

2021 State Fair of Virginia

September 24 through October 3rd

Dear Vendors,

To pull this year off without any glitches we need to start planning for your success. There will be all sorts of new procedures in place to host the event. I will outline a checklist of things we will need from you to pull this off between social distancing and supply issues.

- NICA-Sysco- please become a Sysco Customer by reaching out to Jeff Foreman.
- Once you are a Sysco customer, we will send you to NICA for your membership and pricing structure.
- Past Sysco customers will need to reactivate your Sysco account by updating the attached form.
- All Vendors will need to have a copy of the VA State Tax form on file for current year, also attached.
- List of special-order merchandise and order guide (product specifics, cases size, usage for the 10 days of the fair) submitted by August 9th to Sysco sales consultant Jeff Foreman.
- ACH form filled out for autopay on all invoices. Limited cash services due to pandemic.

Contact Information:

Jeffrey Foreman: Sales Consultant- 804-317-2610, jeffrey.foreman@sysco.com

Jason Haddock: New Business Development- 804-938-6255, jason.haddock@sysco.com



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Customer Account Re-activation Form

This is to confirm that _____ / _____ doing business
(Owner/Officer name) (Existing Account #)

with Sysco location _____ is requesting
(Sysco Location Name or Company Number)

re-activation of the location at:

(Current Account/Ship To Location Name)

(Street Address, City, State, Zip Code)

The Terms and Conditions and all Guarantees contained in the original Customer Application and agreement for the existing account holder with regard to the account shall apply to all shipments by Sysco Corp, Inc. and all its subsidiaries to the above named entity and location.

Sysco and its Affiliated Entities will charge sales taxes on all products, where applicable, until it receives a completed, valid tax exemption form or letter of exemption. To be valid, the form submitted must be complete and signed and applicable to the appropriate State and/or Local taxing authority.

When the exemption documents are supplied to Sysco and its Affiliated Entities, the tax status of your account can be revised. However, tax charged up until that date will not be refunded. It is the responsibility of the customer to file any refund claims directly with the appropriate tax authority.

BY SIGNING THIS DOCUMENT, YOU AGREE TO BE BOUND BY THE TERMS OF THIS POLICY.

(Date)

(Owner/Officer Signature)

(Print Name and Title)

COMMONWEALTH OF VIRGINIA
SALES AND USE TAX CERTIFICATE OF EXEMPTION

For use by a Virginia dealer who purchases tangible personal property for resale,
or for lease or rental, or who purchases materials or containers
to package tangible personal property for sale

To: _____ Date: _____
Name of Supplier

Number and Street or Rural Route
City, Town or Post Office
State
Zip Code

The Virginia Retail Sales and Use Tax Act provides that the Virginia Sales and use tax shall not apply to tangible personal property purchased for resale; that such tax shall not apply to tangible personal property purchased for future use by a person for taxable lease or rental as an established business or part of an established business, or incidental or germane to such business, including a simultaneous purchase and taxable leaseback. The Act provides also that such tax shall not apply to packaging materials such as containers, labels, sacks, cans, boxes, drums or bags if the materials are marketed with a product being sold and become the property of the purchaser.

This Certificate of Exemption may not be used by a using or consuming construction contractor as defined in the Regulations.

The undersigned dealer hereby certifies that all tangible personal property purchased from the above named supplier on and after this date will be purchased for the purpose indicated below, unless otherwise specified on each order, and that this Certificate shall remain in effect until revoked in writing by the Department of Taxation. Check proper box below.

- ☐ 1. Tangible personal property for RESALE only.
- ☐ 2. Tangible personal property for future use by a person for taxable LEASE OR RENTAL as an established business, or part of an established business, or incidental or germane to such business, or a simultaneous purchase and taxable leaseback.
- ☐ 3. Packaging materials such as containers, labels, sacks, cans, boxes, drums or bags that are marketed with a product being sold and become property of the purchaser.

Name of Dealer _____ Virginia Account No. _____

Trading as _____

Address _____
Number and Street or Rural Route
City, Town or Post Office
State
Zip Code

Kind of business engaged in by dealer _____

I certify that I am authorized to sign this Certificate of Exemption and that, to the best of my knowledge and belief, it is true and correct, made in good faith, pursuant to the Virginia Retail Sales and Use Tax Act.

By _____
Signature
Title

If the dealer is a corporation, an officer of the corporation or other person authorized to sign on behalf of the corporation must sign; if a partnership, one partner must sign; if an unincorporated association, a member must sign; if a sole proprietorship, the proprietor must sign.

Information for supplier—A supplier is required to have on file only one Certificate of Exemption properly executed by the dealer who buys tax exempt tangible personal property for the purpose indicated hereon.



Get the scoop on the NICA Sysco Marketplace this upcoming year

The NICA Sysco Marketplace program is designed for you to save on the items you use and trust in your current operation (no change necessary). This program offers more than 350 manufacturer contracts, and the exclusive distribution of Sysco Foods.

NICA.Source1Purchasing.com

The NICA Sysco Marketplace provides you with:

- 165,000+ Rebated line items
- 45,000 Deviated price items
- Access to national suppliers for operating supplies and equipment
- Access to a quarterly report of F&B savings and additional opportunities
- Exclusive food distribution from Sysco with no delivery minimums, fast onboarding, credit card payment options and more.
- Quarterly rebates

Coming Soon! Access to member-exclusive portal

- Industry insights and trends
- Supplier information

How to get started

- 1 Contact your NICA Sysco Marketplace representative to sign the non-contractual participation forms.
- 2 Provide a complete list of all locations your concession will be participating in.
- 3 Complete a secure online credit application provided by our exclusive distributor, Sysco
- 4 **YOU ARE DONE!** A representative of the NICA Sysco Marketplace program will contact you to confirm your enrollment.



Source1 Purchasing is proud to partner with strategic suppliers to bring you off-invoice pricing. We give you choices, so you can better serve your guests while managing your operating costs.

To learn more and get ready for 2021, please contact:

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561.693.3352

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