

Farmstead Treats, Inc.

2920 Merriam Lane
Kansas City, Kansas 66106

913-432-3638
800-776-5693
fax: 913-432-3798

www.farmsteadtreats.com
farmstead@kcnet.com

Order Date: _____
Customer Code: _____
Organization: _____
President: _____
Telephone: _____

Choose one of the following:

_ Ship: _____
_ Deliver (KC Area - 300 lb. min): _____

_ Pickup: _____

Person Ordering

Name: _____
Address: _____
City: _____
State: _____
Zip: _____
Daytime Phone: _____
Evening Phone: _____

Method of Payment (Choose below)

_ Bill Me (Current Customers Only*-Net 30 Days)
_ Check _ Money Order
_ Visa _ Mastercard
_ Discover _ American Express
Card No.: _____
Expiration Date: _____
Signature: _____

Prices effective September 1, 2010 thru December 23, 2010

(S) - Sulfating agent used for preservation

Want to become a current customer?

Just call for details.

Wholesale and Retail Purchase Order Form

	Item Number	Wholesale Price	Suggested Retail	# Units Ordered	Dollar Amount
Quality Nut Products (1lb.-16oz.)					
1	Select Jumbo Pecan Halves	7.75	8.75		
2	Recipe Ready Pecan Pieces	7.25	8.25		
3	Pecans, Roasted & Salted	8.95	9.95		
4	Almonds, Unblanched, Roasted, Salted	5.50	6.50		
4-1	Almonds, Smokehouse	5.25	6.25		
5	Almonds, Raw	5.00	6.00		
6	Almonds, Blanched, Silvered	5.75	6.75		
6-1	Almonds, Unblanched, Sliced	5.75	6.75		
7	Cashews, Jumbo	7.00	8.00		
8	Cashews, Special (Halves)	6.00	7.00		
9	Spanish Peanuts, Roasted and Salted	3.25	4.25		
9-2	Peanuts, Honey Roasted	3.25	4.25		
10	Spanish Peanuts, Raw	3.00	4.00		
10-2	Peanuts, Hot and Spicy	3.25	4.25		
11	English Walnuts, Halves and Pieces	5.50	6.50		
12	Brazil Nuts, Raw	5.75	6.75		
13-1	Pistachios, Natural 5 Star	8.75	9.75		
14	Black Walnuts, Recipe Ready	7.75	8.75		
15	Deluxe Mixed Nuts (No Peanuts)	7.00	8.00		
16	Macadamia Nuts, Raw	9.75	10.75		
17	Filberts (Hazelnuts)	6.00	7.00		

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Terms and Policies

- Retail: Payment due upon receipt.
- Wholesale: Net 30 Days with approved credit. (1.5% service charge will be added to all past due accounts per month.) Any past due invoices must be paid prior to shipping out additional orders.
- Please do not submit multiple orders at one time. You must combine your customers' orders into one order to us.
- We accept Cash, Check, Money Orders, Visa, MasterCard, American Express, and Discover.
- Please send us one check for payment. Do not send us your customers' checks.
- Your order is usually ready to be picked up or shipped in one to two working days, however, during peak season, we will advise you when your order will be ready.
- \$50.00 Referral Gift Certificate. Our way of saying "Thank You" for recommending us to others who become new customers.
(Minimum Order - 3 Cases of Nuts.) Fill in coupon attached and send in or fax.
- Please give us your Customer ID when you order from us. This is located above your name on any correspondence or invoices from us.
- All Nuts should be kept refrigerated between 34-40 degrees to maximize flavor and freshness. If these conditions cannot be achieved try to store at the lowest temperature possible and out of direct sunlight. Remember to plan for the shortest time possible between storage and sale to help ensure freshness and taste.
- Chocolate Items are shipped when weather permits.
- Chocolate Products Require Special Care: Recommended 60-68 degrees. Humidity less than 50% and area well ventilated and free from foreign odors.
- We do not accept returns of unsold products.
- Tax Exempt Status: The State of Kansas requires that we have a copy of your organizations tax exempt letter on file or we must collect sales tax on your order.
- Order Add Ons: We are happy to add to your order whenever possible. However, if your prior order has already been processed, a new order will be required and it may cause a delay.
- Sales tax rate is 8.925%

Discounts

- \$.10 per lb. Discount for single orders picked up of 300 lbs. or more.
- \$.02 per lb. Discount for single orders of 600 lbs. or more.
- 1% Discount for payment when ordered or upon pick-up of local orders. (Credit Card orders are not eligible for discount)

Shipping

- Free Shipping on all orders of 300 lbs. or more to one business address. If shipment is to a residential address there is a \$25.00 charge for the shipment.
- Shipments on all orders under 300 lbs. will be FOB our Kansas City, Kansas warehouse. Freight charges will be added to your invoice.
- Wholesale shipments are to our customers only, as we do not dropship.

