

All Natural - Gluten Free - No Preservatives
Goodness Grows in North Carolina
FUNDRAISER



**Customize
Our Best Seller
For Your Group !**

©Ford's Gourmet Foods 2012 ~ 919-833-7647
Family Owned & Operated Since 1946
Raleigh, North Carolina
FordsGourmetFoods.com

All Natural - Gluten Free - No Preservatives

#1 - BBQ & Grilling

Seasoning Rubs

Great on Ribs, Chicken, Steak, Seafood...
just about anything!



Beef Jerky

#1 Editor's Choice!
1st Runner Up! The
World Series of Jerky
& Sticks



Sauces

Newsweek #1
A+ Health Magazine



All Natural - Gluten Free - No Preservatives

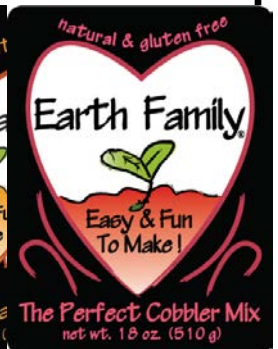
#2 - Healthier Snacks

with the South's Softest Brittle



#3 - "Teach Me To Cook"

Easy, Kid Friendly Mixes - Cookies, Cobblers, Pancakes, Dips, Nut Butters, Brownies, Lemon Bars, Lime Fiesta Bars & Old Fashioned Popcorn



Make Nut Butters



#4 - Fresh Fruit

Fun, profitable, easy and risk free. Based on sales of Florida grapefruit, navel oranges and Washington State apples, our fruit sales program gives you: guaranteed cost (Prices are given in October and are good thru December.) No waste - A guaranteed winner!

#5 - Customize

You Choose (Maximum 10 Items + 2 gift boxes)

Fundraising National Pricing

Ford's Gourmet Foods ~ 1109 Agriculture Street, Raleigh, NC USA 27603

Email ~ Bill@BoneSuckin.com (Phone) 919-833-7647 ~ (Fax) 919-821-5781

ITEM	PRODUCT	FLAVOR	SIZE	UNIT \$	Suggested Retail Price
Fundraiser #1 Bone Suckin' Products					
1	3525	Seasoning/Rub	Regular	6.2 oz.	\$4.00 \$8.00
2	3529	Seasoning/Rub	Poultry	6.2 oz.	\$4.00 \$8.00
3	3534	Seasoning/Rub	Steak	6.2 oz.	\$4.00 \$8.00
4	3532	Seasoning/Rub	Seafood	6.2 oz.	\$4.00 \$8.00
5	3540	1/2 Gallon Sauce + Slop Mop	Regular	1/2 gal.	\$18.50 \$33.00
6	3560	Jerky	Original	2 oz.	\$5.00 \$10.00
7	3508	Sauce	Regular	16 oz.	\$4.00 \$8.00
8	3517	Mustard	Sweet/Hot	16 oz.	\$4.00 \$8.00
9	3599	Yaki	Teriyaki	13.25 oz.	\$4.00 \$8.00
10	3515	Habanero	Habanero	5 oz.	\$4.00 \$8.00
11	FB1201	The Big BBQ Gift Box	Assorted	1 each	\$32.75 \$50.00
Fundraiser #2 Healthier Snacks Products					
1	7000	Pecan Brittle	Original	10 oz.	\$10.00 \$16.00
2	7010	Pecan Brittle	Milk Chocolate	11 oz.	\$10.00 \$16.00
3	3371	Peanut Tins	Jalapeño	11 oz.	\$5.00 \$10.00
4	8371	Peanut Tins	Honey Jalapeño	11 oz.	\$5.00 \$10.00
5	1001	Peanut Tins	Sea Salted	11 oz.	\$5.00 \$10.00
6	1040	Tree Nuts	Cashews	10 oz.	\$9.50 \$16.00
7	1060	Tree Nuts	Mixed	10 oz.	\$9.50 \$16.00
8	1390	Seasoning & Organic Popcorn	Combo Pack	2 pk	\$10.00 \$16.00
Fundraiser #3 Earth Family Products					
1	810	5 Seasonings/Dips	Assorted	5 ct	\$10.50 \$20.00
2	880	Pancake/Waffle Mix	Original	18 oz.	\$7.50 \$13.00
3	883	Chocolate Chip Cookie Mix	Original	18 oz.	\$7.50 \$13.00
4	884	Oatmeal Cookie Mix	Original	18 oz.	\$7.50 \$13.00
Fundraiser #4 Customize - You choose from our Fundraisers					
Fundraiser #5 Fresh Fruit Boxes - Call for Pricing					

Report any damage upon delivery. Claims must be made upon receipt of goods.

Prices are subject to change. We reserve the right to substitute but it will always be of equal or greater value.

All prices are FOB (our warehouse). Raleigh, NC USA.

Ford's Gourmet Foods

1109 Agriculture Street, Raleigh, NC 27603 / Toll Free USA 1-800-446-0947 / Fax 919-821-5781
BoneSuckin.com / Email- Sales@BoneSuckin.com / 001.919.833.7647 International

"We're Talkin' Serious"

Bone
Suckin'
Sauce.



Our Commitment to Fund-raising Service

Most people agree that product fund-raising is an important resource for America's youth. More than just raising money to pay for valuable programs, a well-run fund-raising drive can be an experience that builds self-esteem, provides community service, and promotes school, organization, and community spirit. Our goal is to maximize their financial return and minimize the time investment for **volunteers and advisers**.

Tips

Your Goal - Make sure all potential sellers know how many items they need to sell to reach that goal. Clearly define the reason for your fund-raiser to the customer.

(Approximately 45 -50% profit depending on packaging, freight, etc.)

