

RESOLUTION NO. 016 (2023/2024)

A RESOLUTION APPROVING VENDING SERVICE AGREEMENT FOR FIELD HOUSE

WHEREAS the City of Nevada, Iowa, desires to enter into an agreement with PBS Vending, Inc; and

WHEREAS Nevada Parks & Recreation Department desires to offer vending services at the Field House; and

WHEREAS PBS Vending, Inc. is able to provide the needed vending service; and

WHEREAS the City has provided a resolution declaring intent to enter into said agreement; and

WHEREAS this agreement shall terminate two (2) years from the effective date. Thereafter, will be automatically renewable for one year periods unless notice in writing is tendered between ninety (90) and thirty (30) days prior to the expiration of the agreement or any subsequent renewal thereto; and

NOW, THEREFORE, BE IT RESOLVED, by the City Council of the City of Nevada, Iowa, does hereby approve the Vending Services Agreement with PBS Vending, Inc. for snack/drink offerings at the Fieldhouse. The City Clerk is hereby authorized and directed to execute said Agreement on behalf of the City and to take any other action necessary to effectuate this Agreement.

Passed and approved this 25th day of September 25, 2023.

Brett Barker, Mayor

ATTEST:

Kerin Wright, City Clerk

Date: September 25, 2023

COUNCIL ACTION FORM

Agenda Item: Field House Vending

History:

As the Field House nears completion, we are hoping to finalize vending services for snack and drink offerings. We did not design a specific concession area in the Field House as we felt we would utilize food trucks for larger events and also set up additional concessions if activities/events warranted. Our goal is to limit food and drink to non-athletic surfaces (lobby, social, and multi-purpose areas) with the exception of water bottles with screw top lids as allowable on the courts and turf.

Through the process of soliciting full service vending companies and researching the purchase of vending machines for self-service, we found that the most effective use of staff time and resources would be contracting with a full-service vending company. Several companies were contacted, and we were referred many times to two primary vending companies in the area, PBS Vending and Canteen.

In meeting with PBS Vending and Canteen, they both provided similar services. Drink and snack machines (at no cost to the City), credit card as a form of payment, stocking the machine as necessary (this is all monitored remotely), a variety of options from various drink companies (Coke, Pepsi, Mid-Continent, etc.) and commission of sales. Both provided similar vending prices to the consumer however, PBS Vending offered 25% on net commission whereas, Canteen offered 12% commission if sales exceed \$1,000 monthly or 6% if they are below \$1,000 monthly.

After review of the commission information provided by both PBS Vending and Canteen, staff asked PBS Vending for an agreement for review and consideration. Please see attached Vending Services Agreement that has been reviewed by Erin Clanton, along with equipment information, etc.

Options:

1. Accept the Vending Services Agreement from PBS Vending.
2. Move toward self-service vending and research equipment purchase, food and drink options, credit card services, etc.
3. Do nothing at this time.

Staff Recommendation:

Park Board and Staff recommend Option #1: Accept the Vending Services Agreement from PBS Vending.

Questions, please feel free to contact me at 382-4352 (office) or by email at thansen@cityofnevadaiaowa.org.

VENDING SERVICE AGREEMENT

THIS AGREEMENT is made the 25th day of September, 2023

by and between Nevada Parks and Recreation Department (location)

and PBS Vending, Inc (vendor.)

WHEREAS, Location desires quality vending service for its employees and customers.

WHEREAS, Vendor has the capacity and the knowledge to provide said service.

NOW, THEREFORE, both parties agree as follows:

1. Location agrees to allow Vendor to exclusively provide cold food, soda and snack vending machines upon location's business premises subject to the terms and conditions of this agreement.
2. The term of this agreement shall commence on _____, 2023, and shall continue until _____, 2025. Following the expiration of the term, the agreement will be automatically renewable for additional one year periods unless notice in writing is tendered between ninety (90) and thirty (30) days prior to the expiration of the agreement or any subsequent renewal thereto.
3. Vendor shall be responsible for installing and maintaining vending equipment which reasonably meets the locations needs. Vendor shall remain the sole owner of all such equipment. Location shall provide all utilities including necessary water and electrical lines. Location shall also dedicate appropriate space for vendor's equipment which is designed to maximize access to the units by both their users and by employees or agents of Vendor who service the units. Both parties hereto shall be responsible for loss or damage to their respective property.
4. This agreement is assignable by either party.
5. Vendor agrees to provide weekly service of 2-3 times.
6. Vendor agrees to not raise prices until January 2025 and communicate increases with location management.
7. Location agrees to pay 25% net commission on a monthly/quarterly basis.
8. Location will have input regarding product selection per request.
9. Vendor will indemnify and hold the location harmless from any and all suits, actions, claims, demands, losses, costs, damages, liabilities, fines, expenses and penalties arising out of; A) its breach of any term or condition of this Agreement; B) product liability suits resulting from the use or consumption of the products; and/or C) the negligence or willful misconduct of the Vendor.