	Item Number	Wholesale Price	Suggested Retail	# Units Ordered	Dollar Amount
Mixes - Frutis, Nuts, Etc. (1lb.-16oz.)					
31	Cranberry Nut Mix - Raisins, Honey Roasted Peanuts, Jumbo Cashews, Frosted Walnuts, and Dried Cranberries	5.25	6.25		
32	Fiesta Mix - Peanuts, Salted Sesame Stix, Sesame Seed, Onion Poppy Stix, Poppy Seed, Sesame Garlic Buds, Pepitas, Sunflower Seeds, Cashew Splits, and Natural Almonds	4.25	5.25		
35	Spicy Mexicali Mix - Roasted Peanuts, Almonds, Pepitas, Sunflower Seeds	4.00	5.00		
37	Mardi Gras Mix - Salted Peanuts, Raisins, Candy Coated Chocolate Gems, Salted Cashew Pieces	4.00	5.00		
38	Tropical Mix - Peanuts, Raisins, Yogurt Raisins, Yogurt Peanuts, Papaya, Pineapple, Dates, Banana Chips, Sunflower Seeds, Almonds	4.00	5.00		
39-1	Apricots, Dried, Turkish (S)	5.00	6.00		
39-4	Banana Chips, Dried (12 oz.)	2.25	3.25		
39-5	Cranberries, Dried	5.50	6.50		
Chocolate and Candy Coated Products					
40	Almonds - Covered in Milk Chocolate	5.25	6.25		
40-1	Macadamia Nuts - Covered in Milk Chocolate	7.00	8.00		
40-3	Butter Toffee Pecans	6.50	7.50		
40-4	Butter Toffee Peanuts	3.50	4.50		
41-1	Bridge Mix - Covered in Milk Chocolate	4.75	5.75		
42	Cashews - Covered in Milk Chocolate	6.00	7.00		
43	Fruit and Nuts Mix - Covered in Milk Chocolate	5.50	6.50		
45	Peanuts - Covered in Milk Chocolate	4.25	5.25		
46	Pecans - Covered in Milk Chocolate	6.75	7.75		
46-1	Pecans - Cinnamon Spiced	6.75	7.75		
46-2	Pecans - Praline	6.75	7.75		
47	Pretzels - White Frosted	4.00	5.00		
49	Raisins - Covered in Milk Chocolate	4.25	5.25		
Sugarless Chocolate Products					
50	Almonds, S/L Chocolate	7.00	8.00		
51	Bridge Mix, S/L Chocolate	6.50	7.50		
52	Peanuts, S/L Chocolate	6.00	7.00		
53	Raisins, S/L Chocolate	6.00	7.00		
54	Pecans, S/L Chocolate	8.25	9.25		
Yogurts					
60	Yogurt Almonds	4.50	5.50		
61	Yogurt Peanuts	3.75	4.75		
62	Yogurt Raisins	3.75	4.75		
64	Yogurt Pecans	6.00	7.00		

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Fundraising 101

We see two main ways of conducting your sale:

- **Selling from your Inventory:** First you select the products and quantities that you plan to sell and place an order with us. Once you receive an inventory you begin selling your products to your customers. You may decide to have each individual in your organization make sales or have a central sales location where your customers come to you on specific dates.
- **Pre-Selling to your Customers:** Have your volunteers take orders using our Catalog and Fundraising Order Forms. Gather up all your orders and then place one order with us. Once you receive an inventory you distribute the products to your customers.

When you decide to have a fundraiser with our products make sure you have enough volunteers. We suggest that you set specific start and stop dates, as this tends to get your customers to act quicker while also helping to minimize volunteer fatigue from drawing out the sale too long. You may also want to consider having more than one sell and distribution period. Our customers that do this tell us that the second chance opportunity brings in a lot of repeat customers as well as others that hear about it. Finally, reducing the number of individual orders that you place with us into fewer, larger orders will help reduce the amount of time that you spend and the gasoline that you burn. The primary goal here is of course to raise funds but also to make it a positive experience for both your customers and volunteers. This will sure help you next year when you ask for volunteers again.

Product pricing is an individual decision. Half of our fundraising customers use our suggested Retail Price while the other half have their own price. Those that sell at our suggested price tend to sell more while those that sell for more have a higher profit margin. Both methods work, it's just a matter of which you think best suits your customer base.

\$50 REFERRAL GIFT CERTIFICATE

Our way of saying **THANK YOU** for recommending others as new customers to Farmstead. **Referred By** _____

[minimum order - 3 cases of nuts] **Customer ID** _____

Just fill in the persons name, address, and phone number you wish us to contact. If they become a customer of Farmstead, we will send you a \$50.00 gift certificate for any Farmstead product.

