



canteen

HAYES CANTEEN SERVICES
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JUNE 10, 2021

PROPOSAL AND SERVICING
PLAN FOR

Mid-America Technology Center
Attention: Mike Eubank
Superintendent

HAYES - CANTEEN SERVICES
A FAMILY COMPANY FOUNDED ON
QUALITY SERVICE

PROPOSAL AND SERVICING PLAN

THE SUCCESS OF ANY BUSINESS IS SIMPLE: **QUALITY SERVICE**

Over the past 64 years of business, we at Hayes Canteen Services have become experts at providing the best service in the vending business. Whether it be the quality products that fill our machines or our emphasis on complete customer satisfaction, you can rest assured that Hayes Canteen Services will provide you with the highest quality service in the industry.

WHAT MAKES HAYES CANTEEN SERVICES THE *RIGHT* CHOICE

We understand that there are several vending companies to choose from, but we are so confident in our business that we believe that Hayes Canteen Services is truly the only right choice. There are several factors that set Hayes Canteen Services above and beyond the competition:

-  Hayes Canteen Services has provided the benchmark of vending services since 1939.
-  Our employees are committed to achieving the highest customer satisfaction.
-  Hayes Canteen Services carries more variety of products than anyone in the business...Guaranteed!
-  Only the freshest and finest products fill our machines.
-  Hayes Canteen Services operates the most modern and technologically advanced equipment that is customized for each customer.
-  Hayes Canteen Services has 2- hour technical service on all of our equipment 24/7. We also maintain an extensive inventory of parts to insure that our machines are repaired in a timely manner.
-  Our modern warehouse is equipped with frozen and refrigerated facilities, which keeps our food at safe temperature levels.



Our modern route trucks are also equipped with refrigeration technology to insure that the products delivered to your business are both fresh and safe.



Simply put, we at Hayes Canteen Services will work **harder** than our competition to make sure that your next vending experience is the most enjoyable possible.

THE HAYES CANTEEN SERVICE PROMISE TO YOU

Hayes Canteen Services will provide your business with state-of-the-art machines, keep them stocked with fresh, appealing products, and work to insure that your vending needs are not only met, but are surpassed.

We offer the latest snack, can drink, bottle, cold food, frozen food, ice cream and coffee machines. Essentially, we have machines for every situation. With our machines comes a promise that only the highest quality products and service will be provided to you.

Hayes Canteen Services tailors each vending scenario according to feedback that we receive from you, the customer.

PRICING

<u>PRODUCT</u>	<u>PRICE</u>
■ Candy	1.75
■ LSS Chips	1.25
■ Pastry	1.75
■ Bag	1.25

PROPOSED EQUIPMENT

Main Building

- One snack national vendor with dollar bill acceptor and credit card reader.
- One Hello Goodness machine with bill acceptor and credit card reader.

Back Hall Lounge

- One snack national vendor with dollar bill acceptor and credit card reader.

Health Care Building

- One snack national vendor with dollar bill acceptor and credit card reader.

Horse production Building

- One snack national vendor with dollar bill acceptor and credit card reader.

BIS Building

- One snack national vendor with dollar bill acceptor and credit card reader.

Graphics Building

- One snack national vendor with dollar bill acceptor and credit card reader.

Automotive Building

- One snack national vendor with dollar bill acceptor and credit card reader.

Diesel / Welding Building

- One snack national vendor with dollar bill acceptor and credit card reader.

Stem Building

- One snack national vendor with dollar bill acceptor and credit card reader.

Manufacturing Building

- One snack national vendor with dollar bill acceptor and credit card reader.

COMMISSION

- 20% Commission.
- Hello Goodness Machine 10%

REFERENCES

- Lopez Foods Michelle Wagner 499-0190
- Sprint Randy Johnston 706-7375
- Wrangler Jeans David Forgety 382-7447

Beverages

<u>Product</u>	<u>Price</u>	<u>Commission</u>
Can	1.00	25%
Bottle	1.50	25%

Glassfront

Energy Drinks	2.50	15%
PowerAde	1.75	15%
Juice	1.75	15%
Water	1.50	15%
Other Products	1.75 to 2.00	15%

Equipment: - Includes credit card readers on all machines

Main Building

- 1-Can
- 1-Bottle
- 1-Glassfront

Diesel / Welding Building

- 1-Bottle

Automotive Building

- 1-Can

Back Hall Lounge

1-Can

Health Care Building

1-Can

1-Bottle

Horse Production Building

1-Bottle

Graphics Building

1-Can

Stem

1-Can

Manufacturing Building

1-Bottle

BIS Building

1-Can

HAYES CANTEEN SERVICES BECAUSE

The following summary represents the key elements of our proposal:

Hayes Canteen services can provide you with...

- A Partner with Canteen Vending Services.
- Quality customer service
- Balanced Choices products
- Branded products
- National brands – snack, pastry, and candy
- All coke, Gatorade, 7UP and Pepsi available
- Healthy Beverage Merchandiser.
- Late model equipment
- Sure vend snack machines.
- Competitive pricing
- 24/7 Technical service
- Trucks refrigerated

- Fresh Food Program
- Sanitation.
- Route Sales Person does all.

We are the best because we take pride in what we do.

HAYES CANTEEN SERVICES... *YOUR BEST CHOICE*

For more than sixty years Hayes Canteen Services has brought fast, personal, and reliable service to companies throughout Oklahoma. We have grown considerably throughout the years; however, our true commitment to the satisfaction of our customers remains as the backbone of our family business. We hope that you allow us the opportunity to show that for variety, service, and simplicity in your vending needs there is really only one choice: **Hayes Canteen Services.**

Sincerely,

HAYES - CANTEEN SERVICES



Contract for 2021-2022



Hayes Canteen Services



Date

Mid-America Technology Center

Date