

## Bettoli Trading Corp

Bid Contact **Maurizio L Bettoli**  
**BETTOLI@BettoliVending.com**  
**Ph 305-626-0740**  
**Fax 305-623-0108**

Address **6095 N.W. 167th street**  
**Suite D-4**  
**Miami, FL 33015**

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
RFP RE-18-12--01-01	Percentage of gross sales payable to the City	<b>Supplier Product Code:</b>	First Offer - 20.00%	1 / each	20.00%	Y	Y
RFP RE-18-12--01-02	Minimum amount per month payable to the City, per machine	<b>Supplier Product Code:</b>	First Offer - \$51.00	1 / each	\$51.00	Y	Y
Supplier Total						\$51.00	

**Bettoli Trading Corp****Item: Percentage of gross sales payable to the City****Attachments**

RFP18\_12.pdf

W9.pdf



## RFP # RE-18-12 “Vending Machine Services”

City of Pembroke Pines, Florida

Due by 2:00 p.m., local time, September 25<sup>th</sup> 2018

Bettoli Trading Corp. D/B/A Bettoli Vending

Maurizio L Bettoli, Director of Operations

305-626-0740

Maurizio@BettoliVending.com

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## Letter of Interest

Bettoli Vending Established on November 2000. It was created by the acquisition of a small vending company with 350 active machines. After an intensive analysis, education within the industry and mastering the technological advances of the industry, we started our significant growth in 2007. Today we have over 1800 active machines, growing over 350% in less than 10 years. Our growth has not been coincidental. It was the result of a perfect mix of proper operation, implementation of proven technologies, education to our staff and dedication to our clients. Today, we operate with over 30 employees; who are trained by strict industry standards.



The industry progresses and we have always kept up with proven technologies that gives benefits to our clients and customers. We have integrated immediate customer service communication by integrating mobile app pages into our forms of communication. this form has been welcomed primarily by our younger customers, whom also have put stress into the healthier product lineups.

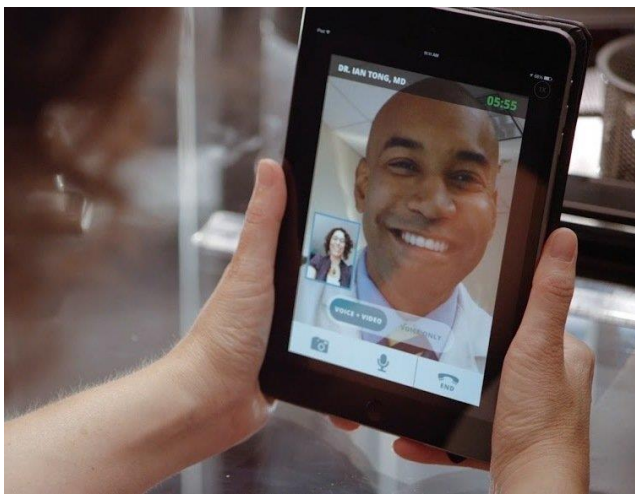
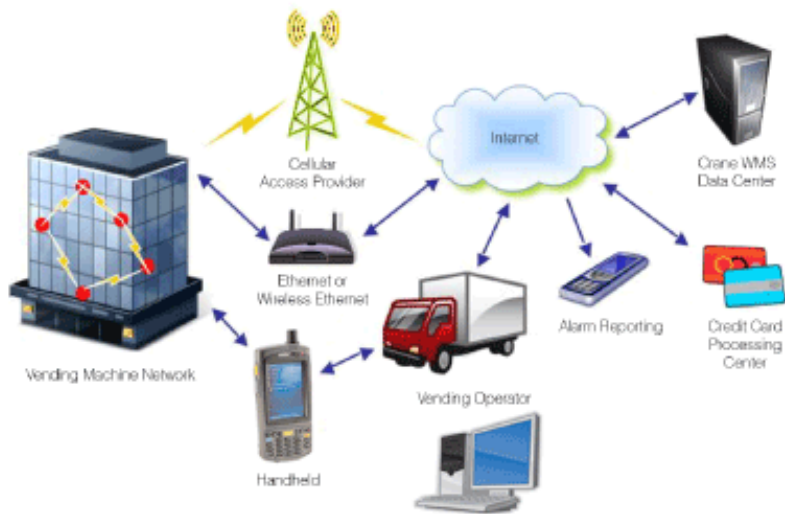


The technology has also been our best allied on beating the stigma of accountability in this industry. Being able to show such level of data is key on ensuring money is accounted properly.

As technology continues to advance, we reached a level in which most problems are electronically reported by the machine directly to us without human intervention.

This technology has placed us at the forefront of customer service performance. Increasing customer satisfaction and increasing equipment reliability.

For the past 12 years we have been using GPS tracking technology. This has helped us maximize our response time and efficiencies. As well confirm site visits if in doubt.



For the past 5 years we have integrated technology further by providing our staff with smartphones able to provide video conference. This has reduced our response time to service calls significantly. Many times the closest staff to a machine is not the service technician. However, with video conference the route staff is able to quickly show what the problem is providing us the ability to speed up the response. Either by allowing the office to know if a not common part might be needed or simply by informing the staff in front of the machine what to do to place the machine back in operation, many times reducing the service call to just minutes from the reported time.

The city currently has about 26 machines. These machines can all be serviced in 1 day with repeat service for those machines that require it as needed. Currently we have multiple vehicles already servicing machines near Pembroke Pines. It would be easy to integrate all 26 machines plus the 14 new locations or more into our ongoing schedule of service.

Our service fleet is integrated by multiple routes and technicians. Some of them with Journeyman Designation training by the National Automatic Merchandising Association.

## Resale Pricing

Category	Price
<b>Soda 12oz</b>	<b>\$1.25</b>
<b>Soda 20oz</b>	<b>\$2.25</b>
<b>Water</b>	<b>\$2.00</b>
<b>PowerAde</b>	<b>\$2.25</b>
<b>16oz Energy Drinks (Monster)</b>	<b>\$3.00</b>
<b>Regular Chips</b>	<b>\$1.00</b>
<b>Healthy Chips</b>	<b>\$1.25</b>
<b>Premium Chips</b>	<b>\$1.50</b>
<b>Bars</b>	<b>\$1.50</b>
<b>Pastries</b>	<b>\$1.50</b>

\* Prices for employee only locations may be negotiated with a proportional change on monthly fees for that location

## Service Narrative

Our management plan is to install the proper equipment for each location. And schedule service at twice per week at community centers and once per week for all other areas. Schedule will be adjusted every 2 weeks during the following 2 months. We will maintain communication with the different departments so we can adjust schedule for special events such as summer camps and city wide events. The operations and Police department will be placed on our emergency list for pre and post hurricane emergency stops.

As it comes to equipment, we have used all brands and have tested most models available. We are willing to work with the City if a specific brand/model is necessary. On the next few pages you will see catalogs corresponding to many of these models.

## Equipment Detail

Our plan is to implement **100% ADA compliant equipment**. With 4in1+ Credit Card acceptors in all machines, the 4in1+ is a device able to accept multiple forms of payments such as, credit card, mobile payments (Apple Pay, Android pay, etc.), RFID Credit Cards and allows us to combine it with the bill acceptor which can be program to accept up to \$20 bills.

For snack machines: Our preference is to use the state of the art, Crane Merchant Media. In both models (4 columns wide and 6 columns wide), We have used these machines successfully. We always inspect and test all models of machines available in the NAMA ONE SHOW, where the top 10 vending machine manufacturers are present, we are happy to discuss any ideas the City may have.



For Beverage Machines we plan to use Royal Vendors for Closed front machines and Bevmax 4 for the glass front machines. The machine would be chosen based on volume and location.

For the ice-cream machines our plan is to use the Leader in the industry of Ice cream vending, Fastcorp with its robotic arm delivery system. These machines can also handle frozen food where needed. The same cashless devices would also be used on these machines.



Please see the factory brochures on the next pages, here you can see that the machines we plan to use meet tier 2 energy star rating. And the snack machines do not display it because the rating is only applied to refrigerated machines. However, even the snack machines are program to power down the lights after long periods of inactivity.

## Maintenance Plan

General maintenance will occur when the equipment is service. On a seasonal basis the machines will undergo a through clean/lube maintenance. Also, the staff is train to spot and report maintenance issues before they become a problem, ensuring continuity of service.

## Refunds

Refunds will be handle in a method as chosen by the city. Different methods may be proposed for the same site.

1. Cash system. We can leave a refund bank for an onsite person to handle the refunds.
2. Coupons. We can leave coupons that may be used in the machines as regular cash for a free item.
3. Cash by mail. We can mail refunds as these are requested directly to each customer.

4. Any of these systems may be used in combination with our information app. Available at [www.VendingRefunds.com](http://www.VendingRefunds.com) this will guide you thru one of Multiple choices such as Refunds, Products requests, Service requests, etc.

We still want to make mentioned that all our machines are equipped with Sensors that will ensure delivery of the product and are design to over deliver product in case of failure. This significantly reduces the number of service calls and almost eliminates the need for refunds.

## Sub-Contractors

We use Advance Ice Cream Co. as out only sub-contractor to provide ice cream vending machines to our clients.

## Schedule

All 40 machines can be installed in Three days. However, to ensure a Smooth transition from your current vendor, we would recommend to install in 1 week, we would coordinate with the current operator to minimize the down time. This timeline ensures a smooth transition plan.

## Vending Menu

We stock hundreds of different products, many of which are considered healthy under the guidelines set by the USDA for Schools. Bettoli Vending has develop a system for each department to choose their product by an online survey. Also, We can provide recommendations by type of location.

