



## Sun Groves

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| <b>Healthy Products Sold:</b><br>▶ Citrus: oranges and red grapefruits   | <b>Product Description:</b><br>2 options:<br><u>Pallets:</u> 40 pound 4/5 bushels or 20 pound 2/5 bushels<br><u>Catalogue:</u> 5 pound to 40 pound |   |
| <b>Price:</b><br><u>Pallets:</u> \$US10.50 to \$US 14.50 per box   | <b>Time of Year:</b><br>November to May  |   |
| <u>Catalogue:</u> \$US 20 to \$US 40 per box   | <b>Minimum order:</b><br><u>Pallets:</u> 200 boxes<br><u>Catalogue:</u> no minimum order   |   |
| <b>Profit Margin:</b><br><u>Pallets:</u> ~ 50%<br><u>Catalogue:</u> 15%  | <b>Payment Options:</b><br>cost + shipping<br>check and credit card  |   |
| <b>Procedure:</b><br>▶ School is supplied with sales materials (order forms, posters, postcard...)<br>▶ <u>Pallets:</u> the school buys the pallets and decides when and where they are delivered. Then the school sells the citrus like a retailer.<br>▶ <u>Catalogue:</u> 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. |  |   |
| <b>Other:</b>  |  |   |