



Cartersville School System

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REQUEST FOR PROPOSAL

October 5, 2026

The Cartersville School System invites you to submit a proposal for the following project:

**THE PURCHASE & DELIVERY OF SMART SNACK APPROVED
CATEGORIES: CARBONATED DRINKS, WATER PRODUCTS, JUICES, AND
SPORTS DRINKS**

Return your sealed bid marked **RFP ENCLOSED** on the outside of the envelope or package to:

**Cartersville School System
RFP #9060-1005-211 ENCLOSED
P.O. Box 3310, 15 Nelson Street
Cartersville, Georgia 30120**

no later than 2:00 p.m., Monday, November 2, 2026

The Cartersville School Board reserves the right to accept and/or reject any and all bids.

We invite your participation.

Respectfully,

Hilary Mullinax
Chief Financial Officer

Enclosures

PROPOSAL FORM

Please include this cover sheet as (page 1) of your proposal

Cartersville School System
P.O. Box 3310
15 Nelson Street
Cartersville, Georgia 30120

We have carefully examined and fully understand the Instructions to Bidders and other documents found in the specifications as prepared by you.

We propose to enter into a contract to furnish, install equipment and deliver services as specified at the price listed below. We also assure you that a company representative will be readily available to assist in reviewing the materials and services.

**THE PURCHASE & DELIVERY OF SMART SNACK APPROVED
CATEGORIES: CARBONATED DRINKS, WATER PRODUCTS, JUICES, AND
SPORTS DRINKS**

\$ _____

Name of Company

Signature of Company Representative Authorized to Submit this Proposal

Printed Name of Representative

Business Address/ Street, City, State, Zip Code

Phone Number

Fax Number

Email

Office use only

INSTRUCTIONS TO BIDDER

1. Proposals are due no later than 2:00 PM, Monday, November 2, and shall be opened publicly at that time.
2. Proposals must be submitted on the forms enclosed. Bidders may attach other appropriate information to best evaluate the proposal.
3. Proposals must meet the requirements relating to all GA DOE guidelines.
4. The Cartersville City School System Board of Education reserves the right to accept or reject any or all proposals.
5. The School Nutrition Program reserves the right to award a single contract.
6. The following should be provided with the bid documents for all alternate/equivalent items bid:
 - Product identification, including manufacturer and/or distributor's name and number, brand name, product code, product label, quantity per case, case weight, and item number.
 - Manufacturer's product literature/specifications, including but not limited to product description, ingredients, nutritional analysis, packaging wrap, and/or product label.
 - Documentation that the product has been personally investigated and determined to be equal or superior in all respects to that specified.
 - Supplier will provide the same guarantee for the equivalent/alternate item as they would for the specified product indicated in the bid documents.
7. Bidder must submit E-Verification documentation, Certificate of Insurance, and W-9 form with proposal.
8. Distributor must have a regional office in or near Georgia.
9. Further information regarding this RFP can be obtained by **email only**:

Mallory Whorton

CCS Director of School Nutrition

mwhorton@cartersvilleschools.org

Request for Proposal (RFP): Beverage Supply

SMART SNACK APPROVED Categories: Carbonated Drinks, Water Products, Juices, and Sports Drinks

The Cartersville City School System is requesting competitive proposals from qualified beverage manufacturers, distributors, and bottlers to provide a comprehensive portfolio of *SMART SNACK APPROVED* beverages- specifically **Carbonated Soft Drinks (CSDs), Water Products, Juices, and Sports Drinks.**

The goal of this RFP is to establish a mutually beneficial, multi-year agreement of 1 year, with the option to renew for 4 additional 1-year terms based on vendor performance, starting on November 10, 2026, ensuring high product quality, competitive wholesale pricing, and reliable distribution for all of the Cartersville City Schools.

1. Organization

- **Organization Name:** Cartersville City School System
- **Locations Covered:** Cartersville Primary, Elementary, Middle, and High School Cafeterias
- **Distribution Channels:** Cafeterias, catering services, and special events.

2. Detailed Scope of Products & Requirements

Proposers must be capable of supplying a full spectrum of products across the four requested categories: **SEE ATTACHED SPEC SHEET.**

Nutritional analysis, list of ingredients, CN label or statement, if required, for all manufacturers' products that the Distributor may select for the Entities is required.

A. Carbonated Drinks

- Regular and diet/zero-sugar colas, lemon-lime sodas, root beer, ginger ale, and flavored carbonated beverages.
- Availability in various packaging formats.

