



Welcome to the Sudz Family! We are very excited that you have trusted us with your fundraising needs. We appreciate and understand the effort that it takes to put together a successful fundraiser. That is why we have enclosed some tools that will be helpful for you in the course of your sale.

Enclosed you will find the following

- The All-Year Fundraising Program
- How It Works
- Retail Price List
- Order Form and Product Sheet
- Fundraising Policies
- Delivery Day

These forms are also available for download from our website www.sudzfundraising.com/all-forms. We hope you find these tools helpful. We want to make your experience with Sudz Fundraising as smooth and profitable as possible. Please let us know if you are having any problems understanding the process.

Thank you for choosing Sudz Fundraising!

Sincerely,

A handwritten signature in black ink, appearing to read "Jeremy Kean".

Jeremy Kean
President
Sudz Fundraising

THE ALL-YEAR FUNDRAISING PROGRAM



The fundraising market place is competitive! Many non-profit organizations are spending countless hours trying to figure out how to entice supporters to give to their cause more than once a year. Wouldn't it be nice to offer a fundraiser that fulfills a need for the supporter, is convenient for them to give their support and is hassle free for you? At Sudz Fundraising we understand the struggle to raise funds and keep your supporters feeling like they have not only helped you reach your goal, but also received something more in return. Sudz Fundraising provides a variety of essential household products, all-natural candles and wellness oils, along with the popular spirit wear apparel. We created this program to be easy and hassle free for the organization and valuable to the supporter.

Fundraising shouldn't be a dreaded roadblock to your goals, it should be easy and exciting! And that's why we created an All-Year Fundraising Program that will help you achieve your goals for less work with better results!

The Program

Order Forms

The Team Fundraising Kit and Parent Kit includes everything needed to hold a traditional fundraising campaign with order and product forms, including our Best Practices for selling and sample sales scripts. You will receive 30% back on all Sudz and Route 40 products! Order forms is the #1 preferred method for product fundraising. You can download forms anytime from our website. www.sudzfundraising.com/laundry-detergent-fundraising-forms

Web Store

You will receive a dedicated web store that will include all order form products PLUS customized Spirit Wear & Kelly's Boutique apparel and accessories. You will receive 30% back on your Web Store orders! The store will include a your logo and color scheme along with your fundraising goal. Supporters can pay online with a credit card. The store will stay open all-year long, allowing your supporters to keep coming back after they have run out of product. View our demo! sudzfundraising.com/webstore

Marketing

The best part and one of the most important is marketing your campaign. To get you started we will share our Best Practices and Tips for a digital campaign. When your first fundraising campaign is complete, we will continue to market your web store all year long! No hassle and no cost to you. We will remind your supporters about your store so that they know exactly where to go to reorder!

Support

Our dedicated team will guide and support you through the entire sale. After registering you will be contacted by your Fundraising Coordinator who will be by your side throughout the campaign. After your sale has ended, you will be in contact with our team who will walk you through the remaining steps regarding marketing, billing and shipping. When you have questions, we are easy to reach through email, phone, text and Chat. Whichever way you prefer to communicate, we are there for you!

HOW IT WORKS



Start Sale



- Once you have registered, you will receive your Team Fundraising Kit via email.
- Discuss team goals. Review all of our Best Practices for a successful fundraiser, including our tips on how to use email and social media to market your fundraising campaign.
- Plan a kick-off day to pass out order forms and Best Practices with participants.

Place Order & Make Payment



- When your sale has ended, collect all order forms and complete the order consolidation form. Proceed to <https://orders.sudzfundraising.com> to place your order form sale. Use Coupon Code "fundraising" to receive your 30% Profit. You will make a payment later when you have received your final invoice.

Processing & Delivery



- Once payment has been finalized, we will start to process your order. Our processing to delivery time is 1-2 weeks. Our Customer Care Team will contact you to discuss a delivery date and location.
- When your order is ready, you will receive a final packing slip for you to confirm all your items have been delivered. All order form sales and customer directed online orders will be shipped directly to the team. Please read our Delivery Day document for details on our delivery and shipping policy and procedures.

