



July 1, 2022

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 2022 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 **580.279.4008** 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 12<sup>th</sup>, 2022. 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 Rick Huddleston at [rick.huddleston@pepsico.com](mailto:rick.huddleston@pepsico.com) or call 405.651.9084. 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 12<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. 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 Oklahoma State Fair for your convenience. Please call **580.279.4008** for all your Equipment needs.
4. 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 2022 OSF are final. Please order accordingly.

**Initial Order** Please place your initial product orders by email, [rick.huddleston@pepsico.com](mailto:rick.huddleston@pepsico.com) or call 405.651.9084 no later than September 9, 2022.

**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 5, 2022** 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>		
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	
<b>BOTTLE - 20OZ [24/CASE]</b>		
AQUAFINA	MOUNTAIN DEW	
PEPSI	SIERRA MIST	
DIET PEPSI	MUG ROOT BEER	
PEPSI ZERO SUGAR	CRUSH ORANGE	
<b>GATORADE - BOTTLE - 20OZ [24/CASE]</b>		
FRUIT PUNCH	ORANGE	G-ZERO GLACIER CHERRY
LEMON LIME	COOL BLUE	
<b>LIPTON PURE LEAF - BOTTLE - 18.5OZ [12/CASE]</b>		
SWEET	UNSWEET	EXTRA SWEET
<b>ROCKSTAR - CAN - 16OZ [12/CASE]</b>		
ROCKSTAR ORIGINAL ENERGY	ROCKSTAR PUNCHED	
<b>PRODUCTS - LIDS</b>		
16OZ (2,400/CASE)	21OZ (2,400/CASE)	32OZ (960/CASE)
<b>PRODUCTS - CUPS</b>		
16OZ (1,200/CASE)	21OZ (1,000/CASE)	32OZ (480/CASE)
<b>PRODUCTS - CO2</b>		
TANK (20LB)		

**2022 Pricing**

<b>Pepsi Pricing List - Oklahoma State Fair 2022</b>			
<b>Package</b>	<b>Unit/Case</b>	<b>Price/Case</b>	<b>Per Unit</b>
200z Carbonated Soft Drinks	24	\$26.25	\$1.09
200z Aquafina	24	\$17.38	\$0.72
200z Gatorade	24	\$26.50	\$1.10
18.5oz Lipton Pure Leaf	12	\$21.77	\$1.81
16oz RockStar Energy	12	\$19.98	\$1.67
<b>Package</b>	<b>Unit/Case</b>	<b>Price/Case</b>	<b>Per Gallon</b>
5G BIB	5	\$113.40	\$22.68
3G BIB	3	\$74.52	\$24.84
<b>Package</b>	<b>Unit/Case</b>	<b>Price/Case</b>	<b>Per Pound</b>
CO2	1	\$29.70	\$1.49
Deposit	1	\$100.00	
<b>Package</b>	<b>Unit/Case</b>	<b>Price/Case</b>	<b>Per Unit</b>
16oz Cup	1200	97.10	0.08
21oz Cup	1000	\$105.17	\$0.11
32oz State Fair Souvenir Cup and Lid	165	\$118.00	\$0.71
32oz Cup	480	\$74.52	\$0.16
Lids (16oz/21oz)	2400	\$39.13	\$0.02
Lids (32oz)	960	\$50.11	\$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 2022 Oklahoma State Fair.

Thank you for your business!

Rick Huddleston  
PepsiCo Sales Representative – Oklahoma City, Oklahoma

405-651-9084

[rick.huddleston@pepsico.com](mailto:rick.huddleston@pepsico.com)