B. Water Products

- Purified and spring bottled water (various sizes, e.g., 16.9 oz, 24 oz).
- Flavored waters, enhanced/functional waters, and sparkling or carbonated waters.

C. Juices

- 100% fruit juices, juice blends, and juice drinks (e.g., orange, apple, cranberry, and multi-fruit options).

- Packaging formats suitable for retail coolers, and breakfast/catering services (e.g., single-serve bottles, aseptic cartons).

D. Sports Drinks & Functional Beverages

- Isotonic sports drinks in multiple flavors and sizes (e.g., 20 oz and 32 oz squeeze bottles).
- Electrolyte-enhanced options, hydration formulas, and functional recovery beverages.

Substitution Clause

Shipments of items with brand names or specifications other than those listed on the bid shall be rejected or returned to the vendor at the vendor's expense unless prior arrangements have been made with the Director of School Nutrition. **Substitutions may be made only with prior approval of the Director of School Nutrition.**

3. Key Proposal Requirements

Proposals should comprehensively address the following sections:

A. Pricing

- Complete catalog breakdown of all available SKUs across Carbonated Drinks, Water, Juices, and Sports Drinks, including wholesale and unit pricing.
- **Prices:** All prices offered shall be firm against any increase for 90 days from the date of the contract award. Subsequently, the SFA may entertain a request for escalation/de-escalation on a 6-month basis.
- Request for price increases and/or decreases must be submitted to the SFA 30 days prior to taking effect. The aforementioned third-party publication/documentation must accompany requested price increases. The SFA reserves the right to accept or reject the request for a price increase and will maintain documentation of approval or denial. If price increases escalate above 5% per the awarded price of each product, the SFA reserves the right to provisionally purchase the product from another source if an equal and more reasonably priced option can be acquired, based on specifications. This clause also obligates the vendor to provide price decreases from de-escalation on the same terms.
- All bid prices must include all charges for packing and transporting to the individual schools listed. Separate fuel charges will not be added to invoices.
- Prices will not include Federal Excise Tax or State Sales Tax.

B. Method of Shipment/Delivery

- Weekly deliveries required, unless SFA Authority (CCS) specifies an individual plan per school (e.g., Primary delivery every other week and High School delivery weekly).
- Delivery of product(s) must be made in a well-maintained refrigerated truck. All deliveries shall be placed in the area designated by the designee. Under no circumstances may a delivery be left outside the building. Deliveries must be received as specified.

- In an emergency situation in which the School Nutrition Program requires delivery in less than 2 days and the vendor cannot provide the goods within the emergency delivery period, the School Nutrition Program has the option to purchase those goods from another source with no penalty to either party.

4. RFP Timeline & Important Dates

The School Nutrition Program reserves the right to award a single contract for the total requirement of the IFB or award multiple contracts on a group or line-item basis in any combination that best serves the interest of the School Nutrition Program.

- **Vendor Questions Due:** 10/23/2026
- **Proposal Submission Deadline:** 11/2/2026 at 2:00 PM
- **Contract Effective Date:** 11/10/2026–11/10/2027, with the option to renew for 4 additional 1-year contracts.

Cartersville City Schools
Smart Snack Approved Beverages SPEC SHEET

Item Description	Brand Name	Equal Accepted	# of servings per case	Portion Size/ Weight	Price Per Serving	Price Per Case
Zerp Sugar Cola- Zero Calories	Coca- Cola	Yes				
Diet Soda- Zero Calories	Coca- Cola	Yes				
Citrus Soda- Zero Calories	Mellow Yellow	Yes				
Cherry Soda- Zero calories/ Zero Sugar	Coca- Cola	Yes				
Lemon-Lime Soda- Zero Calories	Sprite	Yes				
Dr. Pepper/ Mr. Pibb- Zero Calories	Dr. Pepper/ Mr. Pibb	Yes				
Orange Soda- Zero calories/ Zero Sugar	Fanta	Yes				
Rootbeer- Zero Sugar	Barq's	Yes				
Water (Original/ Flavored)	Dasani	Yes				
Water Vapor Distilled, balanced PH	Glaceau- Smart	Yes				
Tea, Brewed, Low Sodium, Zero Sugar	Gold Peak	Yes				
Sports Water- Alkaline Water pH 9	Body Armor	Yes				
Juice- 100% juice	Minute Maid	Yes				
Sports Drinks- Zero Calories/ Zero Sugar (Various Flavors)		Yes				
Water- Vitamin Infused, Reverse Osmosis, Zero Sugar	Vitamin Water	Yes				