



July 1, 2023

Dear Oklahoma State Fair Concessionaire,

Pepsi is excited for another year at the Oklahoma 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 2023 Oklahoma 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 OSF. All product orders must be received by 3:00 pm for **delivery** the following morning. Please call or text your product orders to **405.886.4708**. Please include name of business and **OSF 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 ON FILE.**

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

**Equipment Service/Delivery**

Pepsi Beverages Company will have Equipment Service Technicians Onsite during the OSF. Please call or text **405.219.2232** for Equipment Service. Again, please provide the name of your business and your OSF location. All Equipment Rentals and Equipment Service **must be paid by check. 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 11<sup>th</sup>, 2023. This is a one-time process and doesn't need to be completed yearly. If you are new to the Oklahoma State Fair and already have an account with PepsiCo from an approved location, please advise as soon as possible. If you would like to be considered for a charge account, simply email Mike Teakell at [Michael.Teakell@pepsico.com](mailto:Michael.Teakell@pepsico.com) or call 405.886.4708. 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 Oklahoma State Fair Concessionaires equipment and service during the days of the Oklahoma State Fair. **All equipment requests must be made to Mike Teakell via email/phone prior to August 11<sup>th</sup>.**

1. Fountain equipment will be available for lease at a rate of \$150 for the duration of the Oklahoma 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 Oklahoma State Fair. Must be paid by Check or Money Order at time of installation.
3. **New** - Ice barrels will be available for purchase at a rate of \$150. They will not be provide for free this year, but may be kept after the event.
4. Service will be provided for concessionaire-owned equipment at a rate of \$105 /hr for Fountain and \$145/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 **405.219.2232** for all your Equipment needs.
5. All Rental and Service fees must be paid at the time of installation. Check or Money Order **NO CREDIT CARDS.**

Please note that all Pepsi equipment that is used during the Oklahoma State Fair are to only be used to display and sell product provided by Pepsi at the Oklahoma 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 Oklahoma State Fair Vendor Relations Supervisor and may result in the removal of the 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 THE END OF THE FAIR.** We UNDERSTAND THAT 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 2023 OSF are final. Please order accordingly.

**Initial Order** Please place your initial product orders by email, [Michael.Teakell@pepsico.com](mailto:Michael.Teakell@pepsico.com) or call 405.886.4708 no later than September 8, 2023.

**Equipment Available:**

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

You must have an active customer number prior to ordering equipment. Equipment needs must be submitted on or before **August 4, 2023** to ensure we are able to source the equipment from our warehouse and schedule installation before the Oklahoma State Fair.

**Product Buy Back Policy:**

All sales of product before and during the Oklahoma State Fair are final.

Products	
<b>BAG IN BOX - [5 GALLON]</b>	<b>GATORADE - BOTTLE - 20OZ [24/CASE]</b>
PEPSI	FRUIT PUNCH
PEPSI ZERO SUGAR (3 GAL BIB)	LEMON LIME
DIET PEPSI	G-ZERO GLACIER CHERRY
DR PEPPER	COOL BLUE
DIET DR PEPPER	
MOUNTAIN DEW	
STARRY	
MUG ROOT BEER	
ORANGE CRUSH	
TROP YELLOW LEMONADE	
SWEET TEA	
UNSWEET TEA	
<b>BOTTLE - 20OZ [24/CASE]</b>	<b>ENERGY - CAN - 16OZ [12/CASE]</b>
AQUAFINA	ROCKSTAR ORIGINAL
PEPSI	ROCKSTAR SUGAR FREE
PEPSI ZERO SUGAR	CELSIUS PEACH VIBE
DIET PEPSI	CELSIUS SPK ORANGE
MOUNTAIN DEW	
STARRY	
MUG ROOT BEER	
CRUSH ORANGE	
<b>BOTTLE - 18.5OZ [12/CASE]</b>	<b>PRODUCTS - CO2</b>
LIPTON PURE LEAF UNSWEET	TANK (20LB)
LIPTON PURE LEAF SWEET	
LIPTON PURE LEAF EXTRA SWEET	
	<b>PRODUCTS - LIDS</b>
	24OZ (2,400/CASE)
	32OZ (960/CASE)
	<b>PRODUCTS - CUPS</b>
	24OZ (1,200/CASE)
	32OZ SOUVENIR (250/CASE)



## 2023 Pricing

Pepsi Pricing List - Oklahoma State Fair 2023			
Package	Unit/Case	Price/Case	Per Unit
200z Carbonated Soft Drinks	24	\$30.32	\$1.26
200z Aquafina	24	\$19.12	\$0.80
200z Gatorade	24	\$29.15	\$1.21
18.5oz Lipton Pure Leaf	12	\$23.95	\$2.00
16oz RockStar Energy	12	\$21.98	\$1.83
12oz Celsius Energy	12	\$24.02	\$2.00
Package	Unit/Case	Price/Case	Per Gallon
5G BIB	5	\$123.05	\$24.61
3G BIB	3	\$76.35	\$25.45
Package	Unit/Case	Price/Case	Per Pound
CO2	1	\$32.67	\$1.63
Deposit	1	\$100.00	
Package	Unit/Case	Price/Case	Per Unit
240z Cup	1200	\$117.19	\$0.12
320z State Fair Souvenir Cup and Lid	165	\$132.16	\$0.80
Lids (240z)	2400	\$43.83	\$0.02

It is our goal to create a positive experience in conducting business with you, and we are looking forward to a great year at the 2023 Oklahoma State Fair.

Thank you for your business!

Mike Teakell  
PepsiCo Sales Representative – Oklahoma City, Oklahoma  
405.886.4708  
[Michael.Teakell@pepsico.com](mailto:Michael.Teakell@pepsico.com)