## References

1. City of Weston. Since June 2017. Ongoing. 12+  
Don Decker, Director of Parks and Recreation  
20200 Saddle Club Rd. Weston, FL. 33327.  
T. 954-389-4321  
Email: [ddecker@westonfl.org](mailto:ddecker@westonfl.org)
2. Miami Dade County (All GSA Facilities) 280+ Machines  
Since 2014. Ongoing.  
Charlotte Horne  
GSA Facilities,  
T. 305-375-3231  
Email: [Denise2@miamidade.gov](mailto:Denise2@miamidade.gov)
3. Broward County 50+ Machines  
Since 2014. Ongoing.  
John Torrenga, Purchasing Agent  
115 S. Andrews Blvd, #212  
Fort Lauderdale, FL. 33301  
T. (954) 357-6081  
Email: [jtorrenga@broward.org](mailto:jtorrenga@broward.org)
4. City of Coconut Creek  
Since 2016. Ongoing.  
Michael Heimbach, Project Manager  
4900 West Copans Rd.  
Coconut Creek, FL. 33063  
Email: [MHeimbach@coconutcreek.net](mailto:MHeimbach@coconutcreek.net)
5. City of Doral 10+ Machines  
Since 2013. Ongoing.  
Michael Festa, Parks Maintenance Supervisor  
8401 NW 53<sup>rd</sup> street, Doral, FL. 33166  
Email: [Michael.Festa@cityofdoral.com](mailto:Michael.Festa@cityofdoral.com)

We hope that it would suffice with the list above. However, we service many more government locations such as:

- City of Fort Lauderdale
- City of Hialeah
- City of North Miami
- City of North Miami Beach
- City of Aventura
- City of Sweet Water
- Town of Davie
- City of Coral Gables
- Town of Golden Beach
- City of Homestead
- City of Sunny Isles Beach.

We'll be glad to offer their contact info if more references are needed.



## Administrative Staff Resumes

### MAURIZIO BETTOLI

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305-219-9486, MAURIZIO.BETTOLI@GMAIL.COM

#### EXPERIENCE

NOV 2000 - CURRENT      Bettoli Trading Corp.      *Miami, FL.*

#### DIRECTOR OF OPERATIONS

##### DUTIES INCLUDE

- Inventory control
- Supply chain
- Monitoring route efficiency
- Monitor compliance with federal, state and local laws.
- Supervise service calls and parts supply.

OCT 1999 - NOV 2000      Florida International University      *Miami, FL*

#### MANAGER COMPUTER TECHNOLOGY TEAM

- To schedule personnel to tend the computer lab at the WUC at the FIU Biscayne Bay Campus
- To assure computers at the WUC were in working order and with the up to date software for students as well as staff
- To maintain ADA complaint computers to assist disabled students
- To assist on the websites for the WUC and Student Government

#### EDUCATION

JUNE 1997 – MAY 2002      Florida International University      *Miami, FL*

#### BACHELOR OF SCIENCE

- Majors in Finance and Management of Information Systems.

#### REFERENCES

References are available on request.



## LEONARDO BETTOLI, NCE

3600 MYSTIC POINTE DRIVE #1107, AVENTURA, FL 33180, 305-746-3469, LEOBETTOLI@HOTMAIL.COM

### EXPERIENCE

JULY 2001 - CURRENT

Bettoli trading Corp.

*Miami, FL*

#### **ACCOUNT MANAGER**

- Monitor and Maximize Sales
- Responsible for new sales
- Customer retention
- Manage relationship between customers and route personnel

### EDUCATION

2008 - 2010

Nova Southeastern University

*Ft. Lauderdale, FL*

#### **MASTER OF BUSINESS ADMINISTRATION**

- **Specialization in Entrepreneurship**

2008

Michigan State University

*East Lansing, MI*

#### **NAMA EXECUTIVE DEVELOPMENT PROGRAM**

- **NAMA Certified Executive**

2007

Georgia State University

Atlanta, GA

#### **EMERGING LEADERS DEVELOPMENT PROGRAM**

2005 - 2008

Nova Southeastern university

*Ft. Lauderdale, FL*

#### **BACHELORS OF SCIENCE**

2001 - 2005

Broward Community College

*Ft. Lauderdale, FL*

#### **ASSOCIATE IN SCIENCE**

### ACTIVITIES

- **Automatic Merchandising Association of Florida (AMAF), Board Member 2010 - 2013**

### REFERENCES

References are available on request.

## Other Certifications:

Bettoli Vending is a proud member of:

The National Automatic Merchandiser Association (NAMA) [www.NAMANOW.org](http://www.NAMANOW.org)

The Automatic Merchandiser Association of Florida (AMAF)

Currently we have 30 Direct Employees

Management team to be assigned to this project:

Leonardo Bettoli MBA, NCE, CCS. Merchandising and Marketing Manager, AMAF Board Member 2010-2013 and 2013-2016.

- NAMA Certified Executive.
- Route Driver Certified (NAMA)
- Vending Technician Level I (NAMA)
- Journeyman Vending Technician Certified (NAMA)
- Certified Coffee Specialist (NAMA)
- Specialization in Entrepreneurship

Maurizio L. Bettoli. Director of Operations

- Route Driver Certified (NAMA)
- Vending Technician Level I (NAMA)
- Journeyman Vending Technician Certified (NAMA)


Valeria Bettoli BS. Director of Finances

- MAST QuickBooks Certified

Jose De Freitas. Head Technician.

- Route Driver Certified (NAMA)
- Vending Technician Level I (NAMA)
- Journeyman Vending Technician Certified (NAMA)

## Annual Food Permit

 Department of Agriculture and Consumer Services  
Division of Food Safety

**2018**

**Annual Food Permit**  
Chapter 500, Florida Statutes  
1 (800) HELP FLA www.FreshFromFlorida.com

ADAM H. PUTNAM  
COMMISSIONER

FOOD ENTITY NUMBER : 331581

**LOCATION:**  
BETTOLI VENDING  
6095 NW 167TH ST SUITE D4 AND D5  
HIALEAH, FL 33015 - 4313

**OWNER:**  
BETTOLI TRADING CORP  
6095 NW 167TH ST SUITE D4 AND D5  
HIALEAH, FL 33015 - 4313

**EXPIRATION DATE:** December 31, 2018  
This permit must be conspicuously displayed at permitted location  
and is not transferable. Rule 5K-4.020(2) and 5K-4.020(4)(a) F.A.C.

FDACS-14414 Rev 05/17

## License/Business Tax Receipt

**BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT**  
115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000  
**VALID OCTOBER 1, 2018 THROUGH SEPTEMBER 30, 2019**

**DBA:** BETTOLI VENDING  
**Business Name:** BETTOLI VENDING

**Receipt #:** 384-292170  
**Business Type:** OPERATOR MERCHANDISE (VENDING MACHINE)

**Owner Name:** BETTOLI VENDING  
**Business Location:** 6095 NW 167 ST STE D4  
MIAMI DADE COUNTY

**Business Opened:** 07/18/2018  
**State/County/Cert/Reg:** 0108-0387  
**Exemption Code:**

**Business Phone:**

Rooms	Seats	Employees	Machines	Professionals
			253	

Number of Machines: 253		For Vending Business Only				
		Vending Type:				
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	Total Paid
300.00	0.00	0.00	0.00	0.00	0.00	300.00

**THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS**

**THIS BECOMES A TAX RECEIPT WHEN VALIDATED**

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

**Mailing Address:**  
BETTOLI VENDING  
6095 NW 167 ST STE D4  
HIALEAH, FL 33015

**Receipt #** 02C-17-00003514  
**Paid** 07/18/2018 300.00

**2018 - 2019**

## Brochures



# MERCHANT MEDIA

TRANSFORMING THE WAY CONSUMERS EXPERIENCE VENDING



## Win New Business:

Differentiate your offering & win  
NEW LOCATIONS

## Maximize Sales:

Media offers new retail tools that  
drive SAME-STORE SALES

## Provide Long Lasting Solutions:

Built-In DURABILITY and  
RELIABILITY that keep the store  
working



Meets new ADA  
requirements

**CRANE** MERCHANDISING SYSTEMS



# MERCHANT MEDIA



## Specifications

	Model 186	Model 187
Height:	72"	72"
Width:	33"	44"
Depth:	35"	35"
Weight:	510 lbs.	610 lbs.
Electrical:	115 VAC	120 VAC
	60Hz, 3A	60Hz, 3A
Certifications:	UL, cUL, CE, FCC, NAMA	

## Spiral Configuration Options

11	11	15	15	13	13	11	11
09	09	09	09	09	09	09	09
11	11	15	15	13	13	11	11
17	17	17	17	20	20	15	15
17	17	17	17	20	20	15	15
11	11	09	09	09	09	11	11
17	17	20	20	20	20	15	15

Merchant Media 4-Wide  
38 Select Standard Model

11	11	13	13	15	15	15	15	13	13	11	11
09	09	09	09	09	09	09	09	09	09	09	09
11	11	13	13	15	15	15	15	13	13	11	11
17	17	17	17	20	20	20	20	15	15	15	15
17	17	17	17	20	20	20	20	15	15	15	15
11	11	09	09	09	09	13	13	13	13	11	11
17	17	20	20	20	20	15	15	15	15	15	15

Merchant Media 6-Wide  
58 Select Standard Model

## Built-In Telemetry Options

- For Remote Monitoring or Credit Card Payments:
  - Verizon (CDMA) - Standard
  - AT&T (GSM) and Sprint (CDMA) are also available
  - Local Mesh Network

## Key Features

### Color Displays

Pick from two stunning user interfaces to grab consumer's attention.

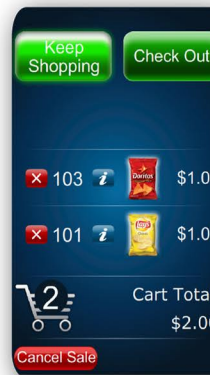


### Out-Of-The-Box Cashless Option

Built-in and intuitive cashless solution helps capture every sale.

### Largest Variety

Increase sales and consumer satisfaction with the largest number of selections in the industry.

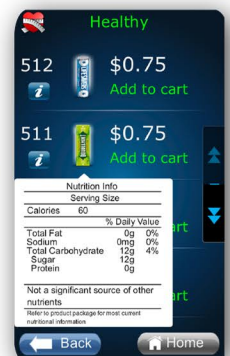


### Shopping Cart

Enables multi-product purchases in one, simple transaction. Consumers can pay before or after selection.

### Nutritional Information

Provides easy-to-read nutritional facts (available for both 3.5" Color Display and 7" Touchscreen).



### Built-In Multi-Product Promotions

Increase transaction size and drive consumer value

### Guaranteed Product Delivery

Crane's SureVend technology ensures product delivery.



### Healthy Graphics

Promote healthy options and increase sales by appealing to health-conscious consumers.

