

OKLAHOMA STATE FAIR

2021 Supplier Contact Information

Beverage - Exclusive

See handbook for a full list of services.

Pepsi Bottling Co

Rick Huddleston

Email: rick.huddleston@pepsico.com

Phone: 405-651-9084

Bread

Bimbo Bakeries

Brad Osterberg

Email: bradley.osterberg@groupobimbo.com

Phone: 405-215-8250

Cash Registers

Clover Point of Sale (Fiserv)

Angie Ray

Email: Angela.Ray@fiserv.com

Phone: 423-480-7727

Decorator - Exclusive

Superior Exposition Services

Email: service@superior-expo.com

Phone: 972-271-7444 or

toll free 866.386.3976 (866.FUN.EXPO)

Electric Company - Exclusive

Dane & Associates

Beau Applegate

Email: Beau@daneelectric.com

Phone: 405-686-0290

Fare Foods

Linda Porter

Email: lporter@farefoods.com

Phone : 800-651-1601 ext 114

General Grocery & Protein Suppliers

Ben E Keith

Chris Pruett

Email: CSPrueett@benekeith.com

Phone: 405-600-4714

Tony Davidson

Email: tedavidson@benekeith.com

Phone: 405-820-9666

Ice Company - Exclusive

Provides ice-boxes and bags of ice

Freedom ICE

Jim McConnell "iceman"

Email: icewagon2@gmail.com

Phone: 918-439-9200

Propane

American Propane

Gary Bradley

Email: gunrunner1953@yahoo.com

Phone: 405-520-2760

Repair

Robbins Restaurant Repair

Haskell Robbins

Email: deerobb866@aol.com

Phone: 405-627-7986

Gary Carr - Refridgerator Repair

Gary Carr

Email: garycarrserviceco@gmail.com

Phone: 405-570-8996



July 1, 2021

Dear Oklahoma State Fair Concessionaire,

Pepsi is excited for our 1st 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 2021 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 **405.651.9084**. 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 **580.399.2464** 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** if you do not have a 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 6, 2021. 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. For your convenience, we strongly suggest you set up a charge account. If you would like to be considered for

a charge account, simply email Rick Huddleston at rick.huddleston@pepsico.com or call 405.651.9084. 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 Oklahoma State Fair Concessionaires equipment and service during the days of the Oklahoma State Fair. **All equipment requests must be made to Rick Huddleston via email/phone prior to August 6th.**

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. 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 **580.399.2464** for all your Equipment needs.
4. All Rental and Service fees must be paid at the time of installation.
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 FOR DEPOSIT.** 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 2021 OSF are final. Please order accordingly.

Initial Order Please place your initial product orders by email, rick.huddleston@pepsico.com or call 405.651.9084 no later than September 10, 2021.

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 6, 2021** 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		
BAG IN BOX - 5 GALLON		
PEPSI	MOUNTAIN DEW	ORANGE CRUSH
DIET PEPSI	WILD CHERRY PEPSI	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	
PEPSI	SIERRA MIST	
DIET PEPSI	MUG ROOT BEER	
PEPSI ZERO SUGAR	CRUSH ORANGE	
GATORADE - BOTTLE - 20OZ [24/CASE]		
FRUIT PUNCH	ORANGE	G-ZERO GLACIER CHERRY
LEMON LIME	COOL BLUE	
ROCKSTAR - CAN - 16OZ [12/CASE]		
ROCKSTAR ORIGINAL ENERGY	ROCKSTAR PUNCHED	
PRODUCTS - LIDS		
16OZ (2,400/CASE)	21OZ (2,400/CASE)	32OZ (960/CASE)
PRODUCTS - CUPS		
16OZ (1,200/CASE)	21OZ (1,000/CASE)	32OZ (480/CASE)
PRODUCTS - CO2		
TANK (20LB)		

2021 Pricing

Pepsi Pricing List - Oklahoma State Fair 2021			
Package	Unit/Case	Price/Case	Per Unit
200z Carbonated Soft Drinks	24	\$24.76	\$1.03
200z Aquafina	24	\$16.40	\$0.68
200z Gatorade	24	\$25.00	\$1.04
18.5oz Lipton Pure Leaf	12	\$20.54	\$1.71
16oz RockStar Energy	12	\$18.50	\$1.54
Per Gallon			
Package	Unit/Case	Price/Case	Per Gallon
5G BIB	5	\$105.00	\$21.00
Per Pound			
Package	Unit/Case	Price/Case	Per Pound
CO ₂	1	\$27.50	\$1.37
Deposit	1	\$100.00	
Per Unit			
Package	Unit/Case	Price/Case	Per Unit
16oz Cup	1200	\$9.91	0.07
21oz Cup	1000	\$97.38	\$0.10
32oz State Fair Souvenir Cup and Lid	165	\$110.00	\$0.66
32oz Cup	480	\$69.00	\$0.14
Lids (16oz/21oz)	2400	\$36.23	\$0.01
Lids (32oz)	960	\$46.40	\$0.05

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 2021 Oklahoma State Fair.

Thank you for your business!

Rick Huddleston

PepsiCo Sales Representative – Oklahoma City, Oklahoma

405-651-9084

rick.huddleston@pepsico.com