(Location Signature)

(Vendor Signature)

PBS Vending, Inc
Customized Vending Applications

Todd Wiggins - General Manager
Steve Clougherty - Marketing Manager
1985 94th St. NW Suite B
Clive, IA 50325
651 278-3503

July 28th, 2023

Nevada Parks and Recreation Department
815 15th St.
Nevada, IA 50201
515 382-4352

RE: Vending Services Proposal

Thank you Sarah, Tim and Rhonda for meeting with me and taking the time to go over your rec centers vending refreshment needs. The information you shared has been very useful in helping us find the best combination of equipment and services available for your new fieldhouse facility. To best service your needs, we recommend the following:

Chill Beverage Center:

This machine has an attractive see-through front. This large capacity machine vends a variety of beverages. Varieties include Coke, Pepsi, sports drinks, water, or 100% juice all in the same machine. It vends snacks, chips and pastry items. It is equipped with a dollar bill acceptor and credit card reader.

BC-10, 10-Select Cold Drink Machine:

This machine has an attractive, lighted-picture front. This large capacity machine vends ten selections of 12oz, 20oz, and 24oz beverages. Varieties include Coke, Pepsi, A&W, sports drinks, water, or 100% juice all in the same machine. It is equipped with a dollar bill acceptor and credit card reader.

HR-23,23-Select Glassfront Merchandiser:

This regular capacity machine vends a wide variety of items such as gum, chips, microwave popcorn, candy, pastries, etc. This machine is furnished with a dollar bill acceptor.

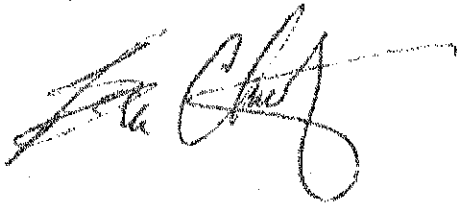
The pricing is as follows:

Chips	1.75
Candy	2.00
Pastries	1.75
Cookies	1.50
Bottled Pop 16.9 oz	2.00
100% Juice	1.75
Gatorade	2.00
Cold Food-Optional	1.00-3.75
Keurig K-Cups	1.00

25% net commission to be paid on a monthly or quarterly basis.

Our objectives are to provide all desired services on a cost effective basis. While we provide equipment and products for use by your employees, services is our most important issue and that is our focus. We observe, listen, and respond to your needs and requests, rapidly and precisely. We will make all the necessary adjustments immediately. One call to our office solves the problem. We do, however, suggest a *consistent contact* person and as a result, we are better able to serve you.

Thanks again for your time and the opportunity to offer you our services. *PBS Vending, Inc* is excited about the prospect of providing our services to your new fieldhouse facility and we will do everything possible to earn and keep your business. If you have any questions whatsoever, please call me at 651 278-3503

A handwritten signature in black ink, appearing to read "Eric Chis", written over a horizontal line.



