?

A#5 Concession fees ranges from; 41.0% to 45.1% for Food and Beverage Vending; and 50% to 70% for Laundry and Sundries Vending. The Commission does not currently receive a percentage of the revenue from the employee operations facilities.

Q#6 Does the Commission structure change for those that pay with credit card?

A#6 No. See the response to Q#4

Q#7 Is there two-tiered pricing based on payment method?

A#7 Not currently.

Q#8. What is the number 1 challenge for facilities with vending programs?

A#8 Respondents bidders should carefully examine the Statistical Data provided in Appendix III and consider traffic patterns, seasonal fluctuations in volume, number and type of concessions within the plazas, operating hours of concessions within the various plazas, pricing for comparative products within the plazas, space allocations for vending, logistics, staffing, marketing, maintenance, “healthy choices”, creative vending (e.g. pet products), improved or alternative vending options available to employees at the operations facilities, etc.

Q#9 Can you provide Appendix III in its excel format?

A#9 With this Q&A No. 1 the Commission provides the spreadsheets.

Q#10 Please provide the physical address for each building.

A#10 The facilities identified on page 4-5 of the RFP front the mainline of the Turnpike and many do not have physical street addresses. However, the following addresses or coordinates are provided to assist in identifying the location for each building:

SERVICE PLAZAS:

<u>Quick Ref.</u>	<u>West Bound</u>	<u>East Bound</u>	<u>City, Zip</u>	<u>MP</u>	<u>County</u>
SP-1 Street	Indian Meadow 21738 Co. Rd M-50	Tiffin River 21747 Co. Rd M	West Unity, 43570	20.8	Williams
SP-3 Street	Blue Heron 6164 CR-165	Wyandot 6410 CR-165	Genoa, 43430	76.9	Sandusky
SP-4 Street	Erie Islands 1012 N. Co. Road 260	Commodore Perry ¹ 888 N. Co. Rd 260	Clyde, 43410	100.0	Sandusky
SP-5 Street	Middle Ridge 46402 Middle Rdg Rd	Vermillion Valley 7998 Leavitt Road	Amherst, 44001	139.5	Lorain
SP-6 Street	Great Lakes 2000 Edgerton Road	Towpath 10037 Brdview Rd	Broadview Hts, 44147	170.1	Cuyahoga
SP-7 Street	Portage 9270 Limeridge Road	Brady’s Leap 9250 Limeridge Rd	Mantua, 44255	197.0	Portage

SP-8 Street	Mahoning Valley 3500 E. S. Range Rd.	Glacier Hills 12500 Beard Road	New Springfield, 44443	237.2	Mahoning
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EMPLOYEE OPERATIONS FACILITIES:

<u>Quick Ref.</u>	<u>Employee Count</u>	<u>MP</u>	<u>Street Address</u>	<u>City, Zip</u>	<u>County</u>
TP 2 ¹	18-FT / 17-PT	2.7	3720 Highway 20	Edon, 43518	Williams
TP 59 ²	13-FT / 6-PT	59.5	1599 S. Reynolds Rd.	Maumee, 43537	Lucas
TP 64 ²	14-FT / 10-PT	64.9	28820 Bates Road	Perrysburg, 43551	Wood
TP 71 ²	21-FT / 11-PT	71.7	3521 Twsp Highway 308	Perrysburg, 43551	Wood
TP 142 ²	11-FT / 10-PT	142.8	41°23'39.0"N 82°09'34.3"W	Elyria, 44035	Lorain
TP145 ²	14-FT / 10-PT	145.5	41°23'22.0"N 82°06'44.6"W	Elyria, 44035	Lorain
Admin. Bldg.	89-FT	159.4	682 Prospect Street	Berea, 44017	Cuyahoga
Tech. Bldg.	27-FT	159.4	682 Prospect Street	Berea, 44017	Cuyahoga
TP161 ²	16-FT / 11-PT	161.8	41°20'10.6"N 81°49'08.8"W	Strongsville, 44136	Cuyahoga
TP173 ²	16-FT / 12-PT	173.2	41°16'13.9"N 81°37'37.4"W	Richfield, 44286	Summit
Boston Maint.	32-FT	173.9	3245 Boston Mills Rd	Richfield, 44286	Summit
TP187 ²	12-FT / 11-PT	187.2	41°15'15.4"N 81°21'54.4"W	Streetsboro, 44241	Portage
TP 232 ²	7-FT / 4-PT	232.9	9362 Painsville Ravenna	North Lima, 44452	Mahoning
TP 234 ²	3-FT / 1-PT	234.1	699 County Road 28	Youngstown, 44514	Mahoning
TP 239 ²	18-FT / 17-PT	239.1	40°55'27.0"N 80°33'25.3"W	Petersburg, 44454	Mahoning

¹ Employee counts at Toll Plaza locations are over 3 shifts because TPs are staffed 24 hours per day.