## CRANE MERCHANDISING SYSTEMS

3330 Dixie-Narco Boulevard | Williston, SC 29853-0719  
Tel: 1-800-688-9090 | www.cranems.com | MADE IN USA



# BEVMAX

MODEL 5800-4

4

NEW  
TACTILE  
KEYPAD

INCREASED  
VERTICAL  
SHELF HEIGHT

HIGH  
PERFORMANCE  
REFRIGERATION  
SYSTEM



EXCEEDS  
ENERGY STAR  
TIER 2  
STANDARDS



CRANE

**Dixie Narco**  
Vending Systems

# Coca-Cola

## 3D VIS

### DNCB 640-8



MEETS ANSI  
AND NEW ADA  
REQUIREMENTS



EXCEEDS ENERGY  
STAR TIER 2  
AND 2012 D.O.E.  
STANDARDS

**CRANE**

**Dixie Narco**  
Vending Systems





# pepsi

BOTTLE AND CAN  
MERCHANDISING  
SOLUTIONS



*Superior vend times*

*Simplified package conversions*

*Front adjustable rear spacers*

*Electronic package adjustment*

*Improved space-to-sales*

*Integrated product positioner "No Gate"*

*Low voltage DC vend motors*



Specifications	640-12		448-6	
Columns / Selections	10 / 12		7 / 6	
Capacities	Total	Per Column	Total	Per Column
12 oz. Cans	640	64	448	64
16/20-oz. Bottles*	280	28	196	28
Dimensions	72" H x 37" W x 34" D		72" H x 28" W x 34" D	
Approximate Weight	788 lbs.		646 lbs.	
Logic	MDB Level 3 Controller			
Power	120 VAC, 60 Hz, 10.2 amps			
Refrigeration	134A CFC-Free Refrigerant Gas. 1/3 HP Compressor			



MEETS ANSI  
AND NEW ADA  
REQUIREMENTS

## CERTIFICATIONS

UL, CUL, CE, FCC, NOM, CTICK

**CRANE**

**MERCHANDISING SYSTEMS**

[www.cranems.com](http://www.cranems.com)



# EVOLUTION™

witness the Evolution of vending

## INFEVO-FS01

**FASTCORP**  
THE LEADER IN FROZEN VENDING TECHNOLOGY LLC



ice cream ♦ ice cream ♦ ice cream





## Cashless capabilities plus a lot more functionality



Tap-and-go contactless payment technology

### Plus, packed with operator- and consumer-pleasing features:

- Accepts cash payments with a jam resistant experience
- Convenient vertical magnetic stripe credit card swipe
- Contactless payment/NFC – ready for new “mobile wallet” technology
- Accepts MEI coupons for promotional and discounted vends
- ISIS Smart Tap Support
- User-friendly interface screen guides consumers through the payment process
- \*NEW\* 3 button interface (Yes, No, Cancel) adds capability to interact with consumer engagement applications, like loyalty programs
- Bright, LED “runway lights” attract consumers to the machine and direct them towards payment options
- EMV L1 and L2 certified

Give Your Machines A Voice™ for cashless deployment with the MEI EASITRAX Advance 5000 telemeter.



Google wallet



**mei**  
www.meigroup.com

# MERCHANT MEDIA COMBO

TRANSFORMING THE WAY CONSUMERS EXPERIENCE VENDING



## Win New Business:

Differentiate your offering & win  
NEW LOCATIONS

## Maximize Sales:

Media offers new retail tools that  
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## Provide Long Lasting Solutions:

Built-In DURABILITY and  
RELIABILITY that keep the store  
working



Meets new ADA  
requirements

**CRANE** MERCHANDISING SYSTEMS



(OFFICE USE ONLY) Vendor number: 

Please entirely complete this vendor information form along with the IRS Form W-9, and upload it to the BidSync website with your submittal.

### Vendor Information Form

Operating Name (Payee)	BeTtoli Vending.		
Legal Name (as filed with IRS)	BeTtoli Trading Corp.		
Remit-to Address (For Payments)	6095 NW. 167 <sup>th</sup> Street		
	Ste D4		
	Hialeah, FL 33015		
Remit-to Contact Name:	Maurizio BeTtoli	Title:	Director
Email Address:	Maurizio@BeTtoliVending.com		
Phone #:	305 6260740	Fax #	305 6230108
Order-from Address (For purchase orders)	SAME		
Order-from Contact Name:	SAME	Title:	
Email Address:			
Phone #:		Fax #	
Return-to Address (For product returns)	SAME		
Return-to Contact Name	SAME	Title:	
Email Address:			
Phone #:		Fax #	
Payment Terms:	Net 30		

Type of Business (please check one and provide Federal Tax identification or social security Number)

☒ Corporation

Federal ID Number:

65-1057065

☐ Sole Proprietorship/Individual

Social Security No.:

☐ Partnership

☐ Health Care Service Provider

☐ LLC - C (C corporation) - S (S corporation) - P (partnership)

☐ Other (Specify): 

Name & Title of Applicant Maurizio BeTtoli, Director

Signature of Applicant *Maurizio BeTtoli* Date 9/20/18

Form <b>W-9</b> (Rev. November 2017) Department of the Treasury Internal Revenue Service	<h2 style="margin: 0;">Request for Taxpayer Identification Number and Certification</h2> <p style="margin: 10px 0;">▶ Go to <a href="http://www.irs.gov/FormW9">www.irs.gov/FormW9</a> for instructions and the latest information.</p>	<b>Give Form to the requester. Do not send to the IRS.</b>
1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <div style="font-size: 1.2em; font-family: cursive;">Bettoli Trading Corp.</div>		
2 Business name/disregarded entity name, if different from above <div style="font-size: 1.2em; font-family: cursive;">Bettoli Vending.</div>		
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes. <div style="margin-top: 10px;"> <input type="checkbox"/> Individual/sole proprietor or single-member LLC           <input checked="" type="checkbox"/> C Corporation           <input type="checkbox"/> S Corporation           <input type="checkbox"/> Partnership           <input type="checkbox"/> Trust/estate         </div> <div style="margin-top: 10px;"> <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____         </div> <p style="font-size: 0.8em; margin-top: 5px;"> <b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.         </p> <div style="margin-top: 10px;"> <input type="checkbox"/> Other (see instructions) ▶ _____         </div>		4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  Exempt payee code (if any) _____  Exemption from FATCA reporting code (if any) _____  <small>(Applies to accounts maintained outside the U.S.)</small>
5 Address (number, street, and apt. or suite no.) See instructions. <div style="font-size: 1.2em; font-family: cursive;">6095 N.W. 167th Street Ste. D4</div>		Requester's name and address (optional)
6 City, state, and ZIP code <div style="font-size: 1.2em; font-family: cursive;">Hialeah, FL 33015</div>		
7 List account number(s) here (optional)		

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

				-			-					
--	--	--	--	---	--	--	---	--	--	--	--	--

or

Employer identification number

6	5	-	1	0	5	7	0	6	5
---	---	---	---	---	---	---	---	---	---

## Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ▶	Date ▶
		

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*

**Bettoli Trading Corp****Item: Minimum amount per month payable to the City, per machine****Attachments**

RFP18\_12.pdf





## RFP # RE-18-12 “Vending Machine Services”

City of Pembroke Pines, Florida

Due by 2:00 p.m., local time, September 25<sup>th</sup> 2018

Bettoli Trading Corp. D/B/A Bettoli Vending

Maurizio L Bettoli, Director of Operations

305-626-0740

Maurizio@BettoliVending.com



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## Letter of Interest

Bettoli Vending Established on November 2000. It was created by the acquisition of a small vending company with 350 active machines. After an intensive analysis, education within the industry and mastering the technological advances of the industry, we started our significant growth in 2007. Today we have over 1800 active machines, growing over 350% in less than 10 years. Our growth has not been coincidental. It was the result of a perfect mix of proper operation, implementation of proven technologies, education to our staff and dedication to our clients. Today, we operate with over 30 employees; who are trained by strict industry standards.



The industry progresses and we have always kept up with proven technologies that gives benefits to our clients and customers. We have integrated immediate customer service communication by integrating mobile app pages into our forms of communication. this form has been welcomed primarily by our younger customers, whom also have put stress into the healthier product lineups.

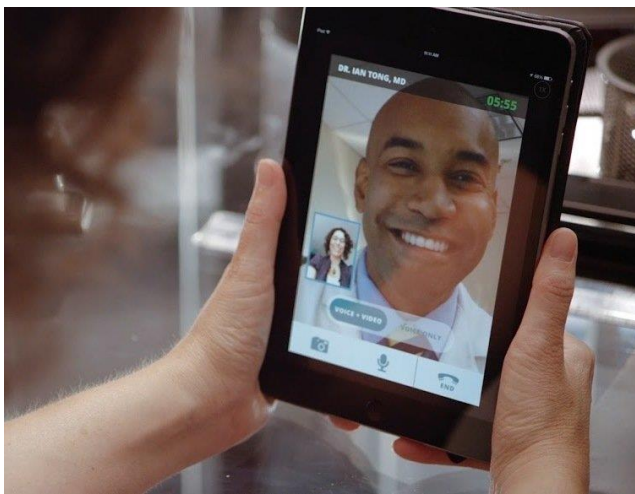
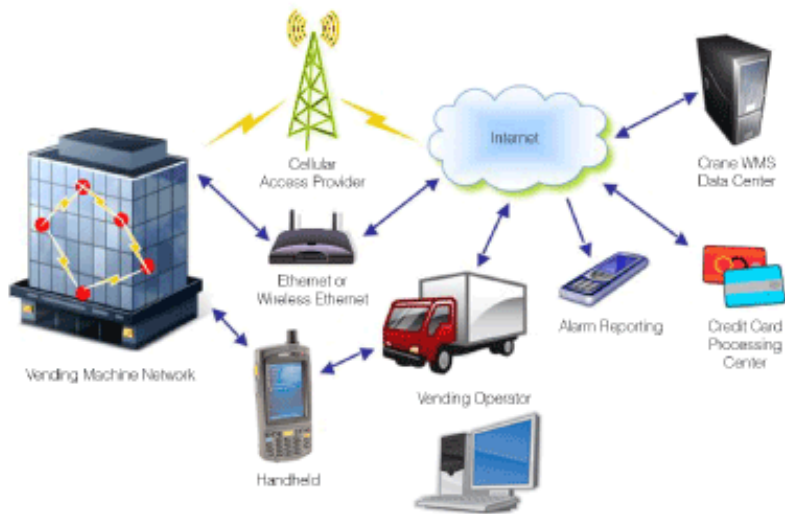


The technology has also been our best allied on beating the stigma of accountability in this industry. Being able to show such level of data is key on ensuring money is accounted properly.

As technology continues to advance, we reached a level in which most problems are electronically reported by the machine directly to us without human intervention.

This technology has placed us at the forefront of customer service performance. Increasing customer satisfaction and increasing equipment reliability.