Web Store opens



- At last, it is time for your store to open and start selling again! Your store will remain open throughout the year. This store is completely free to you. At the end of every quarter, we will total your sales and send you a check within 30 business days. Please keep your contact information updated with us at all times. Any checks returned due to undeliverability, will be canceled and not reissued.

RETAIL PRICE LIST



BATH

- Mens Body Wash
- Lovespell Body Wash
- Shampoo
- Conditioner

LAUNDRY

- Laundry Detergent 1 gal
- Laundry Detergent or Fabric Softener 5 gal Blue or Free and Clear Packs 120 ct
- Oxy-Help 17 lb Bucket

CLEAN

- Blue Dish 1 gal
- Pump 1 gal
- Glass Cleaner 19 oz 3 pack

BAGS

- Lawn Size (50-55gal) Trash Bags 50 ct
- Kitchen Size (30-33gal) Trash Bags 100 ct
- Bathroom Size(10-12gal) Trash Bags 100ct
- Assorted Baggie Combo 225 ct

BATTERIES(DURACELL)

- AA (24 Pack)
- AAA(24 Pack)
- C (12 Pack)
- D(12 Pack)
- 9V(12 Pack)

ROUTE 40 HOME & WELLNESS

- Candle 12 oz
- Melts 3 pack
- Pain-B-Gone 1 oz
- Bug-A-Way 1 oz
- Pet Calming Spray 4 oz
- Flea & Tick Repellent 1 oz

	RETAIL	30% PROFIT
Mens Body Wash	\$15.00	\$4.50
Lovespell Body Wash	\$15.00	\$4.50
Shampoo	\$15.00	\$4.50
Conditioner	\$15.00	\$4.50
Laundry Detergent 1 gal	\$13.00	\$3.90
Laundry Detergent or Fabric Softener 5 gal Blue or Free and Clear Packs 120 ct	\$45.00	\$13.50
Oxy-Help 17 lb Bucket	\$30.00	\$9.00
	\$45.00	\$13.50
Blue Dish 1 gal	\$15.00	\$4.50
Pump 1 gal	\$2.00	\$.60
Glass Cleaner 19 oz 3 pack	\$20.00	\$6.00
Lawn Size (50-55gal) Trash Bags 50 ct	\$35.00	\$10.50
Kitchen Size (30-33gal) Trash Bags 100 ct	\$38.00	\$11.40
Bathroom Size(10-12gal) Trash Bags 100ct	\$20.00	\$6.00
Assorted Baggie Combo 225 ct	\$25.00	\$7.50
AA (24 Pack)	\$35.00	\$10.50
AAA(24 Pack)	\$35.00	\$10.50
C (12 Pack)	\$37.50	\$11.25
D(12 Pack)	\$39.50	\$11.85
9V(12 Pack)	\$49.50	\$14.85
Candle 12 oz	\$15.00	\$4.50
Melts 3 pack	\$15.00	\$4.50
Pain-B-Gone 1 oz	\$20.00	\$6.00
Bug-A-Way 1 oz	\$15.00	\$4.50
Pet Calming Spray 4 oz	\$20.00	\$6.00
Flea & Tick Repellent 1 oz	\$20.00	\$6.00

