

BID NEGOTIATION - COUNTER-OFFER
38-20 "BOTTLED & CANNED BEVERAGES"
ERICKA ANDREW, BUYER

| | COCA-COLA | COCA-COLA "NEGOTIATION PRICING" | JEFFERSON COUNTY COMMISSION COUNTER-OFFER PRICING | COCA-COLA "COUNTER OFFER PRICING" |
|--|--|---------------------------------|---|-----------------------------------|
| Item 1: Water, Flavored, No Calorie, 16.9oz Bottle, Propel or Approved Equal | | | | |
| Brand | VITAMIN WATER AND POWERADE SPORTS WATER | | | |
| Product Number | 786162003515;786162003508;786162003522;049000530919;049000530933;049000530896 | | | |
| Packaging/Carton | VITAMIN WATER 4-6 PACKS PLASTIC BOTTLES/ POWERADE SW PLASTIC BOTTLE SPORT TOP | | | |
| State Available Flavors | VITAMIN WATER - GLACEAU NEW YORK - XXX ZERO, ZERO SQUEEZE, ZERO RISE/COCA-COLA COMPANY ***POWERADE SPORTS WATER - CUCUMBER LIME, BERRY CHERRY, AND TROPICAL MANGO*** | | | |
| State Size | VITAMIN WATER 16.9 OZ. BOTTLE IN 24 PACK/POWER ADE SPORTS WATER - 16.9 OZ BOTTLED IN 12 PACK | | | |
| SPORT WATER 16.9OZ | \$6.88 | \$6.86 | \$6.86 | \$6.86 |
| WATER16.9 OZ | \$13.76 | \$13.75 | \$13.25 | \$13.75 |
| PRICING (CANNED) | N/A | N/A | N/A | N/A |
| <u>SUBTOTAL</u> | \$20.64 | \$20.61 | \$20.11 | \$20.61 |
| Item 2: Coconut Water, 16.9oz Bottle, One or Approved Equal | | | | |
| Brand | BODY ARMOR | | | |
| Product Number | SEE PAGE 53 FOR PRODUCT INFORMATION | | | |
| Packaging/Carton | 12 PLASTIC BOTTLES LOOSE/ 3-PACKS OF 8 PLASTIC BOTTLES PER CASE | | | |
| State Available Flavors | SEE PAGE 53 FOR PRODUCT INFORMATION | | | |
| State Size | 12-PACK - 16 OZ/ 24 PACK -12 OZ | | | |
| PRICING (BOTTLED) 12 .OZ | \$17.00 | \$16.99 | \$16.99 | \$16.99 |
| PRICING (BOTTLED) 16.OZ | \$17.00 | \$16.99 | \$16.99 | \$16.99 |
| PRICING (CANNED) | N/A | N/A | N/A | N/A |
| <u>SUBTOTAL</u> | \$34.00 | \$33.98 | \$33.98 | \$33.98 |
| Item 3: Water, Flavored, Sparkling, 17oz Bottle, Talking Rain (Ice) or Approved Equal | | | | |

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|--|---|---------------------------------|---|-----------------------------------|
| Brand | AHA- THE COCA-COLA COMPANY | | | |
| Product Number | 049000532661; 049000533699; 049000533682; 049000532654 | | | |
| Packaging/Carton | 24 PACK CASE/ALUMINUM CANS | | | |
| State Available Flavors | BLUEBERRY POMEGRANATE, CITRUS GREEN TEA, ORANGE GRAPEFRUIT, LIME WATERMELON | | | |
| State Size | 24 BOTTLES/16 OZ | | | |
| PRICING (BOTTLED) | N/A | | | |
| PRICING (CANNED) | | \$14.00 | \$13.99 | \$13.99 |
| SUBTOTAL | | \$14.00 | \$13.99 | \$13.99 |
| Item 4: Tea, Decaffeinated, Sweet, 12oz Bottle, Not To Exceed 60 Calories, Milo's M59 or Approved Equal | | | | |
| Brand | GOLD PEAK - THE COCA-COLA COMPANY | | | |
| Product Number | 083900005535; 049000065633 | | | |
| Packaging/Carton | 4-6 PACKS PLASTIC BOTTLES | | | |
| State Available Flavors | UNSWEET/DIET | | | |
| State Size | 4-6 PACKS/PLASTIC BOTTLES 16.9 OZ | | | |
| PRICING (BOTTLED) | | \$17.00 | \$16.99 | \$16.99 |
| PRICING (CANNED) | N/A | N/A | N/A | N/A |
| SUBTOTAL | | \$17.00 | \$16.99 | \$16.99 |
| Item 5: Lemonade, All Natural, 12 oz Not To Exceed 60 Calories, Milo's M59 or Approved Equal | | | | |
| Brand | MINUTE MAID - THE COCA-COLA COMPANY | | | |
| Product Number | 25000058998; 025000101120; 025000101144; 025000102004 | | | |
| Packaging/Carton | 2-12 packs ALUMINUM CANS/ 24 PLASTIC BOTTLES LOOSE CASE | | | |
| State Available Flavors | LIGHT LEMONADE; LIGHT CHERRY LIMEADE, LIGHT MANGO PASSION | | | |
| State Size | MM LIGHT 12 OZ./ MM LIGHT REFRESH 20. OZ. | | | |
| PRICING (BOTTLED) 12 OZ. | | \$13.44 | \$13.43 | \$13.43 |
| PRICING (CANNED) 20 OZ. | | \$15.75 | \$15.74 | \$15.50 |
| SUBTOTAL | | \$29.19 | \$29.17 | \$28.43 |
| Item 6: Sports Drinks, Low Calorie, 12 Oz, Gatorade or Approved Equal | | | | |
| Brand | PowerAde - THE COCA-COLA COMPANY | | | |
| Product Number | 049000069181; 049000050752; 049000050745; 049000056433 | | | |
| Packaging/Carton | 4-6 PACKS PLASTIC BOTTLES/ 3-8 PACKS PLASTIC BOTTLES | | | |
| State Available Flavors | MIXED BERRY MIXED BERRY ZERO, GRAPE ZERO, FRUIT PUNCH ZERO | | | |