For the past 12 years we have been using GPS tracking technology. This has helped us maximize our response time and efficiencies. As well confirm site visits if in doubt.



For the past 5 years we have integrated technology further by providing our staff with smartphones able to provide video conference. This has reduced our response time to service calls significantly. Many times the closest staff to a machine is not the service technician. However, with video conference the route staff is able to quickly show what the problem is providing us the ability to speed up the response. Either by allowing the office to know if a not common part might be needed or simply by informing the staff in front of the machine what to do to place the machine back in operation, many times reducing the service call to just minutes from the reported time.

The city currently has about 26 machines. These machines can all be serviced in 1 day with repeat service for those machines that require it as needed. Currently we have multiple vehicles already servicing machines near Pembroke Pines. It would be easy to integrate all 26 machines plus the 14 new locations or more into our ongoing schedule of service.

Our service fleet is integrated by multiple routes and technicians. Some of them with Journeyman Designation training by the National Automatic Merchandising Association.

## Resale Pricing

Category	Price
<b>Soda 12oz</b>	<b>\$1.25</b>
<b>Soda 20oz</b>	<b>\$2.25</b>
<b>Water</b>	<b>\$2.00</b>
<b>PowerAde</b>	<b>\$2.25</b>
<b>16oz Energy Drinks (Monster)</b>	<b>\$3.00</b>
<b>Regular Chips</b>	<b>\$1.00</b>
<b>Healthy Chips</b>	<b>\$1.25</b>
<b>Premium Chips</b>	<b>\$1.50</b>
<b>Bars</b>	<b>\$1.50</b>
<b>Pastries</b>	<b>\$1.50</b>

\* Prices for employee only locations may be negotiated with a proportional change on monthly fees for that location

## Service Narrative

Our management plan is to install the proper equipment for each location. And schedule service at twice per week at community centers and once per week for all other areas. Schedule will be adjusted every 2 weeks during the following 2 months. We will maintain communication with the different departments so we can adjust schedule for special events such as summer camps and city wide events. The operations and Police department will be placed on our emergency list for pre and post hurricane emergency stops.

As it comes to equipment, we have used all brands and have tested most models available. We are willing to work with the City if a specific brand/model is necessary. On the next few pages you will see catalogs corresponding to many of these models.

## Equipment Detail

Our plan is to implement **100% ADA compliant equipment**. With 4in1+ Credit Card acceptors in all machines, the 4in1+ is a device able to accept multiple forms of payments such as, credit card, mobile payments (Apple Pay, Android pay, etc.), RFID Credit Cards and allows us to combine it with the bill acceptor which can be program to accept up to \$20 bills.

For snack machines: Our preference is to use the state of the art, Crane Merchant Media. In both models (4 columns wide and 6 columns wide), We have used these machines successfully. We always inspect and test all models of machines available in the NAMA ONE SHOW, where the top 10 vending machine manufacturers are present, we are happy to discuss any ideas the City may have.



For Beverage Machines we plan to use Royal Vendors for Closed front machines and Bevmax 4 for the glass front machines. The machine would be chosen based on volume and location.

For the ice-cream machines our plan is to use the Leader in the industry of Ice cream vending, Fastcorp with its robotic arm delivery system. These machines can also handle frozen food where needed. The same cashless devices would also be used on these machines.



Please see the factory brochures on the next pages, here you can see that the machines we plan to use meet tier 2 energy star rating. And the snack machines do not display it because the rating is only applied to refrigerated machines. However, even the snack machines are program to power down the lights after long periods of inactivity.

## Maintenance Plan

General maintenance will occur when the equipment is service. On a seasonal basis the machines will undergo a through clean/lube maintenance. Also, the staff is train to spot and report maintenance issues before they become a problem, ensuring continuity of service.

## Refunds

Refunds will be handle in a method as chosen by the city. Different methods may be proposed for the same site.

1. Cash system. We can leave a refund bank for an onsite person to handle the refunds.
2. Coupons. We can leave coupons that may be used in the machines as regular cash for a free item.
3. Cash by mail. We can mail refunds as these are requested directly to each customer.

4. Any of these systems may be used in combination with our information app. Available at [www.VendingRefunds.com](http://www.VendingRefunds.com) this will guide you thru one of Multiple choices such as Refunds, Products requests, Service requests, etc.

We still want to make mentioned that all our machines are equipped with Sensors that will ensure delivery of the product and are design to over deliver product in case of failure. This significantly reduces the number of service calls and almost eliminates the need for refunds.

## Sub-Contractors

We use Advance Ice Cream Co. as out only sub-contractor to provide ice cream vending machines to our clients.

## Schedule

All 40 machines can be installed in Three days. However, to ensure a Smooth transition from your current vendor, we would recommend to install in 1 week, we would coordinate with the current operator to minimize the down time. This timeline ensures a smooth transition plan.

## Vending Menu

We stock hundreds of different products, many of which are considered healthy under the guidelines set by the USDA for Schools. Bettoli Vending has develop a system for each department to choose their product by an online survey. Also, We can provide recommendations by type of location.

## References

1. City of Weston. Since June 2017. Ongoing. 12+  
Don Decker, Director of Parks and Recreation  
20200 Saddle Club Rd. Weston, FL. 33327.  
T. 954-389-4321  
Email: [ddecker@westonfl.org](mailto:ddecker@westonfl.org)
2. Miami Dade County (All GSA Facilities) 280+ Machines  
Since 2014. Ongoing.  
Charlotte Horne  
GSA Facilities,  
T. 305-375-3231  
Email: [Denise2@miamidade.gov](mailto:Denise2@miamidade.gov)
3. Broward County 50+ Machines  
Since 2014. Ongoing.  
John Torrenga, Purchasing Agent  
115 S. Andrews Blvd, #212  
Fort Lauderdale, FL. 33301  
T. (954) 357-6081  
Email: [jtorrenga@broward.org](mailto:jtorrenga@broward.org)
4. City of Coconut Creek  
Since 2016. Ongoing.  
Michael Heimbach, Project Manager  
4900 West Copans Rd.  
Coconut Creek, FL. 33063  
Email: [MHeimbach@coconutcreek.net](mailto:MHeimbach@coconutcreek.net)
5. City of Doral 10+ Machines  
Since 2013. Ongoing.  
Michael Festa, Parks Maintenance Supervisor  
8401 NW 53<sup>rd</sup> street, Doral, FL. 33166  
Email: [Michael.Festa@cityofdoral.com](mailto:Michael.Festa@cityofdoral.com)

We hope that it would suffice with the list above. However, we service many more government locations such as:

- City of Fort Lauderdale
- City of Hialeah
- City of North Miami
- City of North Miami Beach
- City of Aventura
- City of Sweet Water
- Town of Davie
- City of Coral Gables
- Town of Golden Beach
- City of Homestead
- City of Sunny Isles Beach.

We'll be glad to offer their contact info if more references are needed.



## Administrative Staff Resumes

### MAURIZIO BETTOLI

---

305-219-9486, MAURIZIO.BETTOLI@GMAIL.COM

#### EXPERIENCE

NOV 2000 - CURRENT      Bettoli Trading Corp.      *Miami, FL.*

#### DIRECTOR OF OPERATIONS

##### DUTIES INCLUDE

- Inventory control
- Supply chain
- Monitoring route efficiency
- Monitor compliance with federal, state and local laws.
- Supervise service calls and parts supply.

OCT 1999 - NOV 2000      Florida International University      *Miami, FL*

#### MANAGER COMPUTER TECHNOLOGY TEAM

- To schedule personnel to tend the computer lab at the WUC at the FIU Biscayne Bay Campus
- To assure computers at the WUC were in working order and with the up to date software for students as well as staff
- To maintain ADA complaint computers to assist disabled students
- To assist on the websites for the WUC and Student Government

#### EDUCATION

JUNE 1997 – MAY 2002      Florida International University      *Miami, FL*

#### BACHELOR OF SCIENCE

- Majors in Finance and Management of Information Systems.

#### REFERENCES

References are available on request.

## LEONARDO BETTOLI, NCE

3600 MYSTIC POINTE DRIVE #1107, AVENTURA, FL 33180, 305-746-3469, LEOBETTOLI@HOTMAIL.COM

### EXPERIENCE

JULY 2001 - CURRENT

Bettoli trading Corp.

*Miami, FL*

#### **ACCOUNT MANAGER**

- Monitor and Maximize Sales
- Responsible for new sales
- Customer retention
- Manage relationship between customers and route personnel

### EDUCATION

2008 - 2010

Nova Southeastern University

*Ft. Lauderdale, FL*

#### **MASTER OF BUSINESS ADMINISTRATION**

- **Specialization in Entrepreneurship**

2008

Michigan State University

*East Lansing, MI*

#### **NAMA EXECUTIVE DEVELOPMENT PROGRAM**

- **NAMA Certified Executive**

2007

Georgia State University

*Atlanta, GA*

#### **EMERGING LEADERS DEVELOPMENT PROGRAM**

2005 - 2008

Nova Southeastern university

*Ft. Lauderdale, FL*

#### **BACHELORS OF SCIENCE**

2001 – 2005

Broward Community College

*Ft. Lauderdale, FL*

#### **ASSOCIATE IN SCIENCE**

### ACTIVITIES

- **Automatic Merchandising Association of Florida (AMAF), Board Member 2010 – 2013**

### REFERENCES

References are available on request.

## Other Certifications:

Bettoli Vending is a proud member of:

The National Automatic Merchandiser Association (NAMA) [www.NAMANOW.org](http://www.NAMANOW.org)

The Automatic Merchandiser Association of Florida (AMAF)

Currently we have 30 Direct Employees

Management team to be assigned to this project:

Leonardo Bettoli MBA, NCE, CCS. Merchandising and Marketing Manager, AMAF Board Member 2010-2013 and 2013-2016.

- NAMA Certified Executive.
- Route Driver Certified (NAMA)
- Vending Technician Level I (NAMA)
- Journeyman Vending Technician Certified (NAMA)
- Certified Coffee Specialist (NAMA)
- Specialization in Entrepreneurship

Maurizio L. Bettoli. Director of Operations

- Route Driver Certified (NAMA)
- Vending Technician Level I (NAMA)
- Journeyman Vending Technician Certified (NAMA)


Valeria Bettoli BS. Director of Finances

- MAST QuickBooks Certified

Jose De Freitas. Head Technician.

