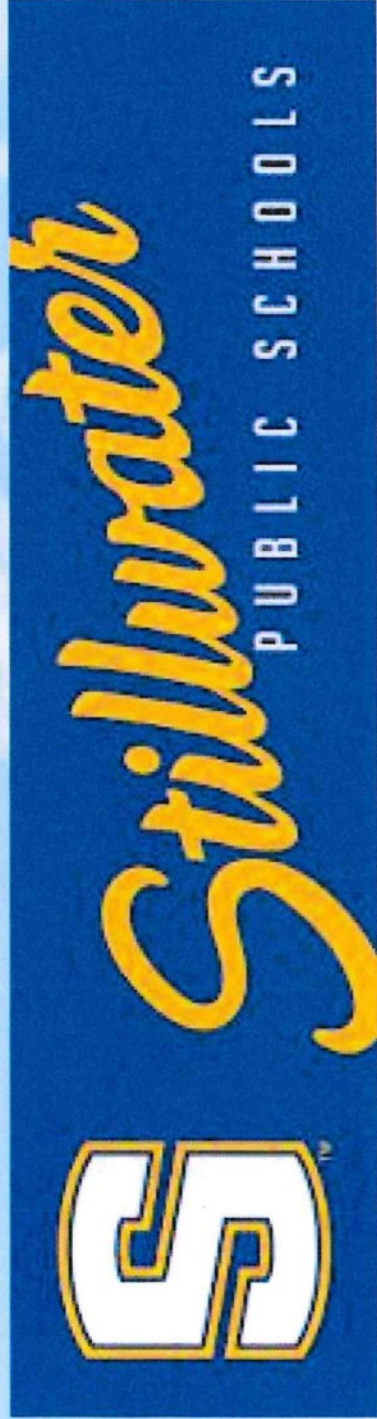




STILLWATER HIGH SCHOOL

## Request for Proposal: Beverages

Coca-Cola Southwest Beverages





# Introduction

Coca-Cola Southwest Beverages is excited at the opportunity to share with you our team's commitment to **Stillwater Public Schools**. We trust that our proposal will clearly demonstrate our ability to meet the needs of all **Stillwater Public Schools** stakeholders, most importantly, your students, faculty and staff, fans and guests.

As we hope this response clearly demonstrates we have the category knowledge, the products, and the team of experts that can help your beverage business thrive. All of this makes Coca-Cola Southwest Beverages the right partner for your beverage needs.

Coca-Cola Southwest Beverages as a whole, and the team of people that will support your institution, are passionate about the power of education and its importance in shaping the future of our local, national, and global communities. You can be assured that we bring the full resources of Coca-Cola Southwest Beverages to bear in support of your institution.

We welcome feedback so that we can build the best possible partnership with **Stillwater Public Schools**. If you have any questions about our offer or if there is any additional information that we can provide to support your decision-making process, please don't hesitate to contact us.

## Chris Sheehan

Account Executive

Coca Cola Southwest Beverages

Phone: 405-205-9406

Email: [christopher.sheehan@cocacolaswb.com](mailto:christopher.sheehan@cocacolaswb.com)





SUPPORTING  
ACADEMIC  
EXCELLENCE

# YOUR MOST VALUED PARTNER



## Meet YOUR Dedicated CCSWB Team



**Robert Sweeney**  
Vice President of Sales



**Kimberly Adler**  
Director, Food Service and On Premise



**Hector Amaya**  
Area Director of Sales & Operations



**Todd Mason**  
Sales Center Manager



**Chris Sheehan**  
Account Executive FSOP



**Jennifer Rice**  
District Sales Manager

## Our Parent Company

About Arca Continental  
Our parent company, Arca Continental, is headquartered in Monterrey, Mexico. It is Latin America's second-largest Coca-Cola bottler and the owner of leading snack brands Wise® and Deep River Snacks® in the U.S.

Operating in Northern and Western Mexico, Ecuador, Peru, Northern Argentina, and the Southwestern U.S., Arca Continental employs over 50,000 talented and diverse team members.

## ABOUT CCSWB

Coca-Cola Southwest Beverages, a company of Arca Continental, is one of the largest Coca-Cola bottlers in the United States. Based in Dallas, we provide 31 million of our friends and neighbors with their favorite Coca-Cola brand beverages in Texas and parts of Oklahoma, New Mexico and Arkansas.

From sparkling soft drinks and waters to teas, coffees, and juices, our "Total Beverage Company" guarantees that whatever our customers crave, we deliver.

