



Sun Groves

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Address:

3393 S.R. 580
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Website:

www.sungroves.com

Healthy Products Sold:

- ▶ Citrus: oranges and red grapefruits

Product Description:

2 options:

Pallets: 40 pound 4/5 bushels or 20 pound 2/5 bushels

Catalogue: 5 pound to 40 pound

Price:

Pallets: \$US10.50 to \$US 14.50 per box

Catalogue: \$US 20 to \$US 40 per box

Time of Year:

November to May

Minimum order:

Pallets: 200 boxes

Catalogue: no minimum order

Profit Margin:

Pallets: ~ 50%

Catalogue: 15%

Payment Options:

cost + shipping

check and credit card

Procedure:

- ▶ School is supplied with sales materials (order forms, posters, postcard...)
- ▶ Pallets: the school buys the pallets and decides when and where they are delivered. Then the school sells the citrus like a retailer.
- ▶ Catalogue: people choose products from the catalogue, students gather orders and the school places the orders with Sun Groves. The packages would be shipped directly to the purchaser.

Other: