

## 2017 Northland Evergreens – Bulk Ship Fundraising Program

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### Ordering:

- ✓ All products must be ordered by box quantities. Example: wreaths - 1 box = 10 (ten) wreaths. garland – 1 box = 5 (five) 20' ropes of garland.
- ✓ We cannot mix products in shipping boxes due to packing procedures that insures the product to arrive in the best possible condition.
- ✓ Use recap sheet (form # FRBULK4) to fax or call in your order no later than November 1, 2017
- ✓ Please allow 2 weeks from the order date for us to schedule and hand craft your fresh products.

Item #	Description	Pieces per Box	Price per Piece	Box Price
<b>Balsam Wreath W-1</b>	24" Balsam Wreath, decorated with weather durable velvet bow, frosted pine cones. Standard Front Door Size	<b>10</b>	\$10.52	\$90.20
<b>BCP Wreath W-2</b>	24" Balsam, Cedar, White Pine Wreath (BCP), decorated with weather durable velvet bow, frosted pine cones. Standard Front Door Size	<b>10</b>	\$11.27	\$97.70
<b>Balsam Garland G-4</b>	20' Balsam Garland (Roping), 8"-10" flares, undecorated. Perfect for banisters, draping over standard 8 foot doorway, wrapping columns, and draping over fences	<b>5</b>	\$12.96	\$54.80
<b>Door Swag DS</b>	30" Door Swag, Balsam with Cedar and White Pine accents, decorated with weather durable velvet bow, and pine cone cluster. Perfect for doors, columns, light posts, gates, and archway centers.	<b>10</b>	\$8.00	\$72.50
<b>Candy Cane</b>	30" Balsam Candy Cane, decorated with weather durable velvet bow and pine cone cluster. Perfect for columns, sides of doorways.	<b>10</b>	\$14.85	\$138.50
<b>Cross</b>	30" Balsam Cross, decorated with weather durable velvet bow and pine cone cluster. Perfect for churches, graves, doors and gates	<b>5</b>	\$16.05	\$75.25

### Terms:

- ✓ 25% deposit when order is placed. No orders will be processed until deposit is received.
- ✓ Allow two (2) weeks to handcraft your fresh products.
- ✓ An unexpected late substantial increase in our suppliers' costs to us may result in an increase in our pricing to your group.
- ✓ Net 30 days from date of invoice.
- ✓ Accounts over 30 days past due will be charged a service charge of 3% per month.

### Product Care:

- ✓ Shake and fluff product after unpacking. A few needles may fall off, don't be alarmed....this is normal for a natural product. Don't be afraid to manipulate or trim branches to obtain the fullness or look you desire.
- ✓ We suggest misting with water to prolong freshness in warm climates or for indoor decorating.
- ✓ Avoid direct sunlight.

## 2017 Northland Evergreens –Bulk Ship Fundraising Program Suggested Selling Price/Profit

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This chart shows a suggested selling price for each item, and your profit potential for each item based on shipping zone costs. The first column reflects pricing and profit without any shipping costs; that would be if you wanted to pick up the items at our plant in Hayward, Wisconsin or if you arranged your own shipping method. The other columns are based on the formula below. Remember, the **ultimate selling price is up to your group**, we are only suggesting selling prices. We have left your order forms blank for the selling price, **so be sure you fill in the selling price on each form before you go out to sell.**

### Suggested Selling Price/Profit per Piece

Profit per piece = (suggested selling price - individual cost per item - zone shipping cost per item)

