

Thank you for expressing an interest in providing food vending services at the Washington State Fair. The annual fair provides the opportunity to serve approximately 1.1 to 1.2 million guests annually.

If you are selected to participate in the Washington State Fair you will be joining an established "Fair Family" that has been working together well over 100 years. Selection of potential new vendors depends upon space availability, menu and pricing, and experience in servicing fairs & festivals.

If you decide to apply for the opportunity to participate in the Washington State Fair, send the application, ownership disclosure form, proposed menu and pricing, and photos of the booth including signage.

A few things that you should know:

1. The Food Vendor pays to the fair a minimum deposit versus a percentage of gross sales (less sales tax).
  - 24% - General food, soft drinks, water
  - 27% - Espresso, specialty drinks
  - 31% - Ice Cream products, dessert items, donuts
  - 35% - Cotton Candy
2. Each sales transaction must be recorded using a cash register. The Fair reads the register tapes daily. These are the sales records used to calculate the percentage of sales due to the Fair. Payment to the Fair must be made on a daily basis.
3. The Food Vendor is responsible for and must supply working electrical meters. Natural gas is available through PSE. *(Propane is not allowed)*
4. Each Food Vendor is supplied with adequate admission passes for their workers.
5. Supplies and food products must be purchased through authorized suppliers. These suppliers are listed on the attached page. Coca-Cola is the official supplier of carbonated and non-carbonated beverages (soda pop and water).

Other important information is included in the Restaurant Contract, Restaurant Addendum "A", and current rules & regulations listed in the Exhibitor's Handbook.

We hope you find this information useful. If you have any further questions feel free to contact:

Dan Sharp, Manager  
Vendor Services  
Washington State Fair  
110 9<sup>th</sup> Avenue SW  
Puyallup, WA 98371-0162

Voice: (253) 841-5012

Fax: (253) 841-5390

[dan@thefair.com](mailto:dan@thefair.com)

# WASHINGTON STATE FAIR

## AUTHORIZED FOOD VENDOR SUPPLIERS

Food Vendors are allowed to purchase their supply needs from any of the listed businesses with the exception of fresh meat, beverages and water products.

### **Coca Cola Bottling – required to use**

2115 116<sup>th</sup> Street S  
Tacoma, WA 98444 253 503-4340 office  
Ralph Jenkins Jr. 253 209-4443 cell  
[rjenkinsjr@coca-cola.com](mailto:rjenkinsjr@coca-cola.com)

### **Smithco Meats – required to use** *fresh meat products*

15509 Main Street E  
Sumner, WA 98390 253 383-2636 office  
Patrick Marshall 253 732-9756 cell  
[pmarshall@smithcomeats.com](mailto:pmarshall@smithcomeats.com)

### **Coastwide Laboratories** *paper goods*

2705 South Tacoma Way, Suite A  
Tacoma, WA 98409 253 475-8940 office

### **Dillanos Coffee Roasters** *premium coffee*

1607 45<sup>th</sup> Street E  
Sumner, WA 98390 253 826-1807 office  
Michelle Stanley 253 826-1807 cell  
[michelles@dillanos.com](mailto:michelles@dillanos.com)

### **Farmer Brothers Coffee** *coffee*

9412 Front Street  
Lakewood, WA 98499 253 588-1745 office  
Mark Cannon 253 761-6607 cell  
[mcannon@farmerbros.com](mailto:mcannon@farmerbros.com)

### **Food Services of America** *full product line*

PO Box 3547  
Seattle, WA 98124 800 424-0093 toll-free  
Preston Painter 253 347-4378 cell  
[prestonPainter@fsafood.com](mailto:prestonPainter@fsafood.com)

### **Franz Family Bakeries** *bread*

PO Box 24327  
Seattle, WA 98124 253 584-4200 office  
Justin Griffin 253 205-9679 cell  
[justin.griffin@usbakery.com](mailto:justin.griffin@usbakery.com)

### **Puget Sound Energy** *natural gas*

888 321-7779 toll-free

### **Springbrook Farms** *dairy products*

12801 SE 196<sup>th</sup>  
Renton, WA 98058 253 631-5499 office  
Kevin Torlai 253 929-9216 cell  
[springbrookfarms@comcast.net](mailto:springbrookfarms@comcast.net)

### **Star Ice & Fuel Company**

*ice*

8220 Pacific Highway East  
Fife, WA 98422 253 922-2777 office  
Christine Flygare 253 606-1361 cell  
[staricefuel@hotmail.com](mailto:staricefuel@hotmail.com)

### **Sysco Seattle**

*full product line*

PO Box 97054  
Kent, WA 98064-9754 800 829-9061 ext 6263  
Brian Carle 253 678-2514 cell  
[Carle.Brian@sea.sysco.com](mailto:Carle.Brian@sea.sysco.com)

### **US Foods**

*full product line*

2204 70th Ave E, Suite 100  
Fife, WA 98424 800 572-3810 office  
Scotty Getchell (253) 405-5482 cell  
[scotty.getchell@usfoods.com](mailto:scotty.getchell@usfoods.com)

Food vendors are **NOT** be allowed to purchase supplies at establishments such as Costco, Restaurant Depot, Cash & Carry, etc.

The Washington State Fair and/or its representative reserve the right to request and inspect invoices of product purchased to assure items are purchased from preferred/authorized suppliers.

Any exceptions must be applied for each year and approved in writing by the Vendor Services Department by August 1<sup>st</sup>. A fee of \$250.00 must be paid by the food vendor for each outside Supply Company not on the fair's authorized/preferred list that the food vendor purchases product/supplies from. These suppliers will not have delivery access to the fairgrounds.