PBS Vending, Inc

Steve Clagherty
Marketing Manager

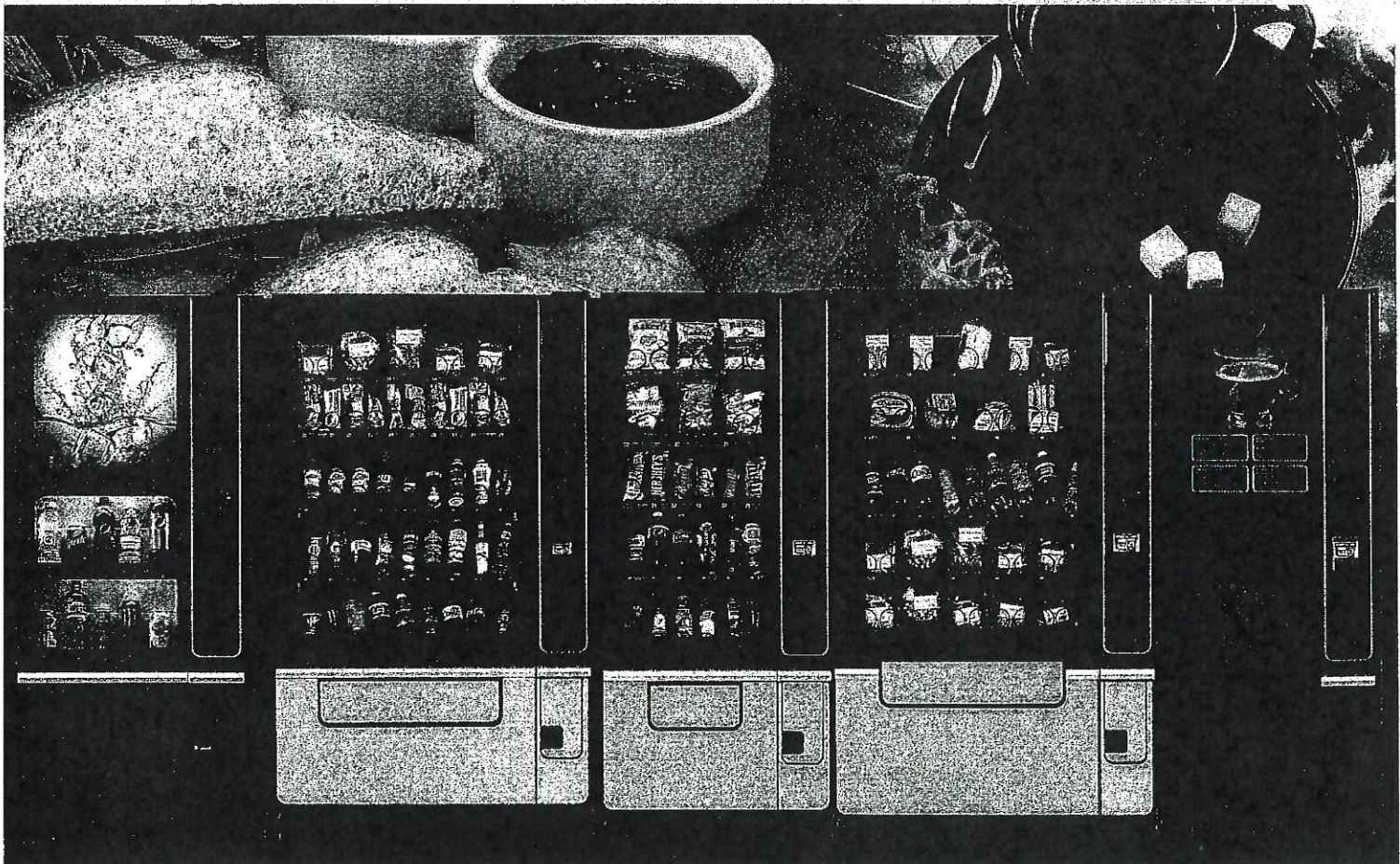
1985 94th St. NW
Clive, IA 50325

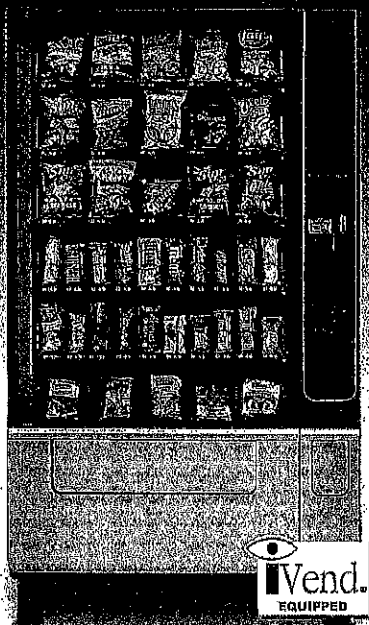
Mobile: (651) 278-3503

Email: steveclagherty@men.com



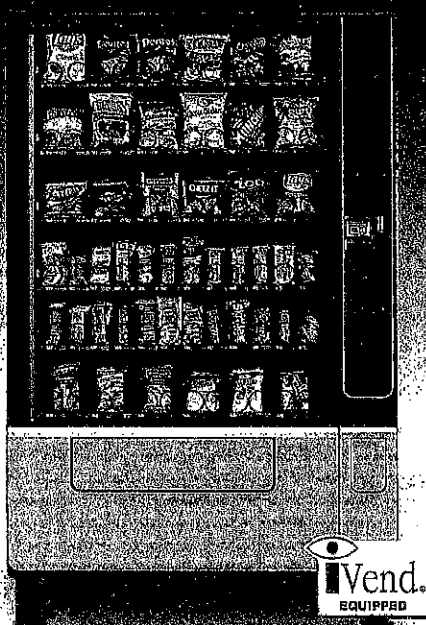
New Vending Solutions





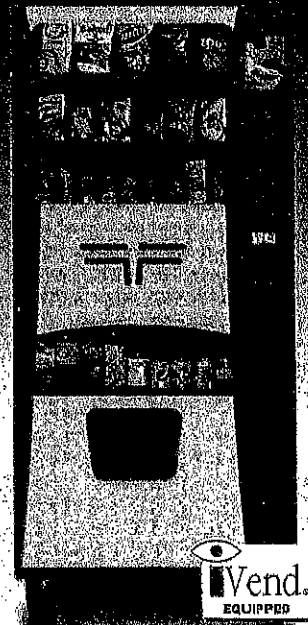
**VendRev S40
Snack Merchandiser**

72" x 41" W x 36.2" D
 *Ship Weight 584 lbs
 Up to 85 Selections, 528 Item Capacity
 (210 Snack-Pastry/318 Candy)
 Card reader available.



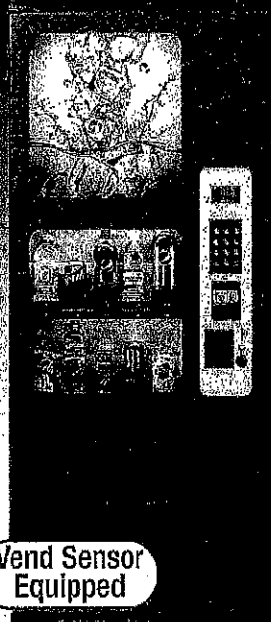
**VendRev S52
Snack Merchandiser**

72" x 46" W x 36.2" D
 *Ship Weight 626 lbs
 Up to 71 Selections, 633 Item Capacity (8 Flex Steel Trays)
