



Curling Ontario PepsiCo Beverages Partnership Guide

5/17/2024



PepsiCo and Curling Ontario have had a long-standing partnership aimed at providing world-class customer service, competitive pricing, iconic brands to its members.

Customer Service

- Dedicated local Pepsi Representative that will assist you in customer on-boarding, business reviews, product selection
- Have access to PepsiCo owned equipment including coolers, fountain machines, and bar guns

Pricing

- Access to competitive pricing pre-negotiated between Curling Ontario and PepsiCo

Brands

- PepsiCo offers a variety of brands and packages that will fit the need of each facility
- Enjoy brands like Pepsi, Bubly, Gatorade, Aquafina, Rockstar Energy, and more!

Account Management One Point of Contact

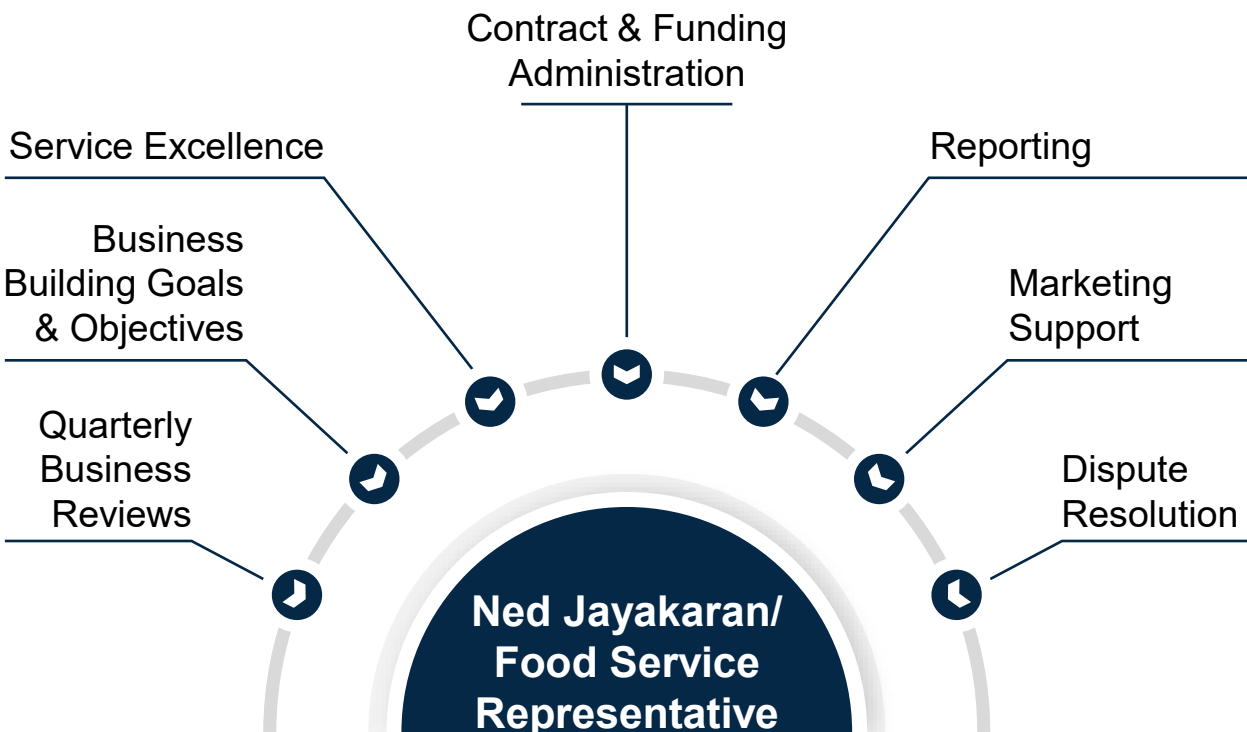


Ned Jayakaran will be your one point of contact for everything on Ontario Curling Association. Ned Jayakaran has the experience and knowledge when it comes to meeting the requirements for this proposal and will leverage the broader PepsiCo team for support when required.

Ned Jayakaran
Food Service Representative
3 YEARS OF SERVICE AT PEPSICO
Email: Ned.Jayakaran@pepsico.com
Cell: (905)-464-0899

Responsibilities Include:

- Business reviews
- Service excellence
- Contract execution
- Partnership Funding planning and execution
- Reporting
- Marketing coordination
- New product introductions



Path To Purchase Tools

Added Value Beyond Product And Price



We have a Wide-range of Capabilities to Support our Partnerships

Insights

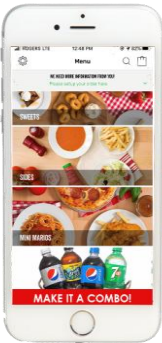


Mixology

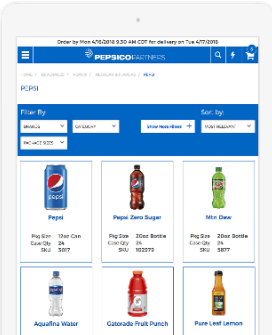


Delivery

Aggregator Insights



Order Delivery:
PepsiCo Partners



Sustainability



rPET

Equipment



Design



World Class Equipment & Service



1

PepsiCo will collaborate on specific equipment & right branding across campus locations

