



June 7, 2021

Dear Tulsa State Fair Concessionaire,

Pepsi is more than excited for the 2021 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 2021 Tulsa State Fair.

Product Ordering & Delivery

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 delivery the following morning. Please call or text your product orders to **918.520.0929**. Please include name of business and **TSF location** with each order. If your order is not received by 3:30 p.m., you may be required to pick your order up at our onsite location. Please order sufficient product to last as it is difficult to make deliveries once the midway is open.

CASH WILL NOT BE ACCEPTED FOR PRODUCT, EQUIPMENT RENTAL OR SERVICE, NO EXCEPTIONS. 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, you must present your card for each delivery. **WE WILL NOT BE ABLE TO KEEP YOUR CREDIT CARD INFO ON FILE.**

All product MUST be purchased at the Tulsa State Fair. No “outside” product is allowed.

Equipment Service/Delivery

Pepsi Beverages Company will have Equipment Service Technicians Onsite during the TSF. Please call or text **918.859.3152** for Equipment Service. Again, please provide the name of your business and your TSF location. 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**

Setting Your Business Up as a Customer

All concessionaires must have a customer number set up prior to **August 13, 2021**. This is a one-time process and doesn't need to be completed yearly. 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 Teresa Brock at teresa.brock@pepsico.com or call 918.520.0929. 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

Pepsi Beverages Company will continue to offer Tulsa State Fair Concessionaires equipment and service during the days of the Tulsa State Fair. **All equipment requests must be made to Teresa Brock via email/phone prior to August 13th**

1. Fountain equipment will be available for lease at a rate of \$150 for the duration of the Tulsa State Fair. Must be paid by Check or Money Order at time of installation.
2. Cooler equipment will be available for lease at a rate of \$75 for the duration of the Tulsa State Fair. Must be paid by Check or Money Order at time of installation.
3. Service will be provided for concessionaire-owned equipment at a rate of \$95 per hour plus any parts that may be needed. Pepsi will have a Service Technician onsite during the Tulsa State Fair for your convenience. Please call **918.859.3152** for all your service needs.
4. All Rental and Service fees must be paid at the time of installation. **NO**

CREDIT CARDS

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’s 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.

CO2

Pepsi Cola will supply CO2 at the applicable cost and deposit amount as needed. PLEASE RETURN ALL CO2 TANKS AT END OF FAIR FOR DEPOSIT. We understand you may be going to another Pepsi event however each Pepsi location purchases 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 2021 TSF are final. Please order accordingly.

Initial Order

Please place your initial product orders by email, Teresa.brock@pepsico.com or call 918.520.0929 no later than Sept. 17, 2021

Equipment Available:

	<p>Pepsi Countertop Cooler</p>	<p>\$75 rental fee</p>
	<p>Pepsi 12 Cubic Feet 1-Door Cooler</p>	<p>\$75 rental fee</p>
	<p>Pepsi 26 Cubic Feet 1-Door Cooler</p>	<p>\$75 rental fee</p>
	<p>8 Valve Freestanding Fountain Unit</p>	<p>\$150 rental fee</p>

Equipment can not be ordered without a customer number on file. Equipment order **deadline is on or before August 13, 2021**. 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.

Pepsi Pricing List - Tulsa State Fair 2019			
Package	Unit/Case	Price/Case	Per Unit
200z CSD	24	\$33.05	\$1.38
200z Aquafina	24	\$20.11	\$.84
1 Liter LIFEWTR	12	\$18.86	\$1.58
200z LIFEWTR	24	\$26.61	\$1.11
200z Gatorade	24	\$28.63	\$1.20
16oz Rockstar	12	\$17.60	\$1.47
Package	Unit/Case	Price/Case	Per Gallon
5G BIB	5	\$86.60	\$17.32
Package	Unit/Case	Price/Case	Per Pound
CO ₂	1	\$28.50	\$1.43
Package	Unit/Case	Price/Case	Per Unit
16oz Cup	1200	\$82.70	\$.069
24oz Cup	1000	\$87.48	\$.087
32oz Cup	480	\$69.57	\$.15
Lids (16oz/21oz)	2400	\$36.58	\$.015
Lids (32oz)	960	\$46.40	\$.048

It is our goal to create a positive experience in conducting business with you. We are looking forward to a great year at the 2021 Tulsa State Fair.

Thank you for your business!

Teresa Brock
 PepsiCo Sales Representative – Tulsa, Oklahoma
 918-520-0929
 teresa.brock@pepsico.com

BAG IN BOX - 5 GALLON		
PEPSI	MOUNTAIN DEW	ORANGE CRUSH
DIET PEPSI	BIG RED	TROP YELLOW LEMONADE
DR PEPPER	SIERRA MIST	SUNKIST CHERRY LIMEADE
DIET DR PEPPER	MUG ROOT BEER	
UNSWEET TEA	SWEET TEA	
BOTTLE - 20OZ [24/CASE]		
AQUAFINA	MOUNTAIN DEW	MTN DEW ZERO
PEPSI	SIERRA MIST	LIFEWTR
DIET PEPSI	MUG ROOT BEER	WILD CHERRY PEPSI
DR PEPPER	CRUSH ORANGE	LIPTON BRISK
DIET DR PEPPER	PEPSI ZERO	
GATORADE - BOTTLE - 20OZ [24/CASE]		
FRUIT PUNCH	ORANGE	G-ZERO GLACIER FREEZE
LEMON LIME	COOL BLUE	G-ZERO GLACIER CHERRY
ROCKSTAR		
ORIGINAL ENERGY	PURE ZERO GRAPE	
SUGAR FREE		
PUNCHED		
LIFEWTR - 12/CASE		
1 LITER		
PRODUCTS - LIDS		
16OZ/24OZ (2,400/CASE)	32OZ (960/CASE)	
PRODUCTS - CUPS		
16OZ (1,200/CASE)	24OZ (1,000/CASE)	32OZ (480/CASE)
PRODUCTS - CO2		
TANK (20LB)		