 (252 Snack-Pastry/381 Candy)
 Up to 83 Items, 773 Item Capacity (7 Flex Steel Trays)
 (286 Snack-Pastry/477 Candy)
 Card reader available.



TKO 2 Combo

For under 50 customers.
Snack & Beverage
 74.5" x 34.5" W x 31.25" D,
 *Ship Weight 621 lbs
 29 Selections
 Capacity: 217 Snack / 139 Beverage



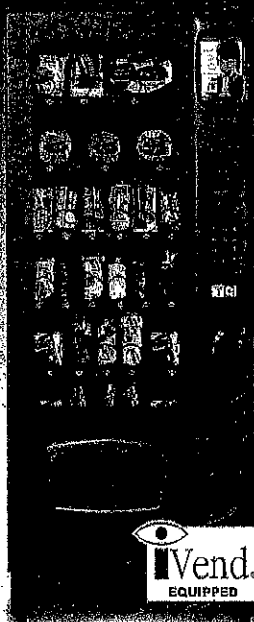
**Vend Sensor
Equipped**



**VendRev BC10
Bottle & Can Vendor**

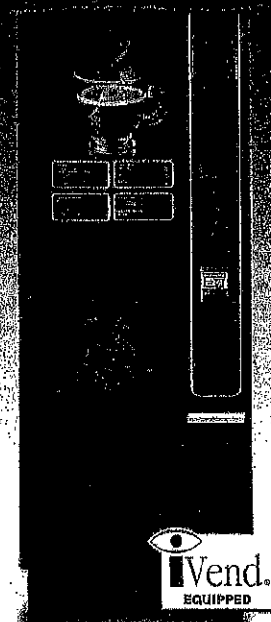
72" x 31.75" W x 36.125" D
 *Ship Weight 671 lbs, 10 selections
 Capacity: 500-12oz cans / 240-20 oz
 bottles or combination of cans and bottles
 Standard vend sizes in ounces:
 12, 18.9, 20 & 24
 Optional kit needed for
 250ml Energy Drink cans.