Goal Example: \$10,000

No. of sellers: 80

Customers: 10 @ \$24 each

Goal Example: \$4,000

No. of sellers: 30

Customers: 10 @ \$24 each

Goal Example: \$1,000

No. of sellers: 10

Customers: 10 @ \$24 each

Time Frame - Two weeks is ideal. Anything more than 3 weeks can be counter-productive – Not on Breaks or Holidays

Door-to-Door Selling- Is **not** endorsed by FGF. Encourage your sellers to call and send e-mails to their friends, family members, co-workers, and anyone else they know who would enjoy supporting your organization.

"The top reason cited for supporting a school or youth fundraiser (44%) is 'to support a worthy cause.' The top reason cited for not supporting a fundraiser is 'I wasn't asked' (67%)." AFRDS 2011 Consumer Survey

Keep your participants enthusiastic & have fun!

Electronic Tally – Keep your sale organized with your custom tally spreadsheet and be sure all information on the tally sheet is correct.

1. Money should be collected when orders are taken and put in the white envelope.
2. All checks are payable to **(your organization)**.
3. Collection envelopes are due back on **(your date)**. Please keep your original order forms for your delivery of product. We only want totals.
4. Keep copies of all order forms for your records or for potential tax implications.



School Fundraisers:

Proof that Product Sales Work

Research conducted by the Association of Fund-Raising Distributors & Suppliers shows product sales are the most profitable, and one of the least labor-intensive, types of school-wide fundraisers. The chart below compares more than a dozen fundraising methods based on responses from parent groups regarding which programs/activities are most prevalent, most profitable, and the average number of volunteers required for each type of fundraiser.

Types of Fundraisers	Most Prevalent	Most Profitable	Avg. Number of Volunteers
Product sales	81%	64%	7
Box top collections	81%	1%	5
Soup label collections	48%	0%	1
School carnivals	43%	9%	59
Retail store affiliations	42%	0%	2
Restaurant family night	39%	1%	6
Direct donations	29%	1%	7
Raffles	29%	2%	22
Auction	27%	6%	28
"Thons" (e.g., Read-a-Thon)	17%	5%	22
Breakfast/dinners	14%	1%	22
Scrip program	12%	0%	2
Student/family portraits	10%	1%	2
Internet shopping revenue	10%	1%	1

The Healthy Way to Help: Junk-Free Fundraisers

It's Fundraising season again! The variety of fundraising programs and products out there is ever expanding, and choosing the right program for your group can be overwhelming. But when you cut through the sugar-screens and novelty, it all boils down to one choice: healthy or junky.

Americans want from a fundraiser what they want from everything else: maximum results in the least amount of time, with the least amount of effort exerted. When the time comes for a school group or team to choose a fundraising program, this mentality often sends them running to the same fail-safe solution that fits this bill on a daily basis: junk food. High calories, satisfying taste and no preparation, junk food is the fast, easy solution to dispelling hunger. But just as junk food fails to truly nourish our bodies or satisfy our hunger long-term, junk food fundraisers fail to truly nourish your program, or your child's learning experience.

In the land of youth, it's hard to compete with a fundraising world full of doughnuts and candy bars. Kids like junk food and, even more, the prospect of eating something their parents would not condone. Kids, however, are not the ones with an interest in supporting your program, nor the money to do so. Any practiced, young fundraiser knows that to rake in the big funds you bypass your broke friends and beeline straight for mom, dad, grandma and all their closest adult friends.

When we consider this demographic, it's no wonder the junk food fundraisers come up short. What does grandma want with a 4 dollar box of day-old doughnuts? Sure, she'll buy them to support you, but odds are there is a multitude of other things she would rather buy from you, and gladly spend more on, while having the added bonus of supporting her favorite grandchild.

A few programs have seen the light in this approach and have introduced alternative products such as coupon books, wrapping paper, and discount cards. While these products dodge the unhealthy problem, they do not escape the junk category so easily. More often than not, these novelty products are neither something we want or need (and often never use) making them an equally "junky" purchase as candy or cookie dough. They also become difficult to repeat as people accumulate products and tire of the same discounts and efforts required to use them.

Choosing a healthy food fundraiser is not the first thought on everyone's mind, but it is a smart one. "Our fundraising experience has shown that parents would rather buy quality products that will nourish them and their family, rather than a bulk supply of less-healthy foods or unnecessary trinkets," said Sandi Ford, President of Ford's Gourmet Foods. "Healthy, quality, fund-raising products offer the opportunity to invest in your child's program, while also investing in your family's wellness."

Fundraising is a good cause and, now more than ever, school groups, teams and organizations need the money. Pushing high-calorie junk food is not the only way to accomplish this goal. With hands-on fundraising programs, we have a unique opportunity to set a good example for our kids. Choosing a program that promotes healthy, quality food promotes making healthy choices in all areas of life.

Bone Suckin' Fundraiser !

All Natural ~ Fat Free ~ Gluten Free
BoneSuckin.com



Ford's Gourmet Foods is a fourth generation family business. Located in Raleigh at The NC State Farmer's Market, Ford's only sells all natural/gluten free foods. They are Master Distributors for the award winning lines of Bone Suckin' Sauces, Fire Dancer, Earth Family & Southern Yum – *"The South's Softest Pecan Brittle"*.

- Member -

Association of Fundraising Distributors and Suppliers (AFRDS)
Goodness Grows in North Carolina (GGINC)
National Association Specialty Food Trade (NASFT)
Southern United States Trade (SUSTA)
North Carolina Specialty Food Association (NCSFA)
Columbia University Honoree – Celiac Disease Center
40 Years of Fundraising Experience

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We look forward to working with you !