Price effective: 9/1/2019

*ALL 5 GAL BUCKETS INCLUDE A PUMP

ORDER CONSOLIDATION



Product	Tally	Team Order Total		
Mens Body Wash				
Lovespell Body Wash				
Shampoo				
Conditioner				
3 pack Glass Cleaner				
Original Blue Packs				
Free & Clear Packs				
Oxy-Help				
Original Blue				
Fresh Blue				
Mountain Sport				
Free & Clear				
Original Green				
Islands				
Fresh Green				
Original Softener				
Spring Softener				
Fresh Softener				
Lawn Trash Bags				
Kitchen Trash Bags				
Baggie Combo				
Pain-B-Gone				
Bug-A-Way				
Pet Calming Spray				
Flea & Tick Repellent				
1GAL Blue Original Laundry Dtgt				
Blue Liquid Dish Soap				
1gal Pump				
	Jars 12oz	Team Total	Melts 3pk	Team Total
Black Cherry Merlot				
Blueberry Flapjack				
Clean Cotton				
Country Cinnamon				
Hazelnut Coffee				
Honeysuckle				
Lemon Meringue				
Pumpkin Spice				
Salted Caramel Coffee Cake				
Sugared Apple				
Apple Butter Snickerdoodle				
Pumpkin Pecan Waffles				
Honey Crisp Apple Cider				
Total 5-gal Buckets Sold				

ORDER FORM



ORGANIZATION NAME:	BATTERIES	BODY	DISH	LAUNDRY DETERGENT					SOFTENER	BAGS	GLASS CLEANER									
	STUDENT NAME:	MAKE CHECKS PAYABLE TO:	ORDERS & MONEY DUE:	DELIVERY EXPECTED:	5G - \$45.00															
Name-Email-Phone 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	Duracell AA Batteries - 24 ct box - \$35.00	Mens Body Wash - 1 Gallon - \$15.00 <small>Compared to Axe™</small>	Blue Liquid Dish Soap - 1gal - \$15.00 <small>Compares to Dawn™</small>	Original Blue Liquid Packs - 120 ct - \$30.00 <small>Compares to Tide™</small>	Original* - 1 Gallon - \$13.00 <small>Compares to Tide™</small>	Original* <small>Compares to Tide™</small>	Fresh Blue* <small>Compares to Tide™ with Febreze™</small>	Mountain Sport* <small>Compares to Tide™</small>	Free & Clear* <small>Compares to Tide™</small>	Original* <small>Compares to Downy™</small>	Spring* <small>Compares to Downy™ April Fresh Fresh*</small>	Fresh* <small>Compares to Downy™ with Febreze</small>	Lawn Trash Bags - 100 ct box - \$35.00 <small>50-55 Gallons</small>	Bathroom Trash Bags - 100 ct box - \$20.00 <small>10-12 Gallons</small>	Kitchen Trash Bag - 100 ct - \$38.00 <small>30-33Gallons</small>	Baggie Combo 225 ct - \$25.00 <small>Snack Size - 50 ct, Sandwich Size - 100 ct, Freezer Quart - 50 ct, Freezer Gallon - 25 ct</small>	Glass Cleaner - 19 oz 3 pack - \$20.00	Total items:	Total \$:	
	Duracell AAA Batteries - 24 ct box - \$35.00	LoveSpell Body Wash - 1 Gallon - \$15.00 <small>Compared to Victoria Secret Scent™</small>		Free & Clear Liquid Packs - 120 ct - \$30.00 <small>Compares to Tide™</small>																
	Duracell C Batteries - 12 ct box - \$37.50	Shampoo - 1 gallon - \$15.00 <small>Compared to Dove™</small>		Oxy-Help Powder - 17 lb bucket - \$45.00 <small>Can be used as a pre-wash soak or in the load Stain Fighter</small>																
	Duracell D Batteries - 12 ct box - \$39.50	Conditioner - 1 Gallon - \$15.00 <small>Compared to Dove™</small>																		
	Duracell 9 Volt Batteries - 12 ct box - \$49.50	1 Gal Pump - \$2.00																		

All products are a liquid solution compatible with any H.E washer - 5 gallon buckets include a pump.