*Outdoors &
later*



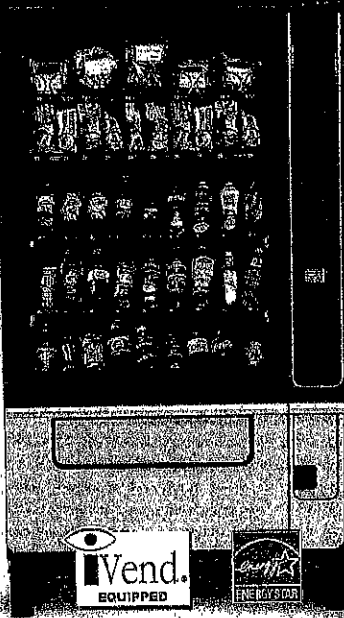
**MPZ Frozen
Black Diamond Series**

Frozen Food
 72" x 29.5" W x 38" D,
 *Ship Weight 660 lbs
 Selections: 28 Frozen
 Capacity: 320 Items
 Vends frozen foods & desserts,
 ** Available in dual-zone
 (Frozen/Refrigerated Configuration)

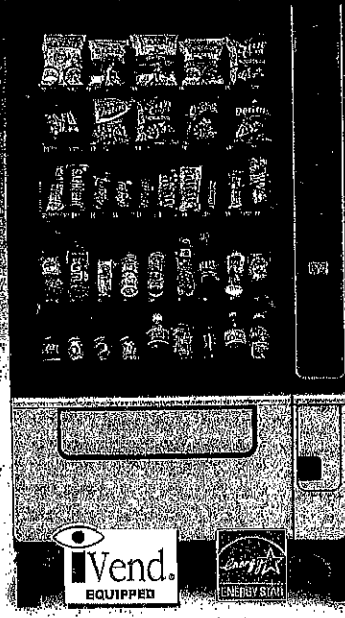


**VendRev
Coffee Vending Machine
Hot Beverage
Merchandiser**

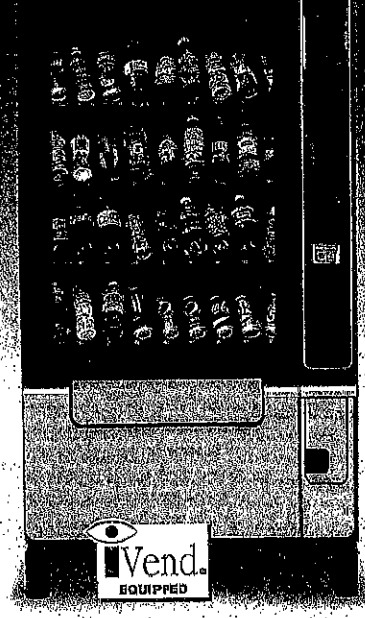
72" x 28" W x 28" D,
 *Ship Weight 361 lbs
 11 Major selections and up to 84
 different combinations,
 487-7oz Cups or 384-12oz Cups



✦ VendRevv 42 Select
Chill Center
Glass Front Can, Bottle & Food
 72" x 41.2"W x 38"D,
 *Ship Weight 811 lbs
 42 Selections
 Capacity: 280 Items
 (118 Food & 162 Drinks)
 Card reader available



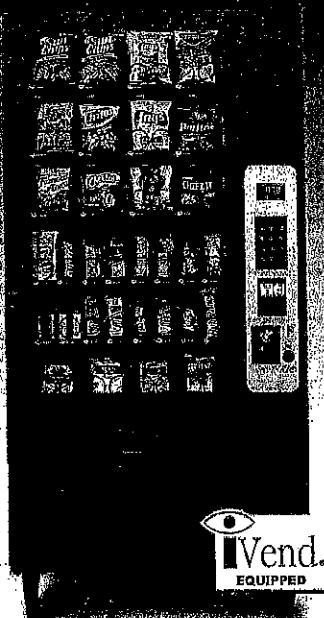
VendRevv 38 Select
Chill Center
Glass Front Can, Bottle & Snack
 72" x 41.2"W x 38"D,
 *Ship Weight 811 lbs
 38 Selections
 Capacity: 376 Items
 (100 snacks, 168 Candy & 108 Drinks)
 Card reader available