- Route Driver Certified (NAMA)
- Vending Technician Level I (NAMA)
- Journeyman Vending Technician Certified (NAMA)

## Annual Food Permit

  
**ADAM H. PUTNAM**  
 COMMISSIONER

Department of Agriculture and Consumer Services  
 Division of Food Safety

**2018**

**Annual Food Permit**  
 Chapter 500, Florida Statutes  
 1 (800) HELP FLA www.FreshFromFlorida.com

**FOOD ENTITY NUMBER : 331581**

**LOCATION:**  
 BETTOLI VENDING  
 6095 NW 167TH ST SUITE D4 AND D5  
 HIALEAH, FL 33015 - 4313

**OWNER:**  
 BETTOLI TRADING CORP  
 6095 NW 167TH ST SUITE D4 AND D5  
 HIALEAH, FL 33015 - 4313

**EXPIRATION DATE: December 31, 2018**  
 This permit must be conspicuously displayed at permitted location  
 and is not transferable. Rule 5K-4.020(2) and 5K-4.020(4)(a) F.A.C.

FDACS-14414 Rev 05/17

## License/Business Tax Receipt

**BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT**  
 115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000  
**VALID OCTOBER 1, 2018 THROUGH SEPTEMBER 30, 2019**

**DBA:** BETTOLI VENDING  
**Business Name:** BETTOLI VENDING

**Receipt #:** 384-292170  
**Business Type:** OPERATOR MERCHANDISE (VENDING MACHINE)

**Owner Name:** BETTOLI VENDING  
**Business Location:** 6095 NW 167 ST STE D4  
 MIAMI DADE COUNTY

**Business Opened:** 07/18/2018  
**State/County/Cert/Reg:** 0108-0387  
**Exemption Code:**

**Business Phone:**

Rooms	Seats	Employees	Machines	Professionals
			253	

Number of Machines: 253		For Vending Business Only				
		Vending Type:				
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	Total Paid
300.00	0.00	0.00	0.00	0.00	0.00	300.00

**THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS**

**THIS BECOMES A TAX RECEIPT WHEN VALIDATED**

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

**Mailing Address:**  
 BETTOLI VENDING  
 6095 NW 167 ST STE D4  
 HIALEAH, FL 33015

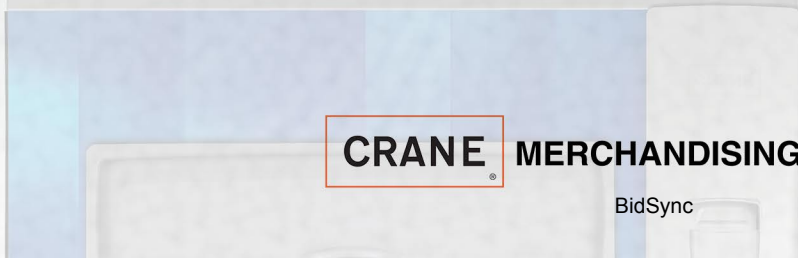
**Receipt #** 02C-17-00003514  
**Paid** 07/18/2018 300.00

**2018 - 2019**

## Brochures



## TRANSFORMING THE WAY CONSUMERS EXPERIENCE VENDING



Meets new ADA requirements



# MERCHANT MEDIA



## Specifications

	Model 186	Model 187
Height:	72"	72"
Width:	33"	44"
Depth:	35"	35"
Weight:	510 lbs.	610 lbs.
Electrical:	115 VAC	120 VAC
	60Hz, 3A	60Hz, 3A
Certifications:	UL, cUL, CE, FCC, NAMA	

## Spiral Configuration Options

11	11	15	15	13	13	11	11
09	09	09	09	09	09	09	09
11	11	15	15	13	13	11	11
17	17	17	17	20	20	15	15
17	17	17	17	20	20	15	15
11	11	09	09	09	09	11	11
17	17	20	20	20	20	15	15

Merchant Media 4-Wide  
38 Select Standard Model

11	11	13	13	15	15	15	15	13	13	11	11
09	09	09	09	09	09	09	09	09	09	09	09
11	11	13	13	15	15	15	15	13	13	11	11
17	17	17	17	20	20	20	20	15	15	15	15
17	17	17	17	20	20	20	20	15	15	15	15
11	11	09	09	09	09	13	13	13	13	11	11
17	17	20	20	20	20	15	15	15	15	15	15

Merchant Media 6-Wide  
58 Select Standard Model

## Built-In Telemetry Options

- For Remote Monitoring or Credit Card Payments:
  - Verizon (CDMA) - Standard
  - AT&T (GSM) and Sprint (CDMA) are also available
  - Local Mesh Network

## Key Features

### Color Displays

Pick from two stunning user interfaces to grab consumer's attention.

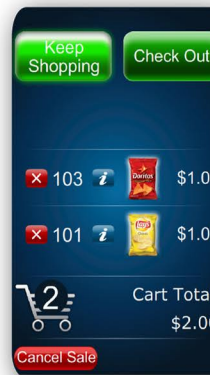


### Out-Of-The-Box Cashless Option

Built-in and intuitive cashless solution helps capture every sale.

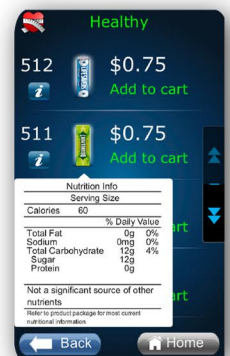
### Largest Variety

Increase sales and consumer satisfaction with the largest number of selections in the industry.



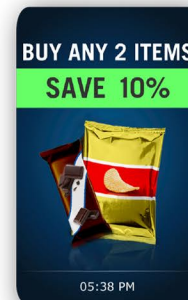
### Shopping Cart

Enables multi-product purchases in one, simple transaction. Consumers can pay before or after selection.



### Nutritional Information

Provides easy-to-read nutritional facts (available for both 3.5" Color Display and 7" Touchscreen).



### Built-In Multi-Product Promotions

Increase transaction size and drive consumer value



### Guaranteed Product Delivery

Crane's SureVend technology ensures product delivery.



### Healthy Graphics

Promote healthy options and increase sales by appealing to health-conscious consumers.

## Payment Options

- Integrated Credit Card Swipe
- Integrated Bill Validator
- Standard Payment Opening 1
- Standard Payment Opening 2
- Near Field Communication Tap Zone

## Other Key Options

- 3.5" Color Display with Keypad or 7" Touchscreen
- Surround & Integrated Payment LED Option
- Standard Cabinet LED Lighting
- Healthy Graphics Package
- Custom Graphics
- 6-Shelf and 7-Shelf Configurations
- Internal Tactile Keypad & Speaker Option (for visually impaired operators)
- Black Media Door Option

## CRANE MERCHANDISING SYSTEMS

3330 Dixie-Narco Boulevard | Williston, SC 29853-0719  
Tel: 1-800-688-9090 | www.cranems.com | MADE IN USA



# BEVMAX

MODEL 5800-4

4

NEW  
TACTILE  
KEYPAD

INCREASED  
VERTICAL  
SHELF HEIGHT

HIGH  
PERFORMANCE  
REFRIGERATION  
SYSTEM



EXCEEDS  
ENERGY STAR  
TIER 2  
STANDARDS



CRANE

**Dixie Narco**  
Vending Systems



# Coca-Cola

## 3D VIS

### DNCB 640-8



MEETS ANSI  
AND NEW ADA  
REQUIREMENTS



EXCEEDS ENERGY  
STAR TIER 2  
AND 2012 D.O.E.  
STANDARDS

**CRANE**

**Dixie Narco**  
Vending Systems



# pepsi

BOTTLE AND CAN  
MERCHANDISING  
SOLUTIONS



*Superior vend times*

*Simplified package conversions*

*Front adjustable rear spacers*

*Electronic package adjustment*

*Improved space-to-sales*

*Integrated product positioner "No Gate"*

*Low voltage DC vend motors*



Specifications	640-12		448-6	
Columns / Selections	10 / 12		7 / 6	
Capacities	Total	Per Column	Total	Per Column
12 oz. Cans	640	64	448	64
16/20-oz. Bottles*	280	28	196	28
Dimensions	72" H x 37" W x 34" D		72" H x 28" W x 34" D	
Approximate Weight	788 lbs.		646 lbs.	
Logic	MDB Level 3 Controller			
Power	120 VAC, 60 Hz, 10.2 amps			
Refrigeration	134A CFC-Free Refrigerant Gas. 1/3 HP Compressor			



MEETS ANSI  
AND NEW ADA  
REQUIREMENTS

## CERTIFICATIONS

UL, CUL, CE, FCC, NOM, CTICK

**CRANE**

**MERCHANDISING SYSTEMS**

[www.cranems.com](http://www.cranems.com)





# EVOLUTION™

witness the Evolution of vending

## INFEVO-FS01

**FASTCORP**  
THE LEADER IN FROZEN VENDING TECHNOLOGY LLC



ice cream ♦ ice cream ♦ ice cream



## Cashless capabilities plus a lot more functionality



Tap-and-go contactless payment technology

### Plus, packed with operator- and consumer-pleasing features:

- Accepts cash payments with a jam resistant experience
- Convenient vertical magnetic stripe credit card swipe
- Contactless payment/NFC – ready for new “mobile wallet” technology
- Accepts MEI coupons for promotional and discounted vends
- ISIS Smart Tap Support
- User-friendly interface screen guides consumers through the payment process
- \*NEW\* 3 button interface (Yes, No, Cancel) adds capability to interact with consumer engagement applications, like loyalty programs
- Bright, LED “runway lights” attract consumers to the machine and direct them towards payment options
- EMV L1 and L2 certified

Give Your Machines A Voice™ for cashless deployment with the MEI EASITRAX Advance 5000 telemeter.



Google wallet





# MERCHANT MEDIA COMBO

TRANSFORMING THE WAY CONSUMERS EXPERIENCE VENDING



## Win New Business:

Differentiate your offering & win  
NEW LOCATIONS

## Maximize Sales:

Media offers new retail tools that  
drive SAME-STORE SALES

## Provide Long Lasting Solutions:

Built-In DURABILITY and  
RELIABILITY that keep the store  
working



Meets new ADA  
requirements

**CRANE** MERCHANDISING SYSTEMS

Supplier: **Bettoli Trading Corp**



City of Pembroke Pines

Attachment A

### **CONTACT INFORMATION FORM**

IN ACCORDANCE WITH “RE-18-12” titled “Vending Machine Services” attached hereto as a part hereof, the undersigned submits the following:

#### **A) Contact Information**

The Contact information form shall be electronically signed by one duly authorized to do so, and in case signed by a deputy or subordinate, the principal's properly written authority to such deputy or subordinate must accompany the proposal. This form must be completed and submitted through [www.bidsync.com](http://www.bidsync.com) as part of the bidder's submittal. The vendor must provide their pricing through the designated lines items listed on the BidSync website.