*DISCLAIMER: This product and sudzfundraising.com are not sponsored by, associated with, or affiliated in any way with the owner of any brands or trademarks, or the reference to a trademark of a third party



about route 40

It all began in our kitchen where we first poured **all natural soy candles** by hand. At first, we just wanted to give teams and organizations something easy and high-quality to sell for fundraising, but the response was overwhelming! We quickly outgrew the family kitchen and began manufacturing in a facility in our home town of Centerville, Indiana. We still hand-pour all of our candles today and are always developing new scents and products to bring the very best to your home. Enjoy!

supporting our community

We are strong believers in giving back to our local community and we appreciate your contributions, big or small. You can be certain that any heartfelt gesture made towards, "giving back" will help many members of the community achieve their goals.

\$15 CANDLES | \$15 3 PACK MELTS

CANDLES AND MELTS

Our Candles and Melts are made from 100% all natural Soy Wax Flake and top shelf fragrance oils.
Why Route 40 Soy Candle? * Burns clean, evenly, and with no soot * Burns 2-3 times longer than paraffin candles with no toxic by products and smoke * Made local, hand-poured, by artisan candle makers.

fall best sellers



Salted Caramel
Coffee Cake



Pumpkin Spice



Country
Cinnamon

classic scents



Black Cherry
Merlot



Honey Crisp
Apple Cider



Hazelnut Coffee



Apple Butter
Snickerdoodle



Blueberry
Flapjacks



Clean Cotton



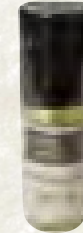
Pumpkin
Pecan Waffles

ADDITIONAL PRODUCTS

1. Pain-B-Gone

The Route 40 PAIN-B-GONE has been formulated to give you super penetrating power, and deliver FAST and LONG LASTING pain relief from osteoarthritis pains and muscle aches and strains. ROUTE 40 PAIN-B-GONE is an ALL NATURAL roll on that will soothe away joint and muscle soreness and bring back the joy of PAIN-FREE living!

- Every Ingredient is **ALL NATURAL!**
- Only Therapeutic Grade Essential Oils are used
- No side effects
- No Allergens (Including Nut Allergies)
- Fast-absorbing and non-greasy
- Relieves arthritis pain, stiffness, and swelling
- Relaxes overworked, sore muscles soothing them with the cool sensations from the Essential Oils.
- Delivers soothing results within minutes
- Can be used numerous times daily



2. Bug-A-Way

Bug-A-Way is made with 7 herbs and 4 therapeutic grade essential oils to naturally repel bugs, mosquitos, gnats, and other annoying flying pests while you are enjoying your evening out. Available in a concentrated roll-on.

Ingredients:

Rosemary	Vitamin E Oil
Clove	Lavender E.O.
Thyme	Lemon grass E.O.
Cinnamon Powder	Citronella E.O.
Catnip	Safflower Oil
Mint Leaf	Apricot Kernel Oil



3. Pet Calming Spray

Our All Natural Pet Calming Spray Helps with

- * Separation Anxiety
- * Hyperactivity
- * Storms
- * Fireworks

Simply spray behind ears and on paws. If your pet is resistant to a spray, spray in your hands and massage behind ears.

Made with All Natural Essential Oils



4. Flea & Tick Repellent

Our all natural flea and tick drops are designed to rid your pet of flea and ticks all naturally. We use all natural essential oils, and carrier oil that are pet friendly. Simply apply 2-3 drops behind the ears and on the base of the tail. Re-apply every 1-2 weeks or as needed.



FUNDRAISER ORDER FORM



fall best sellers

classic scents

other scents

other products

SALTED CARAMEL COFFEE CAKE	PUMPKIN SPICE	APPLE BUTTER SNICKERDOODLE	HONEY CRISP APPLE CIDER	PUMPKIN PECAN WAFFLES	BLACK CHERRY MERLOT	BLUEBERRY FLAPJACKS	CLEAN COTTON	HONEYSUCKLE	COUNTRY CINNAMON	HAZELNUT COFFEE	SUGARED APPLE	LEMON MERINGUE	PAIN-B-GONE	BUG-A-WAY	PET CALMING SPRAY	FLEA & TICK REPELLENT	NUMBER OF ITEMS	TOTAL DUE	PAID
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*Candles \$15
3 Pack Melts \$15*

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NAME-ADDRESS-PHONE	CANDLE	MELT	CANDLE	MELT	CANDLE	MELT	CANDLE	MELT	CANDLE	MELT	CANDLE	MELT	CANDLE	MELT	CANDLE	MELT	CANDLE	MELT	CANDLE	MELT	\$20	\$15	\$20	\$20	No.	\$	\$	
1.																												
2.																												
3.																												
4.																												
5.																												
6.																												
7.																												
8.																												
9.																												
10.																												