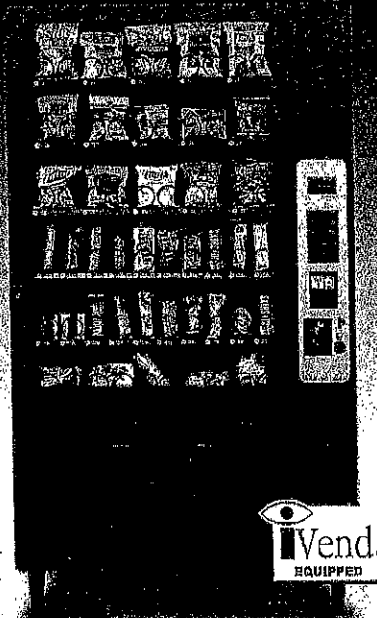
VendRevv 36 Select
Elevator Chill Center
Glass Front Can and
Bottle Beverages
 72" x 41.2"W x 38"D,
 *Ship Weight 831 lbs
 36 Selections
 Capacity: 216 Beverages
 Card reader available



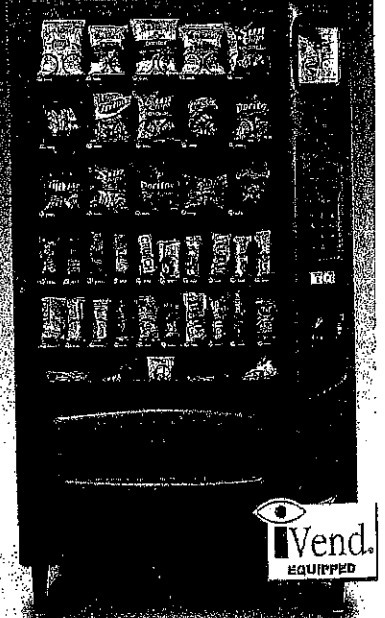
✦ 23 Select
Snack Merchandiser
 72" x 29.8"W x 34.75"D,
 *Ship Weight 491 lbs
 23 selections, 354 item capacity
 Card reader available.



32 Select
Snack Merchandiser
 72" x 35.2"W x 34.75"D
 *Ship Weight 481 lbs
 32 selections, 474 item capacity
 Card reader available.



40 Select
Snack Merchandiser
 72" x 41.1"W x 34.75"D
 *Ship Weight 516 lbs
 40 selections, 630 item capacity
 Card reader available.



40 Select
Black Diamond
Snack Merchandiser
 72" x 41.1"W x 34.75"D
 *Ship Weight 516 lbs
 40 selections, 630 item capacity
 Card reader available.

*Weights may vary based on configurations and options.

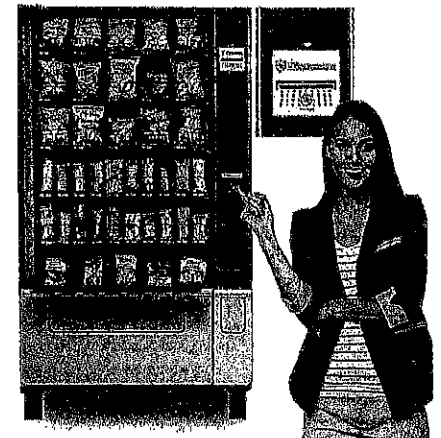


Large Product Selection Including Heathier For You Favorites

Equipment vends all favorite name brand packaged healthier for you snacks, cold beverages, dairy products, packaged meals and more!



UVend Technology
UVC LIGHT SANITIZATION



iVend

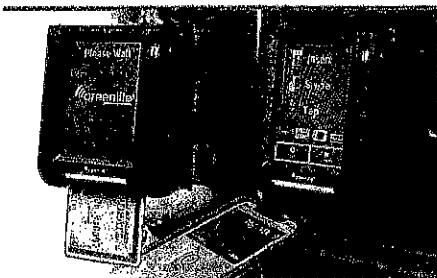
Delivery Sensor Technology!

Ensuring Product Delivery. Available on many of our machines.