#### **COMPANY INFORMATION:**

COMPANY: **Bettoli Trading Corp. D/B/A Bettoli Vending**  
 STREET ADDRESS: **6095 NW 167th street Suite D4**  
 CITY, STATE & ZIP CODE: **Hialeah, FL. 33015**

#### **PRIMARY CONTACT FOR THE PROJECT:**

NAME: **Maurizio L Bettoli** TITLE: **Director of Operations**  
 E-MAIL: **Maurizio@BettoliVending.com**  
 TELEPHONE: **305-626-0740** FAX: **305-623-0108**

#### **AUTHORIZED APPROVER:**

NAME: **Maurizio L Bettoli** TITLE: **Director of Operations**  
 E-MAIL: **Maurizio@BettoliVending.com**  
 TELEPHONE: **3056260740** FAX: **3056230108**  
 SIGNATURE: **Maurizio Bettoli**

#### **B) Sample Proposal Form**

*The following sample price proposal is for information only. The vendor must provide their pricing through the designated lines items listed on the BidSync website.*

<b><u>Beverage &amp; Snack Machine Revenue Proposal</u></b>	<b><u>To be Submitted via BidSync</u></b>
<u>Percentage of gross sales payable to the City</u>	%
<u>Minimum amount per month payable to the City</u>	\$

Supplier: **Bettoli Trading Corp**



City of Pembroke Pines

Attachment C

**NON-COLLUSIVE AFFIDAVIT**

BIDDER is the **Officer**,

(Owner, Partner, Officer, Representative or Agent)

BIDDER is fully informed respecting the preparation and contents of the attached Bid and of all pertinent circumstances respecting such Bid;

Such Bid is genuine and is not a collusive or sham Bid;

Neither the said BIDDER nor any of its officers, partners, owners, agents, representative, employees or parties in interest, including this affidavit, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other BIDDER, firm or person to submit a collusive or sham Bid in connection with the Contract for which the attached Bid has been submitted; or to refrain from bidding in connection with such Contract; or have in any manner, directly or indirectly, sought by agreement or collusion, or communications, or conference with any BIDDER, firm, or person to fix the price or prices in the attached Bid or any other BIDDER, or to fix any overhead, profit, or cost element of the Bid Price or the Bid Price of any other BIDDER, or to secure through any collusion conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the proposed Contract;

The price of items quoted in the attached Bid are fair and proper and are not tainted by collusion, conspiracy, connivance, or unlawful agreement on the part of the BIDDER or any other of its agents, representatives, owners, employees or parties in interest, including this affidavit.

Printed Name/Signature **Maurizio Bettoli**

Title **Director of Operations**

Name of Company **Bettoli Trading Corp, D/B/A Bettoli  
Vending**

Supplier: **Bettoli Trading Corp**



City of Pembroke Pines

Attachment D

**SWORN STATEMENT  
ON PUBLIC ENTITY CRIMES  
UNDER FLORIDA STATUTES CHAPTER 287.133(3)(a).**

1. This sworn statement is submitted **Bettoli Trading Corp, D/B/A Bettoli Vending** (name of entity submitting sworn statement) whose business address is **6095 NW 167th street Suite D4, Hialeah, FL. 33015** and (if applicable) its Federal Employer Identification Number (FEIN) is **65-1057065**. (If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement: .)
2. My name is **Maurizio Bettoli** and my  
(Please print name of individual signing)  
  
relationship to the entity named above is **Director of Operations**.
3. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
4. I understand that a "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
5. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:
  1. A predecessor or successor of a person convicted of a public entity crime: or
  2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The Cityship by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.



6. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or any entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts let by a public entity, or which otherwise transacts or applies to transact business with a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
7. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. **(Please indicate which statement applies.)**

☒ A) Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

☐ B) The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND **(Please indicate which additional statement applies.)**

☐ B1) There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. **(Please attach a copy of the final order.)**

☐ B2) The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. **(Please attach a copy of the final order.)**

☐ B3) The person or affiliate has not been placed on the convicted vendor list. **(Please describe any action taken by or pending with the Department of General Services.)**

**Maurizio L Bettoli**

**Bettoli Trading Corp. 09/20/18**

**D/B/A Bettoli Vending**

Bidder's Name/Signature

Company

Date

Supplier: **Bettoli Trading Corp**



City of Pembroke Pines

Attachment E

## LOCAL VENDOR PREFERENCE CERTIFICATION

### SECTION 1 GENERAL TERM

#### LOCAL PREFERENCE

The evaluation of competitive bids is subject to section 35.36 of the City's Procurement Procedures which, except where contrary to federal and state law, or any other funding source requirements, provides that preference be given to local businesses. To satisfy this requirement, the vendor shall affirm in writing its compliance with either of the following objective criteria as of the bid or proposal submission date stated in the solicitation. A local business shall be defined as:

1. "Local Pembroke Pines Vendor" shall mean a business entity which has maintained a permanent place of business with full-time employees within the City limits for a minimum of one (1) year prior to the date of issuance of a bid or proposal solicitation. The permanent place of business may not be a post office box. The business location must actually distribute goods or services from that location. In addition, the business must have a current business tax receipt from the City of Pembroke Pines.

OR;

2. "Local Broward County Vendor" shall mean or business entity which has maintained a permanent place of business with full-time employees within the Broward County limits for a minimum of one (1) year prior to the date of issuance of a bid or proposal solicitation. The permanent place of business may not be a post office box. The business location must actually distribute goods or services from that location. In addition, the business must have a current business tax receipt from the Broward County or the city within Broward County where the business resides.

A preference of five percent (5%) of the total evaluation point, or five percent (5%) of the total price, shall be given to the **Local Pembroke Pines Vendor(s)**; A preference of two and a half percent (2.5%) of the total evaluation point for local, or two and a half percent (2.5%) of the total price, shall be given to the **Local Broward County Vendor(s)**.

#### COMPARISON OF QUALIFICATIONS

The preferences established in no way prohibit the right of the City to compare quality of supplies or services for purchase and to compare qualifications, character, responsibility and fitness of all persons, firms or corporations submitting bids or proposals. Further, the preference established in no way prohibit the right of the city from giving any other preference permitted by law instead of the preferences granted, nor prohibit the city to select the bid or proposal which is the most responsible and in the best interests of the city.

### SECTION 2 AFFIRMATION

#### LOCAL PREFERENCE CERTIFICATION:

- ☐ Place a check mark here only if affirming bidder meets requirements above as a Local Pembroke Pines Vendor.  
In addition, the business must attach a current business tax receipt from the City of Pembroke Pines along with any previous business tax receipts to indicate that the business entity has maintained a permanent place of business for a minimum of one (1) year.
- ☐ Place a check mark here only if affirming bidder meets requirements above as a Local Broward County Vendor.  
In addition, the business must attach a current business tax receipt from the Broward County or the city within Broward County where the business resides along with any previous business tax receipts to indicate that the business entity has maintained a permanent place of business for a minimum of one (1) year.
- ☒ Place a check mark here only if affirming bidder does not meet the requirements above as a Local Vendor.

**Failure to complete this certification at this time (by checking either of the boxes above) shall render the vendor ineligible for Local Preference. This form must be completed by/for the proposer; the proposer WILL NOT qualify for Local Vendor Preference based on their sub-contractors' qualifications.**

COMPANY NAME: **Bettoli Trading Corp. D/B/A Bettoli Vending**

PRINTED NAME / AUTHORIZED SIGNATURE: **Maurizio Bettoli**



Supplier: **Bettoli Trading Corp**



City of Pembroke Pines

Attachment F

## VETERAN OWNED SMALL BUSINESS (VOSB) PREFERENCE CERTIFICATION

### SECTION 1 GENERAL TERM

#### VETERAN OWNED SMALL BUSINESS (VOSB) PREFERENCE

The evaluation of competitive bids is subject to section 35.37 of the City's Procurement Procedures which, except where contrary to federal and state law, or any other funding source requirements, provides that preference be given to veteran owned small businesses. To satisfy this requirement, the vendor shall affirm in writing its compliance with the following objective criteria as of the bid or proposal submission date stated in the solicitation. A veteran owned small business shall be defined as:

1. "Veteran Owned Small Business" shall mean a business entity which has received a "Determination Letter" from the United States Department of Veteran Affairs Center for Verification and Evaluation notifying the business that they have been approved as a Veteran Owned Small Business (VOSB).

A preference of two and a half percent (2.5%) of the total evaluation point, or two and a half percent (2.5%) of the total price, shall be given to the **Veteran Owned Small Business (VOSB)**. This shall mean that if a **VOSB** submits a bid/quote that is within 2.5% of the lowest price submitted by any vendor, the **VOSB** shall have an option to submit another bid which is at least 1% lower than the lowest responsive bid/quote. If the **VOSB** submits a bid which is at least 1% lower than that lowest responsive bid/quote, then the award will go to the **VOSB**. If not, the award will be made to the vendor that submits the lowest responsive bid/quote. If the lowest responsive and responsible bidder IS a "**Local Pembroke Pines Vendor**" (**LPPV**) or a "**Local Broward County Vendor**" (**LBCV**) as established in Section 35.36 of the City's Code of Ordinances, entitled "Local Vendor Preference", then the award will be made to that vendor and no other bidders will be given an opportunity to submit additional bids as described herein.

If there is a **LPPV**, a **LBCV**, and a **VOSB** participating in the same bid solicitation and all three vendors qualify to submit a second bid, the **LPPV** will be given first option. If the **LPPV** cannot beat the lowest bid received by at least 1%, an opportunity will be given to the **LBCV**. If the **LBCV** cannot beat the lowest bid by at least 1%, an opportunity will be given to the **VOSB**. If the **VOSB** cannot beat the lowest bid by at least 1%, then the bid will be awarded to the lowest bidder.

If multiple **VOSBs** submit bids/quotes which are within 2.5% of the lowest bid/quote and there are no **LPPV** or **LBCV** as described in Section 35.36 of the City's Code of Ordinance, entitled "Local Vendor Preference", then all **VOSBs** will be asked to submit a **Best and Final Offer (BAFO)**. The award will be made to the **VOSB** submitting the lowest **BAFO** providing that that **BAFO** is at least 1% lower than the lowest bid/quote received in the original solicitation. If no **VOSB** can beat the lowest bid/quote by at least 1%, then the award will be made to the lowest responsive bidder.