| | COCA-COLA | COCA-COLA "NEGOTIATION PRICING" | JEFFERSON COUNTY COMMISSION COUNTER-OFFER PRICING | COCA-COLA "COUNTER OFFER PRICING" |
|--|---|---------------------------------|---|-----------------------------------|
| State Size | 12 OZ. /20 OZ. | | | |
| PRICING (BOTTLED) 12 OZ. | \$9.00 | \$8.99 | \$8.60 | \$8.99 |
| PRICING (BOTTLED) 20 OZ. | \$15.75 | \$15.74 | \$15.00 | \$15.50 |
| PRICING (CANNED) | | | | |
| SUBTOTAL | \$24.75 | \$24.73 | \$23.60 | \$24.49 |
| Item 7: DIET CARAMEL COLORED SODA, CARBONATED, 20 OZ. or Approved Equal | | | | |
| Brand | COKE/PIBB - THE COCA-COLA COMPANY | | | |
| Product Number | 049000040869; 049000047547; 049000078886; 049000530759; 049000043259; 049000000450 | | | |
| Packaging/Carton | 24- PACK PLASTIC BOTTLES/CRATE (PLASTIC) | | | |
| State Available Flavors | COKE ZERO SUGAR, CHERRY COKE ZERO, CHERRY VANILLA ZERO,ORANGE VANILLA ZERO, PIBB ZERO DIET COKE | | | |
| State Size | 20 OZ | | | |
| PRICING (BOTTLED) | \$15.75 | \$15.74 | \$15.00 | \$15.50 |
| PRICING (CANNED) | N/A | N/A | N/A | N/A |
| SUBTOTAL | \$15.75 | \$15.74 | \$15.00 | \$15.50 |
| Item 8: Diet Yellow Colored Soda, Carbonated, 20 oz. or Approved Equal | | | | |
| Brand | MELLO YELLOW - THE COCA-COLA COMPANY | | | |
| Product Number | 49000056914 | | | |
| Packaging/Carton | 24-PK PLASTIC BOTTLES/CRATE (PLASTIC) | | | |
| State Available Flavors | MELLO YELLOW ZERO | | | |
| State Size | 20 OZ | | | |
| PRICING (BOTTLED) | \$15.75 | \$15.74 | \$15.00 | \$15.50 |
| PRICING (CANNED) | N/A | N/A | N/A | N/A |
| SUBTOTAL | \$15.75 | \$15.74 | \$15.00 | \$15.50 |
| Item 9: Diet Grape Soda, Carbonated, 20 oz. or Approved Equal | | | | |
| Brand | N/A | N/A | N/A | N/A |
| Number | N/A | N/A | N/A | N/A |
| Packaging/Carton | N/A | N/A | N/A | N/A |
| State Available Flavors | N/A | N/A | N/A | N/A |
| State Size | N/A | N/A | N/A | N/A |

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|--|---|---------------------------------|---|-----------------------------------|
| PRICING (BOTTLED) | N/A | N/A | N/A | N/A |
| PRICING (CANNED) | N/A | N/A | N/A | N/A |
| SUBTOTAL | N/A | N/A | N/A | N/A |
| Item 10: Diet Clear Soda, Carbonated, 20oz Bottle | | | | |
| Brand | SPRITE | | | |
| Product Number | 049000037197; 049000072235 | | | |
| Packaging/Carton | PLASTIC BOTTLES/ CRATES (PLASTIC) | | | |
| State Available Flavors | SPRITE ZERO/SPRITE CHERRY ZERO | | | |
| State Size | 20 OZ | | | |
| PRICING (BOTTLED) | \$15.75 | \$15.74 | \$15.00 | \$15.50 |
| PRICING (CANNED) | N/A | N/A | N/A | N/A |
| SUBTOTAL | \$15.75 | \$15.74 | \$15.00 | \$15.50 |
| Item 11: Juice, Fruit, Carbonated (Sparkling) No Caffeine, 8 oz. Envy Sparkling Juice or Approved Equal | | | | |
| Brand | N/A | N/A | N/A | N/A |
| Product Number | N/A | N/A | N/A | N/A |
| Packaging/Carton | N/A | N/A | N/A | N/A |
| State Available Flavors | N/A | N/A | N/A | N/A |
| State Size | N/A | N/A | N/A | N/A |
| PRICING (BOTTLED) | N/A | N/A | N/A | N/A |
| PRICING (CANNED) | N/A | N/A | N/A | N/A |
| SUBTOTAL | \$ - | \$ - | \$ - | \$ - |
| Item 12: Kickstart 16 oz. Starbucks 15 oz. Energy drinsk or Approved Equal | | | | |
| Brand | Dunkin Donuts/Monster Energy | | | |
| Product Number | Please see attached information page 52 | | | |
| Packaging/Carton | Dunkin Donuts - 12-pack/ Monster Energy 24-pk aluminum cans loose | | | |
| State Available Flavors | Please see attached information page 52 | | | |
| State Size | Dunkin Donuts - 13.7 oz/ Monster Energy 16 oz | | | |
| PRICING (BOTTLED) Dunkin Donuts | \$18.00 | \$17.99 | \$17.00 | \$17.99 |
| PRICING (CANNED) | \$32.00 | \$31.99 | \$31.00 | \$31.99 |
| SUBTOTAL | \$50.00 | \$49.98 | \$48.00 | \$49.98 |