Our iVend® technology ensures consistent vend and refund performance. The system guarantees that the selected item is delivered to the customer or their money is returned.



greenlite



Accept Credit/Debit Cards & Mobile Payments With Optional Readers.

Never miss a sale because your machine didn't accept what your customer had in their pocket. Our equipment comes standard with premium electronic dollar bill and coin acceptors and can be equipped with credit/debit card and mobile payment readers.

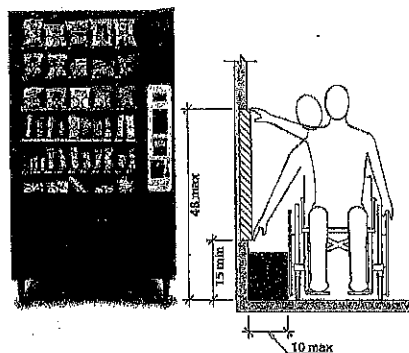
Workplace safety has never been more important than it is today. For location managers, this means implementing safer ways to provide their employees with the convenience of on-site food and beverages.

Patent-pending UVend Technology makes the high-touch surfaces of vending machines safer by quickly killing (inactivating) some of the most common viruses and bacteria*.

ADA Compliant Options

Snack and food vending machines can be optioned with delivery box that deliver products at the new American's With Disabilities Act mandated 15" height from the floor.

Ask for details on your model.



Made In The USA

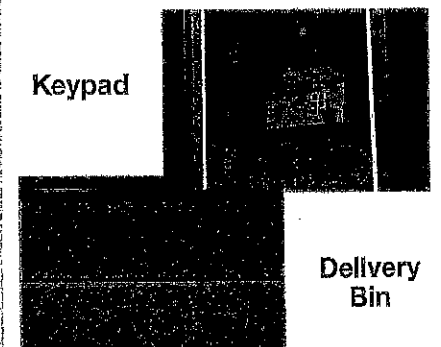


No other equipment in the industry matches the durability, longevity and profitability our equipment provides its owners. Over 85 years of vending engineering and manufacturing experience are behind the development of each piece of equipment.

Our Machines Offer:

- Rugged Steel Construction
- Fully Convertible Trays*
- Fast & Easy Restocking
- Bill & Coin Acceptors
- Credit Card Reader Option
- Digital Read Outs
- Large Product Display Windows
- Individual Pricing
- Durable Powder-Coat Paint

Keypad



Delivery Bin

*Disclaimer: Federal Machine automated dispensing equipment with the UVend Technology UVend UVC (UVC) system directs UVC light onto the keypad and delivery door surfaces when the machine is in use, killing or inactivating bacteria, viruses and other contaminants that might otherwise be passed on to the user of the machine through these high-touch surfaces. When used properly, UVC light is proven, safe, and effective sanitization method. For more information about the proper use and effectiveness of UVC light as a sanitization method, please visit FederalMachine.com/uvend-disclaimer.



canteen

Bringing Break Time to Everyone

A Customized Vending Proposal
Prepared for Nevada Rec Center

August 2, 2023
Sarah Lancaster
Program Assistant

Nevada Rec Center
825 15th St.
Nevada, IA 50201

Dear Sarah,

Everything around us is changing, no matter the environment. As on-site snack and beverage options evolve, it's necessary to keep innovating. Our customized vending services do just that, offering an amazing variety of high-quality, delicious choices.

We keep guests energized by not only giving them a quick snack, but by providing fuel to keep them going. From great coffee to kickstart the morning to customized snacks for all-day grazing, we make it easy for people to keep moving forward.

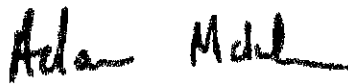
Tailored localization. Your location is unique and your offerings should be, too. We'll work with you to create a customized vending program that highlights exceptional service, market trends and your one-of-a-kind needs.

Big business footprint, small business mindset. We're adamant about maintaining authenticity and product integrity, whether we're servicing one account or 100. Our team focuses on meaningful ways to improve the guest experience, from product sourcing to delivery and maintenance to merchandising. Our locally run operations are backed by the support and resources of a global organization, giving us the opportunity to excel in daily operations while driving innovation, technology and efficiency in cost. As the nation's oldest and largest vending company, we know how to get it done.

