

QUESTIONS TO RFP 1005

Question:

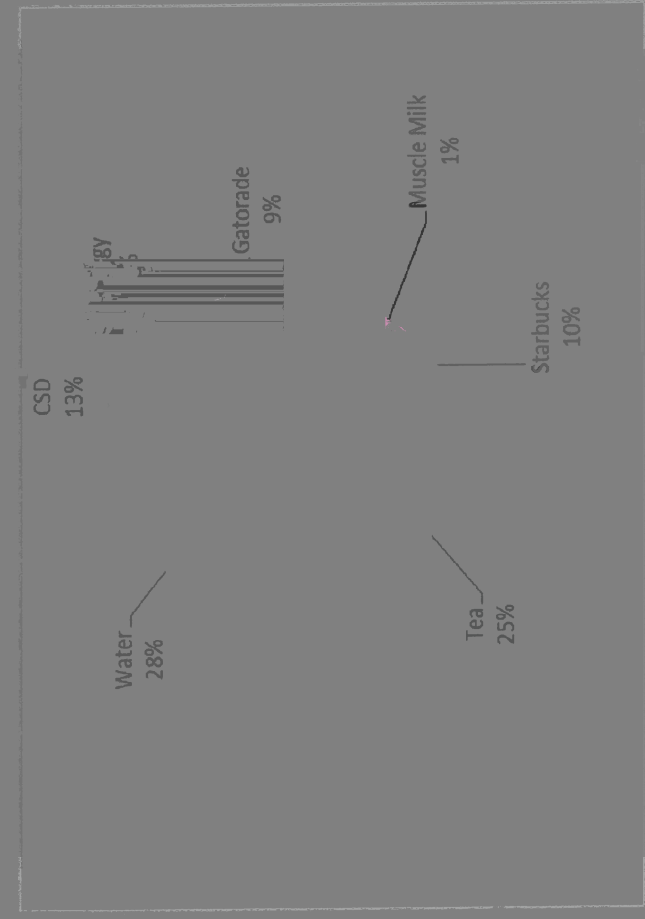
1. **2016 Volume information, would you be able to provide a breakdown of volume by Vending machines and volume by the cafeteria (Cases/Gallons).**

IVC Response:

See Attached - Chips & Salsa Volume and Categgetting for each case/gallon purchased.

IVC Response:

Yes, we are getting \$1.00 rebate per 24 pack cases on all bottle and can cases; and \$0.50



A/O	Units	Revenue	Volume	Change	% Change
CSD	1,359	(24)	(66)	-100%	0%
Energy	236	(17)	(24)	-2%	13%
Enhanced Water	20	(25)	(17)	-7%	2%
Gatorade	955	(115)	(25)	-3%	9%
Juice	979	6	(115)	-11%	9%
Kicks	156	20	6	4%	1%
Muscle Milk	51	(4)	20	65%	0%
O.N.E	94	(30)	(4)	-4%	1%
Starbucks	1,111	(132)	(30)	-3%	10%
Tea	2,693	172	(132)	-5%	25%
Water	2,963	65	172	6%	28%
B&C			65		0.7
Four			-260		-22.8

1,273	1,292	(19)
9,344	9,510	(176)

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