

## To our current and potential Food Concessions Vendors

I invite you to join us for the Eufaula Whole Hawg Days® Arts & Crafts Show, the flagship event of the Eufaula Whole Hawg Days® Festival which will be held this year on July 27-28, 2012. If my math is correct, then this will be the 14<sup>th</sup> consecutive year that my wife Kathy and I will be serving as your hosts for the Arts & Crafts Show. Many of you are often surprised that when you call or write to us that we live in Indiana. Well, there's a long story about that, but suffice it to say that even though we are "Hoosiers" now, we were "Okies" for many, many years and spent our best years in Eufaula. We enjoy returning every year, seeing many old friends and familiar faces, and planning a little "working vacation" in Oklahoma around this great event.

We like to have Food Concessions Vendors that we know and trust, plus ones that our customers like and recognize. Because of that and the fact that we have a "loyalty policy" with our current Food Concessions Vendors, they will be mailed their applications EARLY. If they would like to return to our show again this year, then they have until **MONDAY, MAY 21, 2012** to respond. After that early time window has expired, then I will be contacting other Food Concessions Vendors who have expressed an interest in being in our show.

It is also important that you realize we only have SIX Food Concessions Vendors in the Park. This is due to our recent electrical upgrade (that we invested in considerably). **Generators are not allowed unless only in the most special of circumstances and only then if they are "super quiet."** We have 50-amp outlets available, one per Food Concessions Vendor, and also an additional FOUR 30-amp outlets for an additional charge on a first come, first served basis. Also, please make sure that you have enough cord to reach the outlets. (150' is suggested) ***If you need to see a diagram of the plugs that we have, I can send you one.***

We also have enough water pressure in the Park to adequately serve all of our Food Concessions Vendors so that they can hook up directly to our water service. You will not have to haul water by bucket or pail to your tanks! You will, however, need to make sure you have a "Y" or "T" adaptor so that everyone can get hooked up and also have plenty of hose to reach it. (150' is suggested)

In addition, I also call your attention to a point that I mention in the general information letter for all Vendors. With the adjacent carnival running well into the night on both Friday and Saturday, you might want to consider being open at that time as well. We've had a pretty decent crowd the past several years on Friday night after the parade, and it normally lasts for several hours thereafter. The same thing happens on Saturday nights, too. It's just something to keep in mind; it's totally up to you if you want to stay open later or not.

I would also like to mention "exclusivity" of products sold. There is always going to be some crossover of products offered by more than one of you and that is inevitable and unavoidable. However, when only one product makes up a significant majority of your sales, then I will deem that product "untouchable" by other vendors (for example: home made root beer or similar product, kettle corn, turkey leg, etc.) If you have questions about a specific item, you need to run that by me BEFORE the show. My decision will be final! Please also remember that you must have all permits and liability insurance as required by law. I also remind you that you will have your facilities inspected by the local health inspector before you will be allowed to open for business.

Finally, I would like to mention something about last year. Truthfully, last year was a down year for us, and I heard from many of our repeat vendors that this was the case at many shows last year due to the economy. I can only hope that this was an aberration and not a continued trend. Whenever a vendor is unhappy with us for whatever reason, it is upsetting to me and I personally feel badly about it. As much as I'd like to be able to fix the economic reasons for a downturn in business, unfortunately I can't. That doesn't mean, however, that if there are things that we could improve upon that we won't look at changing things for the better. Those types of suggestions can only come from you, the vendors, who visit a lot of different kinds of shows and see different things that show organizers are doing to help make things better for everyone.

Thank you for your interest in Eufaula Whole Hawg Days. If you have any questions, please e-mail me at [kkiester@nwhite.k12.in.us](mailto:kkiester@nwhite.k12.in.us) (preferred method of contact) or call me at 219-863-1127 or my wife Kathy at 219-869-4597 and be sure to leave a detailed message if we are unable to answer. I teach school from early August until late May, plus I am involved in a lot of extracurricular activities, so it is often difficult to reach me by telephone.

Sincerely,

Kent Kiester  
Eufaula Whole Hawg Days Festival Chairman

PS: For Food Concessions Vendors who are not a current Vendor of ours, PLEASE DO NOT FILL OUT THIS APPLICATION AND SEND IT IN UNTIL AFTER MAY 21 AND ONLY IF I HAVE TALKED WITH YOU AND ASKED YOU TO JOIN US!

**NOTE: IF YOU ALREADY ARE OR HAVE BEEN CONTACTED BY ME TO BECOME A FOOD CONCESSIONS VENDOR FOR OUR SHOW, THEN PLEASE DETACH AND RETURN APPLICATION FORM TO ME, AND SAVE THIS LETTER FOR YOUR RECORDS!**

ATTACH PHOTO HERE

**Eufaula Whole Hawg Days® Festival: July 27-28, 2012  
Food Concessions Vendor Application**

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Telephone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

General List of Food Concession Items For Sale (attach list if necessary): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(Note: if you want to request that an item be "exclusive" to you, please make note of it so that we can discuss it.)

**Food Concessions Vendor Fee Schedule**

NOTE THAT PRICES ARE FOR A 22' wide x 15' deep space (22' facing the front). If you have a trailer that is longer than 22' (including tongue), then your trailer is TOO BIG for our show! If you serve out of the "front end" of your trailer and need to turn the trailer "long ways" in the space, we may not be able to handle depths much beyond 20' – ask first before you reserve your space to make sure it's okay.

Please check all that apply:

\_\_\_\_\_ One space, one 50-amp outlet and water service provided \$250

\_\_\_\_\_ I will need one extra 30-amp outlet (first come, first served, only 4 are available) \$25

Total amount enclosed: \_\_\_\_\_

SALES TAX PERMITS: Oklahoma State law requires us to provide a list to the Oklahoma Tax Commission all vendors attending Whole Hawg Days®, whether they have an Oklahoma State Tax Permit or not. To apply for a permit, contact the Oklahoma Tax Commission at 405-521-3160. If you already have a permit, write the number here:

\_\_\_\_\_ ALL VENDORS ARE RESPONSIBLE FOR REPORTING THEIR SALES AND PAYING THEIR OKLAHOMA STATE TAXES!

PAYMENT: Please remove this entry application from the information page and submit it with your payment (check or money order). Once we receive payment, it must have cleared the bank prior to the show or reservation will be canceled. Any reservation made within two weeks of the show will require money order or cash payment.

MAKE CHECKS PAYABLE TO: Eufaula Band Boosters

MAIL TO: Kent Kiester  
6916 N. Apple Knob Dr., Monon, IN. 47959

ACKNOWLEDGMENT: I have read and understood the attached information, rules, and regulations for the Eufaula Whole Hawg Days® Festival. I also understand the refund policy and am perfectly clear on the policy regarding electricity, water, and trailer length.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_