



## FOI Request Template: Accessing your Beverage Exclusivity Contract

Beverage exclusivity contracts between university administrations and corporations like Coca-Cola and PepsiCo, give exclusive rights to a company to sell their products within agreed upon spaces on campus. In exchange, universities receive cash, computer software and hardware or financial incentives, such as scholarships. Corporations are keen to capture the youth market in order to create brand loyalty and lifetime consumers of their products.

### Exclusivity contracts:

- Guarantee the corporation monopoly access on campuses
- Are often long-term: for duration of 10 years, for example
- Often contain strict conditions: guaranteed compensation for the company if the contract is broken, obligations to extend the term of the contract or forfeiture of payments if universities do not meet sales quotas of corporate products; use of corporate logos on campus
- Are negotiated without any meaningful public discussion or debate
- Allow corporations to take advantage of and profit from a situation in which many schools, school boards, universities and campuses are facing increasing cut-backs to public education and a growing push for privatization
- Raise serious concerns about the growing commercialization of public institutions including university campuses

### Challenge your beverage exclusivity contract!

You can access your contract by filing a Freedom of Information request, using the letter template below.

For more information on beverage exclusivity contracts, check out:

- [www.insidethebottle.org](http://www.insidethebottle.org): Campaign Tools sidebar

[date]

[name of Information and Privacy Coordinator]  
Information and Privacy Coordinator  
[name of college or university]  
[address]  
[city/town], Ontario [postal code]

Dear [Ms./Mr. surname of coordinator],

Pursuant to the *Freedom of Information and Protection of Privacy Act*, I am writing to request access to information.

The request is for a copy of any and all contracts, agreements, memoranda of understanding, letters of agreement, or any similar record for beverage exclusivity contracts at [college or university's name].

Please find enclosed payment of the \$5.00 fee that is required to initiate the processing of this request.

Sincerely,

[sender's name]  
[sender's position]  
[students' union name]—Local [local number] of the Canadian Federation of Students