



**MISSISSIPPI DEPARTMENT OF  
REHABILITATION SERVICES**

*Opportunities for Independence*

## **Business Enterprise Program**

# **VENDING PROPOSAL County of Madison**





**MISSISSIPPI DEPARTMENT OF  
REHABILITATION SERVICES**  
*Opportunities for Independence*



## VENDING PROPOSAL

### COVER LETTER

---

On behalf of the Mississippi Department of Rehabilitation Service/Business Enterprise Program (SLA), I'd like to begin by thanking the Mayor and Board of Supervisors for the opportunity to provide a proposal for food and vending services to your employees, visitors and staff. Through this relationship, over the course of time, not only would blind individuals have been gainfully employed, but your staff will receive quality and reasonably priced food and vending options.

Enclosed, please find a proposal for vending services designed to fit the needs of the employees, visitors and staff of Madison County. It is custom designed to offer a variety of food and beverage options for your in-house team members and visitors alike. This includes a selection of over a hundred items readily available throughout the facilities, including fresh and healthy choices to satisfy the growing demand for those items.

The relationship with Madison County has special meaning to the Mississippi State Department of Rehabilitation Services (MDRS) and the spirit of the federal Randolph Shepard Act enacted in 1930. The Madison County region has long been a target area for growth for MDRS and the Blind Enterprise Program. We have experienced vendors in the area who are prepared to offer best in class vending services to local clients.

It is my sincere hopes that you and your team will evaluate the enclosed proposal and consider offering us the opportunity to serve your food and beverage vending needs. We are prepared to begin implementation as soon as possible.

Sincerely Yours,

William Merchant



VENDING MACHINE OVERVIEW

---

**All machines are equipped to accept both cash and credit/debit card transactions**



**Cash & Coin Operable  
w/ Ability to Make  
Change**



**Installed Card Readers  
for All Major Credit Cards  
& Non Pin Debit  
Transactions**



MISSISSIPPI DEPARTMENT OF  
REHABILITATION SERVICES  
*Opportunities for Independence*

## VENDING PROPOSAL

### VENDING MACHINE OVERVIEW

---

#### BEVERAGE MACHINES

The proposal anticipates placing beverage machines throughout the facility offering water, Coke & Pepsi products.





## VENDING MACHINE OVERVIEW

---

### SNACK MACHINES

The proposal anticipates placing snack machines throughout the facility offering up to 617 unites of chips, pretzels, candy bars, etc.





MISSISSIPPI DEPARTMENT OF  
REHABILITATION SERVICES

*Opportunities for Independence*

## VENDING PROPOSAL

### VENDING MACHINE OVERVIEW

---

#### COLD FOOD MACHINES

The proposal anticipates placing cold food machine in he facility. This is a combination cold unit that has the ability to house food items such as juice, sandwiches, and fruit options.





MISSISSIPPI DEPARTMENT OF  
REHABILITATION SERVICES

*Opportunities for Independence*

## VENDING PROPOSAL

### VENDING MACHINE OVERVIEW

---

#### COMMERCIAL MICROWAVES

The proposal anticipates placing Sharp 1,000 Watt commercial grade microwaves in the facility to be used for warming and cooking vended items.





VENDING MACHINE OVERVIEW

SLIM GEM



If you have narrow spaces in which to vend products not in need of refrigeration, this is the vendor for you. The Slim Gem is a three-wide, non-insulated merchandiser available in various configurations. It is available in either a gray motif or our standard black. It features expanded motor linking, it's ROHS compliant, it has home-positioning reset. Contact your area sales rep for more information.

**This Narrow, Non-Insulated, Non-Refrigerated Vendor Saves Money and Space**

- A 3-wide merchandiser for vending non-perishable products.