2

Service & parts are no charge on PepsiCo loaned equipment

3

Includes: Coolers, vendors & fountain

World Class Equipment & Service

PepsiCo Provides World Class Service to our Partners



One Phone Number for Service

- Calls answered 24 hours a day
- Unlimited free service calls & parts 877.387.6683
- Parts inventory is available to meet emergencies



Prioritized Dispatch System

- Targeted 4 hour response time
- No trip fee or travel time
- Techs travel from our local facility in London



200+ Trained PepsiCo Technicians

- 100% PepsiCo employees, not outsourced to external providers
- Incremental Service Advantage program available to support equipment beyond beverage



Certified Equipment Centers

- Managing the equipment life cycle to deliver high quality at reduced cost
- Equipment will be replaced at the end of its useful life

Managing All Aspects of Your Equipment and Service Program

As a Proud Partner, We have Services to Support all your needs

Pepsi Direct



- Receive a phone call from a Pepsi Direct representative at a mutually agreed upon day and frequency
- Staffed with 500 tri-lingual representatives
- Scheduled deliveries up to 2 days in advance
- Communications to keep you updated on critical delivery, product and ordering information (exciting promotions and top selling products)

Pepsi Partners



- Order anytime, anywhere (mobile, tablet, desktop)
- Schedule order in advance & review recent orders
- Communications to keep you updated on critical delivery, product and ordering information (exciting promotions and top selling products)
- Easily search for products

Distributor Partners



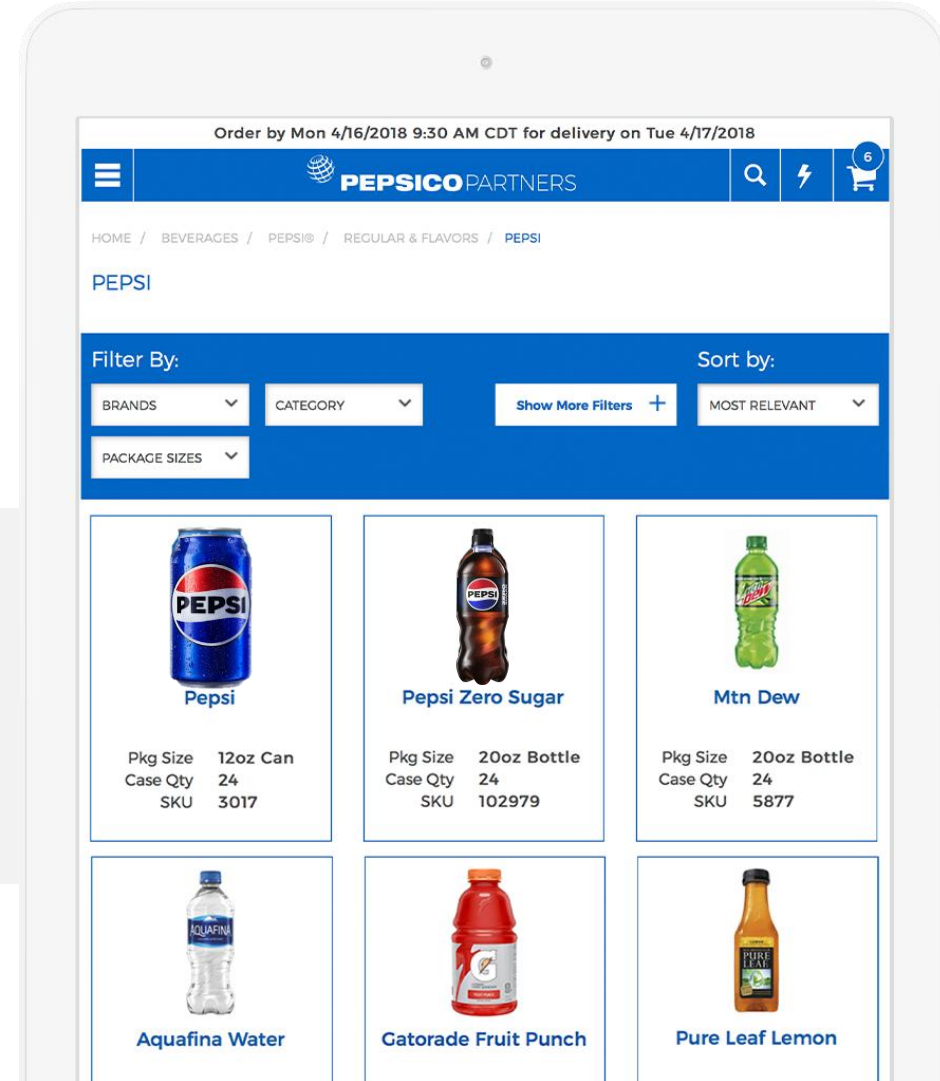
- Purchase a portfolio of Pepsi products from your foodservice distributor partner on your existing delivery schedule
- Consolidate product and beverage deliveries for efficiency
- Pepsi and distributor team work together to provide a high level of service that grows your business
- Fewer vendor partners and invoices to keep track of