Name _____	Name _____
Address _____	Address _____
_____	_____
Phone _____	Phone _____

	Item Number	Wholesale Price	Suggested Retail	# Units Ordered	Dollar Amount				
Gourmet Coffees									
70	Columbian Supremo	4.95	5.95						
71	Breakfast Blend	4.95	5.95						
72	Hazelnut	4.95	5.95						
73	Cinnamon Nut Swirl	4.95	5.95						
74	Decaf. Columbian	4.95	5.95						
75	Decaf. Hazelnut	4.95	5.95						
Specialty Items									
81	Chocolate Peanut Clusters	4.75	5.75						
82	Chocolate Covered Cherries	6.50	7.50						
83-3	Peanut Brittle	4.25	5.25						
83-5	Chocolate Peanut Brittle	5.75	6.75						
84	Chocolate Amaretto Pecans	6.50	7.50						
85	Dark Chocolate Almonds	6.00	7.00						
85-1	Dark Chocolate Raisins	4.75	5.75						
85-2	Dark Chocolate Coffee Beans	6.00	7.00						
85-3	Black Walnut Delight	7.50	8.50						
86	Chocolate Malted Milk Balls	4.50	5.50						
87	English Toffee Squares	5.75	6.75						
87-4	Chocolate Pecan Turtle	6.75	7.75						
88-5	Chocolate Coconut Cluster	6.25	7.25						
89	Chocolate Toffee Almonds	5.00	6.00						
Party Tray									
98	Party Tray (2lb) - Chocolate Almonds, Deluxe Mixed Nuts, Chocolate Bridge Mix, Butter Toffee Peanuts, Chocolate Peanuts, and Jumbo Cashews	14.00	17.00						
Gift Tins - Approx. 16oz.									
To order gift tins, follow the sample model below.		Red	Grist Mill	US Flag	Memories	Salud			
		1	2	0	1	1	4		
90	Chocolate Pecan Turtles						12.75	14.75	
91	Chocolate Toffee Almonds						12.00	14.00	
92	Jumbo Cashews						12.50	14.50	
93	White Frosted Pretzels						11.00	13.00	
94	Deluxe Mixed Nuts						12.50	14.50	
95	Chocolate Almonds						12.00	14.00	
96	Chocolate Pecans						12.50	14.50	

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WHEN ARE WE OPEN?

September 1, 2010 thru December 23, 2010

Our store hours are Monday thru Friday 9:00 AM - 5:00 PM and Saturday 9:00 AM - 12:00 PM.

NEW PRODUCTS

We have added three new products: 85-1, Dark Chocolate Raisins; 85-2, Dark Chocolate Coffee Beans; 85-3, Black Walnut Delight (Dark Chocolate Covered Black Walnuts Mixed with Caramelized Black Walnuts). We have sampled all of these way too much, and they are delicious.

WHEN ARE WE CLOSED?

September 6 - Closed for Labor Day

November 24 - Close early at NOON

November 25 - Closed for Thanksgiving Day

December 23 - Last day open, closing at NOON

WANT TO BE A WHOLESALE CUSTOMER?

You can permanently qualify for our wholesale prices once you purchase 30 lbs. of product at one time from us. This can be achieved with any combination totaling 30 lbs. After that, all future purchases regardless of quantity will be invoiced at the wholesale price.

HOW LONG DOES IT TAKE TO FILL YOUR ORDER?

Your order is usually filled and ready to be picked up or shipped in one to two business days; however, during our peak season (October and November), we will advise you when your order will be ready.

SPLIT, MIXED, OR PARTIAL CASES

No problem. Wholesale Customers may purchase our products in whatever quantities they want. Regardless of your order size there is no extra charge, upcharge, or surcharge.

INVENTORY YOUR ORDER

When you receive your order be sure to inventory it from the enclosed packing slip before filling your orders.

FUNDRAISERS - ATTENTION: PRODUCT AVAILABILITY

We make every effort to have all our products on hand during the fundraising season. However, because we are a seasonal business we may run out of some items as we approach our closing date. If you are taking orders for a fundraiser we suggest you place your last no later than December 4, 2010.

CATALOGS / FUNDRAISING ORDER FORMS

Additional catalogs are available at no charge. Also available are Fundraising Order Forms. These are for you to copy and use for your customers. All of our price lists are also available on our website.

END OF SEASON SALE

Beginning December 13, 2010 thru December 23, 2010 we will have an End of the Season Sale. We literally sell out of everything, because we are seasonal and won't reopen until next September. So be sure to shop early for the best selection!

QUESTIONS

If you have any questions or comments please call us. We want you to have a successful fundraiser so let us know if there is any way we can help you. Call 913-432-3638 or out of town 800-776-5693.