



July 22, 2024

Dear Tulsa State Fair Concessionaire,

Pepsi is excited to welcome you to the 2024 Tulsa State Fair. In our continuing efforts to better serve you, we would like to take this time to outline some particulars regarding our service to you at the 2024 Tulsa State Fair.

Product Ordering & Delivery Policy

Pepsi Beverages Company will have a local representative on-site to help facilitate any issues that may arise during the TSF. All product orders must be received by **3:30 p.m.** for same day delivery. Anything submitted after that time will be delivered next day. Please call or text your product orders to **914-435-4566** Please include name of business and TSF location/booth number with each order. Please order sufficient product as needed. Once the Midway is open cart traffic is limited. If you do not have a charge account set up, you must pay with **Check, Money Order or Credit Card** at time of delivery. If you choose to pay by Credit Card, physical card must be provided. By federal law we are not permitted to keep card info on file.

CO2

Pepsi Cola will supply CO2 at the applicable cost and deposit amount as needed. **PLEASE RETURN ALL CO2 TANKS AT THE END OF THE FAIR FOR DEPOSIT.** We understand you may be going to another Pepsi event however each Pepsi location owns and maintains their own tanks and we need them back. Please do not take our tanks with you.

Product Buy Back Policy

All Sales of products purchased before and during the 2024 TSF are final. Please order accordingly.

All products MUST be purchased at the Tulsa State Fair. No "outside" product is allowed.

Please submit your initial product and equipment orders to
Michael.Mcauliff@pepsico.com or call 918-435-4566

Deadline is August. 16, 2024.

Pepsi Owned Equipment Service

Pepsi Beverages Company will have Equipment Service Technicians Onsite during the TSF. Please **call or text 918-209-8653** from 8:00 a.m. – 5:00 p.m. for Equipment Service. After 5:00 p.m. or prior to 8:00 a.m. **1-866-997-3774** TSF location and business name are required.

All Equipment Rentals and Equipment Service must be paid by check unless you have a Pepsi Charge Account. **NO CREDIT CARDS OR CASH FOR EQUIPMENT RENTALS/EQUIPMENT SERVICE**

Repair Service for Concessionaire-owned equipment

Service will be provided for concessionaire-owned equipment at a rate of \$120/hr. for Fountain and \$150/hr. for Ice Makers/Frozen plus any parts that may be needed. Pepsi will have a Service Technician onsite during the Oklahoma State Fair for your convenience. Please call **918-209-8653** for all your Equipment needs.

Setting Your Business Up as a Customer

All concessionaires must have a customer number set up prior to **August 16, 2024**. This is a one-time process and doesn't need to be completed annually. If you are new to the Tulsa State Fair and already have an account with PepsiCo from an approved location, please advise as soon as possible. For your convenience, we strongly suggest setting up a charge account. If you would like to be considered for a charge account, simply email Michael McAuliff, Michael.McAuliff@pepsico.com or call/text (914) 435-4566. Our credit application online link will be emailed to you.

All charge account customers should register their account at MyPepsiCoView.com, where you will be able to view invoices, make payments via credit card etc. Other payment options are check, credit card or money order. No Cash. Payment is due at the time of pickup or delivery. We are unable to "hold" invoices until the end of the fair.

Equipment Rental Fees & Service Policy

All equipment requests must be made to Michael McAuliff via email/phone prior to August 16th.

All Rental and Service fees must be paid at the time of installation. **CREDIT CARDS ARE NOT ACCEPTED FOR THIS SERVICE, CHECK OR MONEY ORDER ONLY.** Please note, all Pepsi equipment used during the Tulsa State Fair is for displaying and selling product provided by Pepsi at the Tulsa State Fair. You may not use Pepsi equipment for any external or competitor products (including, but not limited to Sam's, Costco, Walmart, etc.). All violations will be reported directly to the Tulsa State Fair Vendor Relations Supervisor and may result in the removal of the rented/loaned equipment. There will be no reimbursement for the rental amount.

Ice barrels

Ice barrels will be available. **\$100 CASH ONLY deposit required** to ensure return of barrel. Deposit will be refunded upon return to Pepsi team.

Equipment Available

	<p>Postmix Dropin 8 Vlv with ice bin 23"W x 23" D x 19 1/2" H</p> <p>Rental Fee \$300.00 Rental fee includes installation and removal through the entirety of the Tulsa State Fair Check or money order only</p>
	<p>12 Cubic Foot 25 5/8"W x 25"D x 62 1/4"H 4 Flat Wire Shelves = 168 Bottles</p> <p>Rental Fee \$150.00 Rental fee includes installation and removal through the entirety of the Tulsa State Fair Check or money order only</p>
	<p>26 Cubic Foot 31"W x 30"D x 78 1/4"H 5 Flat Wire Shelves = 360 Bottles</p> <p>Rental Fee \$150.00 Rental fee includes installation and removal through the entirety of the Tulsa State Fair Check or money order only</p>

Equipment cannot be ordered without a customer number on file. Equipment order deadline is on or before **August 16, 2024. This will allow us time to source the equipment and schedule installation prior to the Tulsa State Fair. Please let us know what day you will be arriving so we can schedule accordingly.**

2024 Product Pricing

Package	Case Count	Case Cost	Price Per Unit
20oz CSD	24	\$36.65	\$1.53
20oz Aquafina	24	\$22.29	\$0.93
1 Liter Lifewtr	12	\$20.91	\$1.74
20oz Gatorade	24	\$31.74	\$1.32
16oz Celsius	12	\$24.11	\$2.01
5 Gal BIB	1	\$105.40	N/A
3 Gal BIB	1	\$67.59	N/A
16oz Cups	960	\$101.71	N/A
24 oz Cups	1000	\$119.52	N/A
32oz Cups	480	\$95.05	N/A
32oz Lids	960	\$63.39	N/A
16/24oz Lids	2400	\$43.64	N/A
CO2 20lb	20lb	N/A	\$45.00
CO2 20lb Deposit	20lb		\$150.00