#### COMPARISON OF QUALIFICATIONS

The preferences established in no way prohibit the right of the City to compare quality of supplies or services for purchase and to compare qualifications, character, responsibility and fitness of all persons, firms or corporations submitting bids or proposals. Further, the preference established in no way prohibit the right of the city from giving any other preference permitted by law instead of the preferences granted, nor prohibit the city to select the bid or proposal which is the most responsible and in the best interests of the city.

### SECTION 2 AFFIRMATION

#### VETERAN OWNED SMALL BUSINESS (VOSB) PREFERENCE CERTIFICATION:

- ☐ Place a check mark here only if affirming bidder meets requirements above as a Veteran Owned Small Business. In addition, the bidder must attach the "Determination Letter" from the U.S. Dept. of Veteran Affairs Center.
- ☒ Place a check mark here only if affirming bidder does not meet the requirements above as a VOSB.

**Failure to complete this certification at this time (by checking either of the boxes above) shall render the vendor ineligible for VOSB Preference. This form must be completed by/for the proposer; the proposer WILL NOT qualify for VOSB Preference based on their sub-contractors' qualifications.**

COMPANY NAME: **Bettoli Trading Corp. D/B/A Bettoli Vending**

PRINTED NAME / AUTHORIZED SIGNATURE: **Maurizio Bettoli**



3

4

Supplier: **Bettoli Trading Corp**



City of Pembroke Pines

Attachment G

## EQUAL BENEFITS CERTIFICATION FORM FOR DOMESTIC PARTNERS AND ALL MARRIED COUPLES

Except where federal or state law mandates to the contrary, a Contractor awarded a Contract pursuant to a competitive solicitation shall provide benefits to Domestic Partners and spouses of its employees, irrespective of gender, on the same basis as it provides benefits to employees' spouses in traditional marriages.

The Contractor shall provide the City and/or the City Manager or his/her designee, access to its records for the purpose of audits and/or investigations to ascertain compliance with the provisions of this section, and upon request shall provide evidence that the Contractor is in compliance with the provisions of this section upon each new bid, contract renewal, or when the City Manager has received a complaint or has reason to believe the Contractor may not be in compliance with the provisions of this section. Records shall include but not be limited to providing the City and/or the City Manager or his/her designee with certified copies of the Contractor's records pertaining to its benefits policies and its employment policies and practices.

The Contractor must conspicuously make available to all employees and applicants for employment the following statement:

**“During the performance of a contract with the City of Pembroke Pines, Florida, the Contractor will provide Equal Benefits to its employees with spouses, as defined by Section 35.39 of the City's Code of Ordinances, and its employees with Domestic Partners and all Married Couples”.**

The posted statement must also include a City contact telephone number and email address which will be provided to each contractor when a covered contract is executed.

### SECTION 1 DEFINITIONS

1. **Benefits** means the following plan, program or policy provided or offered by a contractor to its employees as part of the employer's total compensation package which may include but is not limited to sick leave, bereavement leave, family medical leave, and health benefits.
2. **Cash Equivalent** mean the amount of money paid to an employee with a domestic partner or spouse in lieu of providing benefits to the employee's domestic partner or spouse. The cash equivalent is equal to the employer's direct expense of providing benefits to an employee for his or her spouse from a traditional marriage.
3. **Covered Contract** means a contract between the City and a contractor awarded subsequent to the date when this section becomes effective valued at over \$25,000 or the threshold amount required for competitive bids as required in section 35.18(A) of the Procurement Code.
4. **Domestic Partner** shall mean any two (2) adults of the same or different sex who have registered as domestic partners with a governmental body pursuant to state or local law authorizing such registration, or with an internal registry maintained by the employer of at least one of the domestic partners. A contractor may institute an internal registry to allow for the provision of equal benefits to employees with domestic partners who do not register their partnerships pursuant to a governmental body authorizing such registration, or who are located in a jurisdiction where no such governmental domestic partnership registry exists. A

contractor that institutes such registry shall not impose criteria for registration that are more stringent than those required for domestic partnership registration by the City of Pembroke Pines.

5. **Equal benefits** means the equality of benefits between employees with spouses and/or dependents of spouses and employees with domestic partners and/or dependents of domestic partners, and/or between spouses of employees and/or dependents of spouses and domestic partners of employees and/or dependents of domestic partners.
6. **Spouse** means one member of a married pair legally married under the laws of any state within the United States of America or any other jurisdiction under which such marriage is legally recognized, irrespective of gender.
7. **Traditional marriage** means a marriage between one man and one woman.

## SECTION 2 CERTIFICATION OF CONTRACTOR

The firm providing a response, by virtue of the signature below, certifies that it is aware of the requirements of Section 35.39 "City Contractors providing Equal Benefits for Domestic Partners and all Married Couples" of the City's Code of Ordinances, and certifies the following (**Check only one box below**):

- ☒ **A.** Contractor currently complies with the requirements of this section; or
- ☐ **B.** Contractor will comply with the conditions of this section at the time of contract award; or
- ☐ **C.** Contractor will not comply with the conditions of this section at the time of contract award: or
- ☐ **D.** Contractor does not comply with the conditions of this section because of the following allowable exemption (**Check only one box below**):

☐ **1.** The Contractor does not provide benefits to employees' spouses in traditional marriages;

☐ **2.** The Contractor provides an employee the cash equivalent of benefits because the Contractor is unable to provide benefits to employees' Domestic Partners or spouses despite making reasonable efforts to provide them. To meet this exception, the Contractor shall provide a notarized affidavit that it has made reasonable efforts to provide such benefits. The affidavit shall state the efforts taken to provide such benefits and the amount of the cash equivalent. Cash equivalent means the amount of money paid to an employee with a Domestic Partner or spouse rather than providing benefits to the employee's Domestic Partner or spouse. The cash equivalent is equal to the employer's direct expense of providing benefits to an employee's spouse;

☐ **3.** The Contractor is a religious organization, association, society, or any non-profit charitable or educational institution or organization operated supervised or controlled by or in conjunction with a religious organization, association, or society;

☐ **4.** The Contractor is a governmental agency;

**The certification shall be signed by an authorized officer of the Contractor. Failure to provide such certification (by checking the appropriate boxes above along with completing the information below) shall result in a Contractor being deemed non-responsive.**

COMPANY NAME: **Bettoli Trading Corp. D/B/A Bettoli Vending**

AUTHORIZED OFFICER NAME / SIGNATURE: **Maurizio Bettoli**





Supplier: **Bettoli Trading Corp**



City of Pembroke Pines

Attachment H

## **VENDOR DRUG-FREE WORKPLACE CERTIFICATION FORM**

### **SECTION 1 GENERAL TERM**

Preference may be given to vendors submitting a certification with their bid/proposal certifying they have a drug-free workplace in accordance with Section 287.087, Florida Statutes. This requirement affects all public entities of the State and becomes effective January 1, 1991. The special condition is as follows:

**IDENTICAL TIE BIDS** - Preference may be given to businesses with drug-free workplace programs. Whenever two or more bids that are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drugfree workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after each conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

### **SECTION 2 AFFIRMATION**

☒ Place a check mark here only if affirming bidder **complies fully** with the above requirements for a Drug-Free Workplace.

☐ Place a check mark here only if affirming bidder **does not** meet the requirements for a Drug-Free Workplace.

**Failure to complete this certification at this time (by checking either of the boxes above) shall render the vendor ineligible for Drug Free Workplace Preference. This form must be completed by/for the proposer; the proposer WILL NOT qualify for Drug-Free Workplace Preference based on their sub-contractors' qualifications.**

**Maurizio Bettoli**

Authorized Signature

**Maurizio L Bettoli**

Authorized Signer Name

**Bettoli Trading Corp. D/B/A  
Bettoli**

Company Name



**Supplier: Bettoli Trading Corp**



*City of Pembroke Pines*

**Attachment I**

**SCRUTINIZED COMPANY CERTIFICATION  
PURSUANT TO FLORIDA STATUTE § 287.135.**

**I, Maurizio Bettoli, Director of Operations, on behalf of Bettoli Trading Corp. D/B/A Bettoli Vending,**

Print Name and Title

Company Name

certify that **Bettoli Trading Corp. D/B/A Bettoli Vending:**

Company Name

1. Does not participate in a boycott of Israel; and
2. Is not on the Scrutinized Companies that Boycott Israel list; and
3. Is not on the Scrutinized Companies with Activities in Sudan List; and
4. Is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List; and
5. Has not engaged in business operations in Syria.

Submitting a false certification shall be deemed a material breach of contract. The City shall provide notice, in writing, to the Contractor of the City's determination concerning the false certification. The Contractor shall have ninety (90) days following receipt of the notice to respond in writing and demonstrate that the determination of false certification was made in error. If the Contractor does not demonstrate that the City's determination of false certification was made in error then the City shall have the right to terminate the contract and seek civil remedies pursuant to Florida Statute § 287.135.

Section 287.135, Florida Statutes, prohibits the City from: 1) Contracting with companies for goods or services in any amount if at the time of bidding on, submitting a proposal for, or entering into or renewing a contract if the company is on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, F.S. or is engaged in a boycott of Israel; and 2) Contracting with companies, for goods or services over \$1,000,000.00 that are on either the Scrutinized Companies with activities in the Iran Petroleum Energy Sector list, created pursuant to s. 215.473, or are engaged in business operations in Syria.

As the person authorized to sign on behalf of the Contractor, I hereby certify that the company identified above in the section entitled "Contractor Name" does not participate in any boycott of Israel, is not listed on the Scrutinized Companies that Boycott Israel List, is not listed on either the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List, and is not engaged in business operations in Syria. I understand that pursuant to section 287.135, Florida Statutes, the submission of a false certification may subject the company to civil penalties, attorney's fees, and/or costs. I further understand that any contract with the City for goods or services may be terminated at the option of the City if the company is found to have submitted a false certification or has been placed on the Scrutinized Companies with Activities in Sudan list or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.

**Bettoli Trading Corp. D/B/A Maurizio Bettoli**

**Director of Operations**

**Bettoli Vending**  
Company Name

Print Name/Signature

Title



Supplier: **Bettoli Trading Corp**



*City of Pembroke Pines*

**Attachment J**

**PROPOSER'S QUALIFICATIONS STATEMENT**

PROPOSER shall furnish the following information. Failure to comply with this requirement will render Bid non-responsive and shall cause its rejection. Additional sheets shall be attached as required.