SERVICE PLAZAS: APPROVED PRODUCT LIST

VENDING	
Menu Item Description	Size
CAN POP	12 oz.
DOLE BOTTLED JUICES	16 oz
POWERADE SPORT DRINK	20 oz
BOTTLED POP & WATER	20 oz
HERRS Sourdough Bite Size Pretzels	
FRITO LAY Crunchy Cheetos LSS	2.13 oz
FRITO LAY Doritos Nacho Cheese LSS	1.75 oz
FRITO LAY Fritos Chili Cheese Corn Chips LSS	2.25 oz
FRITO LAY Fritos Corn Chips LSS	2.25 oz
FRITO LAY Lays Regular Potato Chips LSS	1.50 oz
FRITO LAY O'Keely's Cheddar & Bacon Potato Crisps LSS	1.50 oz
FRITO LAY Ruffles Cheddar & Sour Cream Chips LSS	1.50 oz
FRITO LAY Sun Chips French Onion LSS	1.50 oz
GENERAL MILLS Chex Mix Cheddar LSS	1.75 oz
GENERAL MILLS Chex Mix Swt & Salty Honey Nut LSS	1.75 oz
KEEBLER Cheez-It LSS	2.00 oz
KEEBLER Zoo Animal Crackers LSS	2.13 oz
M & M MARS M&M's Bite Size Cookies LSS	1.80 oz
ROLD GOLD Honey Wheat Twists Pretzels LSS	2.00 oz
SHEARER'S Mesquite Kettle Potato Chips LSS	1.75 oz
SNYDER OF BERLIN Sea Salt & Malt Vinegar Ktl Chips LSS	1.50 oz
SNYDER'S OF HANOVER Mini Pretzels LSS	2.25 oz
<u>CANDY & COOKIES</u>	
FARLEY'S Mixed Fruit Snacks	1.50 oz
GENERAL MILLS Oats 'N Honey Granola Bars	1.50 oz
GENERAL MILLS Sweet 'N Salty Granola Bar	1.20 oz
HERITAGE Sugar Free Vanilla Wafers	1.75 oz
JUST BORN CHEW-ETS Milk Chocolatey Peanut Chews	1.76 oz
JUST BORN Hot Tamales	2.12 oz
JUST BORN Mike and Ike Original Fruits	2.12 oz
KAR NUT Salted Peanuts	2.00 oz
KAR NUT Sweet 'N Salty Mix	2.00 oz
KAR NUT Yogurt Apple Nut Mix	1.50 oz

KELLOGG'S/KEEBLER Famous Amos Choc Sandwich Cks	2.20 oz
M & M MARS 3 Musketeers	2.13 oz
M & M MARS M & M's Milk Chocolate	1.69 oz
M & M MARS M & M's Peanut	1.74 oz
M & M MARS M & M's Peanut Butter	1.63 oz
M & M MARS Milky Way	2.05 oz
M & M MARS Snickers	2.07 oz
M & M MARS Twix Caramel	2.00 oz
NABISCO Snackwell's Vanilla Creme Cookies	1.70 oz
NESTLE Baby Ruth Bar	2.10 oz
NESTLE Butterfinger	2.10 oz
NESTLE Wonka Chewy Runts	1.85 oz
PEARSON'S Salted Nut Roll	1.98 oz
TRAIL'S BEST Double Salami Sticks	1.125 oz
TRAIL'S BEST Twin Teriyaki Sticks	1.125 oz
Reeses PB Cups - Large Size	
Kit Kat - Large Size	
Whatchamacallit - Large Size	
Payday - Large Size	
<u>CRACKERS</u>	
KEEBLER/AUSTIN Cheese Crackers w/Peanut Butter	1.38 oz
KEEBLER/AUSTIN Toasty Crackers w/Peanut Butter	1.38 oz
KEEBLER/AUSTIN Wheat Crackers w/ Cheddar Cheese	1.38 oz
<u>MINTS</u>	
BREATH SAVERS Sugar Free Peppermint Mints	.75 oz
LIFESAVERS Wint-O-Green Mints	.72 oz
LIFESAVERS Five Flavor Mints	.90 oz
<u>GUM</u>	
HERSHEY'S Carefree Sugar Free Bubble Gum	6 stick
HERSHEY'S Ice Breakers Gum	6 stick
WRIGLEY'S Big Red Cinnamon Gum	5 stick
WRIGLEY'S Juicy Fruit Gum	5 stick
WRIGLEY'S Winterfresh Gum	5 stick
<u>PASTRY</u>	
<u>AVI - HOMEMADE</u>	
Apple Turnover	3.5 oz
Blueberry Turnover	3.5 oz
Cherry Turnover	3.5 oz
Lemon Turnover	3.5 oz
Campfire Cookies	3.25 oz