Always innovative. We're passionate about innovation that elevates the choices guests are excited about. We know speed, convenience and flexibility are qualities that matter to you, driving us to search for the latest in technology, wellness offerings and trend-forward products.

We appreciate the opportunity to transform the vending experience at Nevada Rec Center. We're excited to share our variety of options and setup possibilities with you. Together, we will make your vending program the industry standard for innovation and customer experience. We look forward to partnering with Nevada Rec Center.

Sincerely,



Adam Malmberg • Regional Sales Director • Canteen

In keeping with Canteen's sustainability efforts and green initiative, your proposal is printed double-sided on recycled paper.

This proposal, designed specifically for Nevada Rec Center, is confidential and proprietary to Compass Group USA Inc. (Compass). Any unauthorized dissemination to others outside your organization would irreparably harm Compass and entitle Compass to judicial equitable relief, including injunction and specific performance. This proposal is valid for 30 days after its presentation and/or delivery to you.

Cashless Technology

Speed, convenience and flexible payment options are key to success. Technology is changing quickly and we have the options you need to keep up with today's savvy consumer.

CONTACTLESS METHODS OF PAYMENT

credit/debit cards, student/employee cards, mobile wallets, apps and more

370,000+
devices deployed



50%+
of our transactions
are credit cards

PAYMENT CARD
INDUSTRY (PCI)
COMPLIANCE

2.5M+
credit and debit
transactions per month



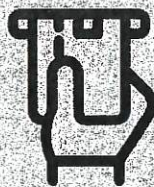
51%

Americans use contactless payments
according to a Mastercard poll



Cuts transaction
time by as much as
50%

Increases
customer satisfaction



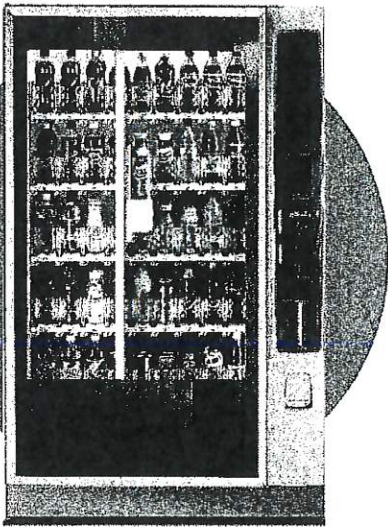
Enables multiple
vends with a
SINGLE
TRANSACTION

Gives customers a
fast way
to pay

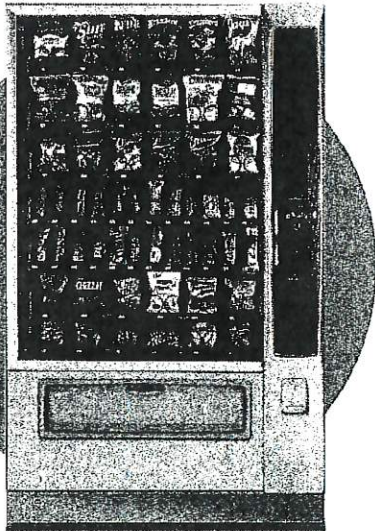


Solutions

From traditional machines to the latest AI-powered robot vendors, our equipment options will make your vending solution simple, accessible and adaptable to the unique needs of your guests.



Glass-front beverage



Glass-front snack

CANTEEN CONNECT

We make it easy to get in touch. Our vending machines feature a Connect label, allowing customers to connect directly to our app to access nutritional information, request service or a refund, and provide valuable feedback on the products and services offered. The Connect system lets us build reports and share insights tailored to your needs, continually identifying opportunities for improvement.



Product Pricing

Based on our discussions, the information you provided us and our analysis of your needs, we have developed the following pricing plan. Canteen will operate the vending services at your facility under a profit-and-loss scenario. We will vend all products at mutually agreed upon price levels.

Product	Price
All Snack Machine Items	\$2.00
20 oz. Pop	\$2.50
Energy Drinks	\$3.50
Hydration and Juice	\$2.50
Tea	\$3.00

Canteen will offer a 12% commission on sales if sales exceed \$1,000 monthly or 6% if they are below \$1,000 monthly.

Canteen offers beverages from all providers, including Coke, Dr Pepper and Pepsi, often elevating the amount offered in commission even if the percentage is lower than offered by competitors.