PROPOSER'S Name and Principal Address:

**Bettoli Trading Corp. D/B/A Bettoli Vending**  
**6095 NW 167th street**  
**Suite D4,**  
**Hialeah, FL. 33015**

Contact Person's Name and Title: **Maurizio Bettoli, Director of Operations**

Contact Person's E-mail Address: **Maurizio@BettoliVending.com**

PROPOSER'S Telephone and Fax Number: **305-626-0740, 305-623-0108**

PROPOSER'S License Number: **P00000107670**

**(Please attach certificate of status, competency, and/or state registration.)**

PROPOSER'S Federal Identification Number: **65-1057065**

Number of years your organization has been in business **18**

State the number of years your firm has been in business under your present business name **18**

State the number of years your firm has been in business in the work specific to this solicitation: **18**

Names and titles of all officers, partners or individuals doing business under trade name:

**Maurizio Bettoli, Pres. 3530 Mystic Pointe Dr. # 1215 Aventura, FL. 33180**  
**Maurizio L Bettoli, Director, 1080 Creekford Dr. Weston, FL. 33326**  
**Valeria Bettoli, Director, 3530 Mystic Pointe Dr. # 1605, Aventura, FL. 33180**

The business is a:      Sole Proprietorship ☐                      Partnership ☐                      Corporation ☒

IF USING A FICTITIOUS NAME, SUBMIT EVIDENCE OF COMPLIANCE WITH FLORIDA FICTITIOUS NAME STATUTE.

Under what former name has your business operated? Include a description of the business. Failure to include such information shall be deemed to be intentional misrepresentation by the City and shall render the proposer non-responsive.

**J&H Vendors**

At what address was that business located?

**Same**

Name, address, and telephone number of surety company and agent who will provide the required bonds on this contract:

Have you ever failed to complete work awarded to you. If so, when, where and why?

**No**

Have you personally inspected the proposed WORK and do you have a complete plan for its performance?

**Yes**

Will you subcontract any part of this WORK? If so, give details including a list of each sub-contractor(s) that will perform work in excess of ten percent (10%) of the contract amount and the work that will be performed by each subcontractor(s).

**No**

The foregoing list of subcontractor(s) may not be amended after award of the contract without the prior written approval of the Contract Administrator, whose approval shall not be reasonably withheld.

List and describe all bankruptcy petitions (voluntary or involuntary) which have been filed by or against the Proposer, its parent or subsidiaries or predecessor organizations during the past five (5) years. Include in the description the disposition of each such petition.

**None**

List and describe all successful Bond claims made to your surety (ies) during the last five (5) years. The list and descriptions should include claims against the bond of the Proposer and its predecessor organization(s).

**None**

List all claims, arbitrations, administrative hearings and lawsuits brought by or against the Proposer or its predecessor organizations(s) during the last (10) years. The list shall include all case names; case, arbitration or hearing identification numbers; the name of the project over which the dispute arose; and a description of the subject matter of the dispute.

**None**

List and describe all criminal proceedings or hearings concerning business related offenses in which the Proposer, its principals or officers or predecessor organization(s) were defendants.

**None**

Has the Proposer, its principals, officers or predecessor organization(s) been CONVICTED OF A Public Entity Crime, debarred or suspended from bidding by any government entity? If so, provide details.

**No**

Are you an Original provider sales representative distributor, broker, manufacturer other, of the commodities/services proposed upon? If other than the original provider, explain below.

**Full Line Vending Service Provider**

Have you ever been debarred or suspended from doing business with any governmental agency? If yes, please explain:

**No**

Describe the firm's local experience/nature of service with contracts of similar size and complexity, in the previous three (3) years:

**We service many other municipalities, here I will list a few, if you require more, please let us know and we will provide a more formal list:**

**City of Weston, City of Doral, City of Coconut Creek, City of Fort Lauderdale, City of Miami, City of Wilton Manors, City of Aventura, City of Hialeah, City of Miami Beach.**

**We also service bigger government entities, Such as Broward County and Miami Dade County. We also service all Miami Dade County Public Schools.**

The PROPOSER acknowledges and understands that the information contained in response to this Qualification Statement shall be relied upon by CITY in awarding the contract and such information is warranted by PROPOSER to be true. The discovery of any omission or misstatement that materially affects the PROPOSER's qualifications to perform under the contract shall cause the CITY to reject the Bid, and if after the award, to cancel and terminate the award and/or contract.

**Bettoli Trading Corp. D/B/A Bettoli Vending**  
(Company Name)

**Maurizio Bettoli**  
(Printed Name/Signature)



Supplier: **Bettoli Trading Corp**



*City of Pembroke Pines*

Attachment M

### **REFERENCES FORM**

Provide specific examples of similar contracts. References should be should be capable of explaining and confirming your firm's capacity to successfully complete the scope of work outlined herein. **This form should be duplicated for each reference and any additional information that would be helpful can be attached.**

#### **Reference Contact Information:**

Name of Firm, City, County or Agency: **City of Doral**

Address: **8401 NW 53rd Terrace**

City/State/Zip: **Doral, FL. 33166**

Contact Name: **Michael Festa** Title: **Parks Operations Administrator**

E-Mail Address: **Michael.Festa@cityofdoral.com**

Telephone: **3055936600** Fax: **3055936615**

#### **Project Information:**

Name of Contractor Performing the work: **Bettoli Vending**

Name and location of the project: **City of Doral**

Nature of the firm's responsibility on the project: **Providing Vending Services in all city parks and buildings as requested by city staff.**

Project duration: **3 years** Completion (Anticipated) Date: **2020**

Size of project: **20 machines** Cost of project: **Revenue Generating**

Work for which staff was responsible: **Providing Vending Services.**

Contract Type: **Service**

The results/deliverables of the project: **ongoing**

### **REFERENCES FORM**

Provide specific examples of similar contracts. References should be should be capable of explaining and confirming your firm's capacity to successfully complete the scope of work outlined herein. **This form should be duplicated for each reference and any additional information that would be helpful can be attached.**

#### **Reference Contact Information:**

Name of Firm, City, County or Agency: **City of Weston**

Address: **20200 Saddle Club Rd.**

City/State/Zip: **Weston, FL. 33326**

Contact Name: **Don Decker** Title: **Director of Parks & Recreation**

E-Mail Address: **ddecker@westonfl.org**

Telephone: **954-389-4321** Fax:

#### **Project Information:**

Name of Contractor Performing the work: **Bettoli Vending**

Name and location of the project: **City of Weston Concessions**

Nature of the firm's responsibility on the project: **Providing Vending services and concession services to all city parks.**

Project duration: **5 years** Completion (Anticipated) Date: **2022**

Size of project: **20+ Machines** Cost of project: **Revenue Generating**

Work for which staff was responsible: **Providing Vending Services.**

Contract Type: **Service**

The results/deliverables of the project: **Ongoing**

## **REFERENCES FORM**

Provide specific examples of similar contracts. References should be should be capable of explaining and confirming your firm's capacity to successfully complete the scope of work outlined herein. **This form should be duplicated for each reference and any additional information that would be helpful can be attached.**

### **Reference Contact Information:**

Name of Firm, City, County or Agency: **Miami Dade County**

Address: **111 NW 1st Street, 24th floor**

City/State/Zip: **Miami, FL. 33128**

Contact Name: **Charlotte Horne**Title: **Operations Manager**

E-Mail Address: **Charlotte.Horne@miamidade.gov**

Telephone: **305-375-3231**Fax:

### **Project Information:**

Name of Contractor Performing the work: **Bettoli Vending**

Name and location of the project: **Vending Services for All Miami Dade County Buildings.**

Nature of the firm's responsibility on the project: **Provide Vending Services for all GSA manage buildings.**

Project duration: **5 years**Completion (Anticipated) Date: **2019**

Size of project: **270+ Machines** Cost of project: **Revenue Generating**

Work for which staff was responsible: **Providing Vending Services.**

Contract Type: **Service**

The results/deliverables of the project: **Ongoing**

## **REFERENCES FORM**

Provide specific examples of similar contracts. References should be should be capable of explaining and confirming your firm's capacity to successfully complete the scope of work outlined herein. **This form should be duplicated for each reference and any additional information that would be helpful can be attached.**

### **Reference Contact Information:**

Name of Firm, City, County or Agency: **City of Coconut Creek**

Address: **4900 W. Copans Rd.**

City/State/Zip: **Coconut Creek, FL. 33063**

Contact Name: **Michael Heimbach**Title: **Program Manager**

E-Mail Address: **mheimbach@coconutcreek.net**

Telephone: **9549561453**Fax:

### **Project Information:**

Name of Contractor Performing the work: **Bettoli Vending**

Name and location of the project: **City of Coconut Creek Parks and Buildings.**

Nature of the firm's responsibility on the project: **Providing Vending Services in all city parks and buildings as requested by city staff.**

Project duration: **5 years**Completion (Anticipated) Date: **2022**

Size of project: **15+ Machines** Cost of project: **No cost.**

Work for which staff was responsible: **Providing Vending Services.**

Contract Type: **Service**

The results/deliverables of the project: **Ongoing**



## **REFERENCES FORM**

Provide specific examples of similar contracts. References should be should be capable of explaining and confirming your firm's capacity to successfully complete the scope of work outlined herein. **This form should be duplicated for each reference and any additional information that would be helpful can be attached.**

### **Reference Contact Information:**

Name of Firm, City, County or Agency: **City of Miami**

Address: **444 SW 2nd Avenue (3rd FL)**

City/State/Zip: **Miami, FL. 33130**

Contact Name: **Vivian Izsack, Ph.D.** Title: **Sr. Project Representative**

E-Mail Address: **vizsack@miamigov.com**

Telephone: **3054161476** Fax:

### **Project Information:**

Name of Contractor Performing the work: **Bettoli Vending**

Name and location of the project: **City of Miami Parks and Buildings.**

Nature of the firm's responsibility on the project: **Providing Vending Services in all city parks and buildings as requested by city staff.**

Project duration: **5 years** Completion (Anticipated) Date: **2021**

Size of project: **~40 Machines** Cost of project: **Revenue Generating**

Work for which staff was responsible: **Providing Vending Services.**

Contract Type: **Service**

The results/deliverables of the project: **Ongoing**