Candy Cookies	3.25 oz
Chocolate Chip Cookies	3.25 oz
Chocolate Chip Oatmeal Cookies	3.25 oz
Chocolate Chip Walnut Cookies	3.25 oz
Chocolate Chocolate Chip Cookies	3.25 oz
Chocolate Pretzel Cookies	3.25 oz
Cinnamon Walnut	
Oatmeal Raisin Cookies	3.25 oz
Golden Raisin Oatmeal Delight Cookies	3.25 oz
Oatmeal Raisin Cookies	3.25 oz
Peanut Butter Cup Cookies	3.25 oz
Peanut Butter Chip Cookies	3.25 oz
Reese's Peanut Butter	
Chocolate Chip Cookies	3.25 oz
Triple Chocolate Cookies	3.25 oz
Vanilla Chip Cookies	3.25 oz
<i>HOLIDAY COOKIES</i>	3.25 oz
<u>KELLOGG'S</u>	
Pop-Tarts Chocolate Chip	3.67 oz
Pop-Tarts Frosted Brown Sugar Cinnamon	3.52 oz
Pop-Tarts Frosted Strawberry	3.67 oz
Olde New England Brownies	3.25 oz
<u>CLOVERHILL</u>	
Big Bear Claw	4.0 oz
Big Texas Cinnamon Roll	4.0 oz
Butterhorn Swirl	4.0 oz
Caramel Swirl	3.75 oz
Cheese Danish	4.0 oz
Chocolate Glazed Donut Holes	3.5 oz
Cinnamon Coffee Cake	4.0 oz
Glazed Donut Holes	3.5 oz
Jumbo Blueberry Donut	4.5 oz
Jumbo Glazed Donut	4.5 oz
Jumbo Glazed Honey Bun	4.75 oz
Strawberry Cheese Bear Claw	4.0 oz
<u>PASTRY</u>	
<u>DOLLY MADISON</u>	
Chocolate Zingers	4.0 oz
Crunch Gem Donuts	4.0 oz
Dunkin Stix	4.0 oz
Raspberry Zingers	4.25 oz

<u>HOSTESS/Premium pastry</u>	
Apple Pie	4.5 oz
Mini Banana Nut Muffins	2.0 oz
Blueberry Pie	4.5 oz
Cherry Pie	4.5 oz
Mini Chocolate Chip Muffins	2.0 oz
Chocolate Cupcakes	3.5 oz
Chocolate Gem Donuts	3.0 oz
Ding Dongs	2.5 oz
Ho Ho's	3.0 oz
Lemon Pie	4.5 oz
Powdered Gem Donuts	3.0 oz
Suzy Q's	4.1 oz
Twinkies	3.0 oz
Golden Cupcakes	3.8 oz
Orange Cupcakes	3.75 oz
Snoballs	3.5 oz
Mini Doughnuts	
<u>LITTLE DEBBIE</u>	
Nutty Bars	3.0 oz
Oatmeal Pie	3.8 oz
Swiss Rolls	3.4 oz
Zebra Cakes	3.0 oz
Powdered Donuts	2.81 oz
<u>EXPANDER PRODUCTS</u>	
Hershey Kit Kat	5.0 oz
Hershey Strawberry Twizzlers	6.0 oz
Mars M&M Peanuts	5.3 oz
Hershey Reese's Miniature Peanut Butter Cups	5.3 oz
Hershey Reese's Pieces	7.4 oz
Mars Snickers Miniatures	4.4 oz
Mars Starburst Original	6.75 oz
Pringles Original, Sour Cream & Onion	1.75 oz
Swedish Fish and Sour Patch Kids	5.0 oz
Trail's Best Beef Jerky Original	2.0 oz
Trail's Best Beef Jerky Peppered	2.0 oz
<u>SPECIALTY BEV</u>	
CAN JUICE	12 oz
16 oz LIPTON ICED TEAS	16 oz.
8.4 oz MOUNTAIN DEW AMP	8.4 oz
20 oz POWERADE SPORT DRINK	20 oz.

20 oz SOBE FLAVORS	20 oz.
GREEN/FLAVORED TEAS	
FLAVORED WATER (Vitamin)	16 oz.
16 oz Sobe No Fear	16 oz.
GOLD PEAK Iced Tea	
Minute Maid	15.2 oz.
AMP	
Frappucino	
Monster	
LAUNDRY/SUNDRIES	
Washer	
Dryer	
Sundries	
Soap/Shampoo	
Towel	