**Perfect for**

- Limited-space locations in schools, offices, medical centers, and hotels

**Dimensions**

- Width: 28 1/2 inches
- Height: 72 inches
- Depth: 29 1/2 inches
- Snack helix openings: 1 3/8 to 4 1/4"
- Candy helix openings: 7/8" to 2 5/8"

**Features**

- Sensit® patented guaranteed delivery system
- State-of-the-art electronics
- 3-year warranty for board and refrigeration
- 1-yr warranty all other parts
- Warranty exceptions: glass, and paint finish
- Motor coupling & home positioning
- Enhanced Value Vend
- Most parts are interchangeable with most other AMS vendors
- Options available





**VENDING MACHINE OVERVIEW**

**BOTTLE & FOOD**



One of our most popular vendors, The Bottle & Food is great for locations not in need of separate merchandisers for food and drink. Its health & safety compliant and MDB and DEX capable. The Bottle & food is built in our AMS plant with the right choices of state-of-the-art manufacturing materials as well as an economy of construction. Its two vendors in one.

Contact your area sales rep for more information.

**Offering Dairy Beverages and Cold Food Together In One Vendor**

- Subs, sandwiches, and a variety of beverages.

**Perfect for**

- Schools, offices, medical centers, and locations

**Dimensions**

- Width: 35 or 39 inches
- Height: 72 inches
- Depth: 35 inches
- Snack helix openings: 1 1/4" to 3 1/4"
- Candy helix openings: 3/4" to 3 7/8"
- Configure four food and two beverage for 241 units

**Features**

- Sensit® patented guaranteed delivery system
- State-of-the-art electronics
- 3-year warranty for electronics and refrigeration
- 1-yr warranty all other parts
- Warranty exceptions: glass, and paint finish
- Motor coupling and home positioning
- State-of-the-art electronics
- Value Vend product grouping for lunchtime specials
- Polyurethane foam
- Most parts are interchangeable with most other AMS vendors



## VENDING MACHINE OVERVIEW

---

### GLASS FRONT DELI



Motor coupling allows oversize entree dispensing. AMS promises dependability and rugged construction. This vendor is built in our AMS plant with the right choices of state-of-the-art manufacturing materials. Eat in — visit the Glass-Front Deli.

#### A Place To Go To Lunch Without Leaving The Building

- Large entrees, sandwiches, and snacks.

#### Perfect for

- Professional offices, schools, medical centers, and more

#### Dimensions

- Width: 39 inches
- Height: 72 inches
- Depth: 35 inches
- Snack helix openings: 1 1/4" to 3 1/4"
- Candy helix openings: 3/4" to 3 7/8"
- Available in 35"

#### Features

- Sensit® patented guaranteed delivery system
- State-of-the-art electronics
- 3-year warranty for board and refrigeration
- 1-yr warranty all other parts
- Warranty exceptions: glass, and paint finish
- Value Vend product grouping for lunchtime specials
- Polyurethane foam
- Health & safety compliant
- Most parts are interchangeable with most other AMS vendors
- Motor Coupling and Home position



## VENDING MACHINE OVERVIEW

---

### SNACK MACHINE



First presented by AMS in 1997, this is still our most popular vendor. Customers love its simplicity, dependability, and rugged construction. The Snack Machine is built in our AMS plant with the right choices of state-of-the-art manufacturing materials as well as an economy of construction. You'll come to depend upon this versatile and cost-effective merchandiser.

#### Offering A Variety Of Snacks For People On The Go

- Potato chips, pretzels, nachos, candy, and lots of other treats.

#### Perfect for

- Schools, offices, medical centers, and more.