**serving  
5 countries**  
across America



Your Local Coca-Cola Southwest  
Beverages  
Distribution Center  
Located in  
**Stillwater, Ok**

## CONTACT US

844.561.2653

[www.cocacolaswb.com](http://www.cocacolaswb.com)

Two Lincoln Centre  
520 LBJ Freeway  
Suite 800  
Dallas, TX 75240



# Coca-Cola Is a Total Beverage Company that Meets the Evolving Needs of Your Students \*

SUPPORTING  
ACADEMIC  
EXCELLENCE



No/Low Calorie

LESS THAN 40 CALORIES/SERVING



Products shown are not a comprehensive catalog. For a complete list of Coca-Cola USDA compliant products, please visit <https://www.cokesolutions.com/tools-and-resources/operations/operations-usda-compliant-catalog.html>. \* All products are subject to availability.



# Exhibit A Pricing for Child Nutrition

Pricing offered from July 1, 2025 through June 30, 2026

| Product                   | Est    |        |          | Estimate  |            |            |
|---------------------------|--------|--------|----------|-----------|------------|------------|
|                           | Annual | Est    | Proposed | Proposed  | Price      | Pack Size  |
|                           | Units  | Annual | Cases    | Price Per | Price Each | Price      |
| Lemon Lime Soda           | 144    | 6      |          | \$26.41   | \$1.10     | \$158.45   |
| Cola No Calorie           | 168    | 7      |          | \$26.41   | \$1.10     | \$184.85   |
| Cherry Cola No Calorie    | 192    | 8      |          | \$26.41   | \$1.10     | \$211.26   |
| Orange Soda No Calorie    | 72     | 3      |          | \$26.41   | \$1.10     | \$79.22    |
| Pepper Cola No Calorie    | 192    | 8      |          | \$26.41   | \$1.10     | \$211.26   |
| Sports Drink No Calorie   | 288    | 12     |          | \$22.35   | \$0.93     | \$268.25   |
| Water                     | 5256   | 219    |          | \$7.96    | \$0.33     | \$1,743.02 |
| Water with Sports Cap     | 2952   | 123    |          | \$38.98   | \$1.62     | \$4,794.05 |
| Flavored Water No Calorie | 624    | 26     |          | \$38.98   | \$1.62     | \$1,013.38 |
| Apple Juice               | 912    | 38     |          | \$19.20   | \$0.80     | \$729.77   |
| Orange Juice              | 336    | 14     |          | \$19.20   | \$0.80     | \$268.86   |
|                           | 11,136 | 464    |          |           |            | \$9,662.37 |



# Attachments B & C, Brand Nutrition Values: [www.coca-colacompany.com/brands](http://www.coca-colacompany.com/brands)

## Attachment B

### Business Felony Conviction Statement

#### Stillwater Public Schools

Coca-Cola Southwest Beverages has entered into a contract dated \_\_\_\_\_ with \_\_\_\_\_ (Company/Name)

**STILLWATER PUBLIC SCHOOLS.** The undersigned is a principal of the company and/or is authorized to execute and deliver this statement for and on behalf of the company. No employee of the company who has worked on or is working on school premises during normal school hours has been convicted in this state, the United States, or another state of: (i) any sex offense subject to the Sex Offenders Registration Act in this state or similar of another state or the Federal Sex Offender Registration provisions; or (ii) any unpardoned felony sex offense within the last ten (10) years; except that the foregoing does not apply to volunteers, persons performing community service hours under court order, or persons performing community service under a supervised work release program, except that persons performing community service hours or services under work release have not been allowed to work on school premises at any time after having been convicted of any sex offense subject to the Sex Offenders Registration Act of this state, similar law of any other state, or Federal Sex Offender Registration provisions.

The undersigned is personally familiar with the facts stated above and makes the statement of the undersigned's personal knowledge.

Signature of Company Representative \_\_\_\_\_  
Dated 04/30/25

Chris Sheehan

Printed Name of Company Representative

## Attachment C:

### Certification Statement

I as the below named representative do hereby certify that I have read and thoroughly understand the bid requirements and specifications and that this bid proposal meets such criteria. I further certify that all deliveries will be made as requested and that all unit prices have been checked for accuracy and correctness. As such these prices will be honored without any change or escalation for the duration of the bid except that price adjustment may be allowed as so stated in the specifications

The undersigned affirms that they are duly authorized to execute this contract, that the company, corporations, firm, partnership, or individual has not prepared this bid under collusion with any other bidder, and that the contents of this bid as to prices, terms, conditions, of said bid have not been communicated by the undersigned not by any employee of agent to any other person engaged in this type of business prior to the official opening of this bid.

Company Name: Coca-Cola Southwest Beverages  
Address: 4705 S Perkins Rd  
City, State, Zip: Stillwater OK, 74074  
Representative Signature:   
Representative Name: Chris Sheehan  
Date: 04/30/25

Accounts Payable/Accounts Receivable Mailing and Contact Information:  
Contact Person

Billing Address  
Phone Number  
E-mail: \_\_\_\_\_  
Stillwater ISD will use the  
current payment process in  
place

Classified - Confidential

# Thank you!



ARCA CONTINENTAL  
SOUTHWEST  
*Coca-Cola* BEVERAGES

SUPPORTING  
ACADEMIC  
EXCELLENCE