We Can Drive Ordering Efficiency with Pepsi Partners



An Online Ordering Platform Designed to

- Allow you to Place An Order Anytime
- View Your Order History to Make Re-Orders Simple
- Increase the Speed of the Order Process
- Shop Visually with Accompanying Product Imagery



Pricing





591mL Aquafina Tiered Program

AQUAFINA
pure water, perfect taste

OFFER VALID: 12/30/2024 – 12/26/2025

Tier 1

Buy 10 cases,
get 2 cases FREE

Tier 2

Buy 20 cases,
get 5 cases FREE

Tier 3

Buy 54 cases,
get 16 cases FREE

*** Offer cannot be multiplied but can be repeated**



Customer must purchase and receive delivery of qualifying products to get free case. Offer cannot be multiplied but can be repeated. Offer valid on orders placed 12/30/2024 – 12/26/2025. Free case may still be charged for local taxes that are not covered by PepsiCo. PEPSI and the Pepsi Globe Design are trademark of PepsiCo Inc.

**Go online to PepsiCoPartners.com
or call today to place your order!
1-800-963-2424**

Beverage Price List BIBS



Product	Package Size	Price
PEPSI BIB	20 L	\$ 76.00
CSD BIB	12 L	\$ 46.00
BRISK BIB	12 L	\$ 61.00
DOLE ORANGE BIB Concentrate	12 L	\$ 143.94
DOLE CRANBERRY BIB Concentrate	12 L	\$ 116.85

A. We will provide 30 days notice prior to any pricing increase. Price Increases occur annually on the effective contract date, at the rate of 4%...Pricing does not reflect taxes.

Beverage Price List Packaged Goods



Product	Package Size	Dead Net Price
591ml CSO and Brisk	24	\$ 34.40
355 ML Poppi	12	\$ 27.10
591ml Aquafina	24	\$ 19.48
591ml Gatorade	12	\$19.48
450ml Dole/Ocean Spray	12	\$ 21.00
414ml Muscle Milk	12	\$ 42.00
355ml Celsius	12	\$ 26.06
473ml Rockstar	12	\$ 32.07
355ML Alani	12	\$ 26.06

Beverage SKU List



355ml & 591ml

- Pepsi
- Pepsi Zero Sugar
- Diet Pepsi
- Pepsi Wild Cherry
- Pepsi Wild Cherry Zero Sugar
- 7up
- 7up Zero Sugar
- Ginger Ale
- Ginger Ale Zero Sugar
- Dr. Pepper
- Dr. Pepper Zero Sugar
- Mountain Dew
- Mountain Dew Zero Sugar
- Crush Orange
- Crush Cream Soda
- Crush Grape
- Tonic Water (355ml only)
- Club Soda (355ml only)
- Brisk Iced Tea
- Brisk Lemonade (591ml only)

bubly 355ml

- lime
- cherry
- blackberry
- raspberry
- peach
- mango
- apple
- grapefruit
- strawberry
- orange
- pineapple
- watermelon

bubly 473ml

- lime
- cherry
- watermelon
- blackberry

Pure Leaf Iced Tea 547ml

- Lemon
- Lemon Zero Sugar
- Peach
- Raspberry
- Blackberry
- Green Tea & Honey

Gatorade 591ml

- Cool Blue
- Fruit Punch
- Orange
- Lemon Lime
- Zero Berry
- Zero Orange
- Zero Lemon Lime
- Zero Glacier Freeze

Gatorade G FIT 500ml

- GFIT Tropical Mango
- GFIT Strawberry Watermelon
- GFIT Blackberry Raspberry

Dole Juice 450ml

- Orange
- Apple
- Strawberry Kiwi
- Pineapple Mango
- Grapefruit
- Ocean Spray Cranberry

Gatorade 710ml

- Cool Blue
- Fruit Punch
- Orange
- Lemon Lime
- Glacier Cherry
- Glacier Freeze
- Green Apple
- Zero Fruit Punch
- Zero Cool Blue

Beverage SKU List

Rockstar Energy 473ml

- Original
- Punched
- Punched Blackberry
- Punched Orange
- Punched Strawberry
- Pure Zero Punched
- Pure Zero Silver
- Pure Zero Grape
- Pure Zero Mandarin
- Pure Zero Strawberry Mango
- Pure Zero Watermelon
- Black Cherry
- Sugar Free

Celsius Energy 355ml

- Sparkling Orange
- Sparkling Peach Vibe
- Sparkling Kiwi Guava
- Tropical Vibe
- Arctic Vibe
- Sunset Vibe

Starbucks 405ml Frappachino

- Mocha
- Vanilla
- Caramel

Starbucks 444ml DoubleShot

- Mocha
- Vanilla
- White Chocolate

Starbucks 444ml TripleShot

- Mocha
- French Vanilla

Starbucks 325ml Cold Brew

- Mocha
- French Vanilla

Thank you