Product	Pick up in Hayward, WI No shipping Costs		Zone A		Zone B		Zone C		Zone D	
	Sell Price	Profit per piece	Sell Price	Profit per Piece	Sell Price	Profit per Piece	Sell Price	Profit per Piece	Sell Price	Profit per Piece
Balsam Wreath	\$22.00	<b>\$11.48</b>	\$26.50	<b>\$10.38</b>	\$27.50	<b>\$11.28</b>	\$27.50	<b>\$10.78</b>	\$29.50	<b>\$11.98</b>
BCP Wreath	\$23.00	<b>\$11.73</b>	\$28.50	<b>\$11.63</b>	\$28.00	<b>\$11.03</b>	\$29.00	<b>\$11.53</b>	\$30.50	<b>\$12.23</b>
Garland	\$26.00	<b>\$13.04</b>	\$33.00	<b>\$8.84</b>	\$34.00	<b>\$9.64</b>	\$35.00	<b>\$9.64</b>	\$36.00	<b>\$9.04</b>
Door Swag	\$16.00	<b>\$8.00</b>	\$21.00	<b>\$8.30</b>	\$22.00	<b>\$9.20</b>	\$21.00	<b>\$7.50</b>	\$22.75	<b>\$8.65</b>
Candy Cane	\$27.00	<b>\$12.15</b>	\$29.00	<b>\$9.45</b>	\$29.00	<b>\$9.35</b>	\$30.00	<b>\$9.65</b>	\$32.00	<b>\$11.05</b>
Cross	\$25.00	<b>\$10.95</b>	\$33.00	<b>\$7.55</b>	\$33.00	<b>\$7.35</b>	\$35.00	<b>\$7.95</b>	\$36.00	<b>\$7.75</b>

**Example: You live in Zone C, have 10 members, each sell 10 BCP Wreaths you will make \$1,153.00**

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## Shipping

### Discrepancies and Exchanges:

- ✓ Call 800-546-2311 or fax 715-634-6987 if there are any questions regarding your order or shipment.
- ✓ If there is a discrepancy in the amount of product received, please call us immediately.
- ✓ Any other problems with your order must be received within 72 hours of delivery.
- ✓ **Northland Evergreens guarantees your complete satisfaction!**

### Shipping Zones:

Use the Table below to determine your shipping zone that we will use to calculate your shipping charges.

Zone	States Included
A	IA, MN, WI
B	IL, IN, KS, MI, MO, ND, NE, OH, SD
C	AL, AR, CO, CT, GA, KY, MA, MD, MS, MT, NC, NJ, NY, OK, PA, RI, SC, TN, VA, VT, WV, WY
D	AZ, CA, DE, FL, ID, LA, ME, NH, NM, NV, OR, TX, UT, WA
Alaska	Yes, we will ship to these 2 states!
Hawaii	Please call us for the current shipping costs.

### Shipping:

- ✓ Currently we use Fed-Ex ground shipping, but we reserve the right to change carriers if needed.
- ✓ Your products can be scheduled for pick-up in Hayward, Wisconsin by your group or by your own scheduled trucking method.
- ✓ Cedar cannot be shipped to California. California shipments will have only Balsam and White Pine.
- ✓ We reserve the right to cancel orders due to any conditions beyond our control, such as severe weather, labor or trucking strikes.
- ✓ 2016 Shipping Charges by total box charge/per item cost for each type of product per zone listed below.
- ✓ If a substantial fuel surcharge is imposed by Fed-Ex due to extremely high fuel costs, we reserve the option to include the surcharge in our shipping costs after notification. Rates listed are current as of August 2017 based on Fed-Ex ground shipments.

Fed-Ex Ground Per Box/Piece					
Product	Pick-up Hayward, WI	Zone A	Zone B	Zone C	Zone D
Wreaths (10)	\$0	\$56.00/\$5.60	\$57.00/\$5.70	\$62.00/\$6.20	\$70.00/\$7.00
Garlands (5)	\$0	\$56.00/\$11.20	\$57.00/11.40	\$62.00/\$12.40	\$70.00/\$14.00
Door Swag (10)	\$0	\$47.00/\$4.70	\$48.00/\$4.80	\$55.00/\$5.50	\$61.00/\$6.10
Candy Cane (10)	\$0	\$47.00/\$4.70	\$48.00/\$4.80	\$55.00/\$5.50	\$61.00/\$6.10
Cross (5)	\$0	\$47.00/\$9.40	\$48.00/\$9.60	\$55.00/\$11.00	\$61.00/\$12.20

- ❖ *We reserve the right to cancel orders due to any conditions beyond our control, such as severe weather, labor, and/or trucking/shipping strikes.*