#### Dimensions

- Width: 35 or 39 inches
- Height: 72 inches
- Depth: 35 inches
- Snack helix openings: 1 1/4" to 3 1/4"
- Candy helix openings: 3/4" to 2 7/8"
- Averaging up to 617 units of variety snacks and candy

#### Features

- Sensit® patented guaranteed delivery system
- State-of-the-art electronics
- 3-year warranty for board and refrigeration
- 1-yr warranty all other parts
- Warranty exceptions: glass, and paint finish
- Energy Sensit® cost-saver
- Polyurethane foam
- Most parts are interchangeable with most other AMS vendors
- Available with refrigeration
- Motor Coupling and Home position



**MISSISSIPPI DEPARTMENT OF  
REHABILITATION SERVICES**

*Opportunities for Independence*

## VENDING PROPOSAL

### THE IMPORTANCE OF YOU

---

One thing is you should not have to worry about is the quality of the vending service at the facilities. Out of order vending machines or empty slots should not require the attention of your administrators. They should know that their employees and visitors who need vending can rely on the service being provided.

Congress and the State Legislature have afforded us a mechanism to address vending on county and state properties. M.C.A. 43-3-93(4) and (5) allow the establishment of vending facilities on county property to be operated by blind persons trained and licensed by the Mississippi Department of Rehabilitation Services (MDRS). This Act intersects with the Randolph-Sheppard Act (20 U.S.C. 107) that allows MDRS and its Business Enterprises Program to use federal funds to create these opportunities for blind individuals. MDRS is proposing that a blind person be allowed to provide the vending services at your facility.



**MISSISSIPPI DEPARTMENT OF  
REHABILITATION SERVICES**

*Opportunities for Independence*

## VENDING PROPOSAL

### THE IMPORTANCE OF THE BLIND VENDOR

---

There are currently almost 2,000 blind people's nationwide managing vending businesses on government properties. They generate approximately \$750 Million in annual sales. In Mississippi, there are 38 blind vendors and the program in this most recent fiscal year generated \$13,516,178.00 in total sales.

The type of services provided varies according to the need of each individual facility. Most locations include automated vending machines either. Some are vending only and some have vending that supplements a counter operation. There are also unmanned self-checkout facilities called micromarkets which offer a greater variety of products. We have snack bars and C-Stores as well. We also operate the military feeding contracts at all of the military bases in Mississippi.



## WHY UTILIZE A BLIND VENDOR

---

Having MDRS provide your vending service through a licensed blind vendors makes good business sense. The advantages includes:

- You create an opportunity for a blind Mississippian.
- You get brand new vending equipment that is purchased by MDRS. The equipment is a national brand and is of the highest quality.
- You get a well-trained licensed blind vendor who has completed a thorough training program and is well-equipped to meet your vending needs.
- You will know the business owner by name. He will not be an employee of some large corporate vending company. His livelihood depends on the success of the operation so he is highly motivated.
- The blind vendor assigned to your institution will ensure that the product line meets the demands of your customers including ensuring healthier options.
- You are assured of getting competitive pricing on all products sold.
- There will be an opportunity to analyze your needs and consider alternatives to vending such as the aforementioned micromarket concept, This type of service can only be provided in secure areas but may be ideal for your guards and other employees.
- You will have the benefit of management and supervisory support that is provided by MDRS. By federal law, we are required to provide ongoing supervision to ensure the success of each vending facility. We take that responsibility very seriously.
- You enable MDRS to spend and keep in Mississippi federal dollars that have been made available to the State.

### **It's a Job, Not Welfare**

MDRS believes in the abilities of the blind persons who participate in the Business Enterprises Program. This is a vocational rehabilitation program and not a welfare program. The Blind want a hand up and not a hand out. If given the opportunity, we are confident they will exceed your expectations and will provide a much improved vending service to you. Blind people are capable of being self-sufficient and successfully managing a large vending business. The blind person is the small business owner.



MISSISSIPPI DEPARTMENT OF  
REHABILITATION SERVICES

*Opportunities for Independence*

## VENDING PROPOSAL

### CONTACT INFORMATION

---

MDRS would welcome the opportunity to discuss how we may develop a mutually beneficial relationship. We'll love to have the opportunity to explore ways a blind vendor participant in our Business Enterprises Program can provide vending services at your facilities.

Please contact William Merchant at  
601-853-5281 or [wmerchant@mdrs.ms.gov](mailto:wmerchant@mdrs.ms.gov)