CONTACT US *If you have any questions, please feel free to contact us by phone @ (765)598-5777 or use our contact form on our website @ route40candle.com*

FUNDRAISING POLICIES



Orders:

All team orders must be placed through your team web store using your user access login.

Pricing:

Teams/organizations will make 30% on all order form sales and on all Web Store Sales. Upon final order placement you will receive an invoice minus the 30% discount with an amount due or owed.

Shipping:

See chart below. Minimums are based on total net sales after your total discounts.

STATE	FREE SHIPPING AMOUNT	FLAT SHIPPING IF FREE IS NOT REACHED
Alabama	\$3000	\$300
Alaska	N/A	N/A
Arizona	N/A	N/A
Arkansas	\$4000	\$400
California	N/A	N/A
Colorado	N/A	N/A
Connecticut	N/A	N/A
Delaware	N/A	N/A
Florida	\$6000	\$600
Georgia	\$4000	\$400
Hawaii	N/A	N/A
Idaho	N/A	N/A
Illinois	\$1500	\$100
Indiana	\$1500	\$100
Iowa	\$3000	\$300
Kansas	\$3500	\$350
Kentucky	\$1500	\$150
Louisiana	\$3500	\$350
Maine	N/A	N/A
Maryland	N/A	N/A
Massachusetts	N/A	N/A
Michigan	\$1500	\$150
Minnesota	\$3000	\$300
Mississippi	\$3500	\$350
Missouri	\$4000	\$400

STATE	FREE SHIPPING AMOUNT	FLAT SHIPPING IF FREE IS NOT REACHED
Montana	N/A	N/A
Nebraska	N/A	N/A
Nevada	N/A	N/A
New Hampshire	N/A	N/A
New Jersey	N/A	N/A
New Mexico	N/A	N/A
New York	N/A	N/A
North Carolina	\$4000	\$400
North Dakota	N/A	N/A
Ohio	\$1500	\$150
Oklahoma	\$4000	\$400
Oregon	N/A	N/A
Pennsylvania	\$3500	\$350
Rhode Island	N/A	N/A
South Carolina	\$4000	\$400
South Dakota	N/A	N/A
Tennessee	\$2500	\$250
Texas	N/A	N/A
Utah	N/A	N/A
Vermont	N/A	N/A
Virginia	\$4000	\$400
Washington	N/A	N/A
West Virginia	\$3500	\$350
Wisconsin	\$3500	\$350
Wyoming	N/A	N/A

Shipping add-on orders:

Once an order is placed, you can add-on to that order without incurring additional shipping cost until the time the order has left the warehouse. Please place a new order through your team web store.

In the event the order has left the warehouse and you have additional orders to submit, the following options are available:

1. We can add your order to another truck delivery that is already scheduled in your area at no additional cost.
2. Your order can be picked up from our Centerville, IN warehouse.
3. Your order can be fully shipped to you at the current shipping rates available at that time.
4. You may cancel your order and refund the customers. Please work directly with your Customer Care Specialist to find your best option.

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- 9. Privacy Policy:** Your privacy is very important to us. Accordingly, we have developed this Policy in order for you to understand how we collect, use, communicate and disclose and make use of personal information. The following outlines our privacy policy. Before or at the time of collecting personal information, we will identify the purposes for which information is being collected. We will collect and use personal information solely with the objective of fulfilling those purposes specified by us and for other compatible purposes, unless we obtain the consent of the individual concerned or as required by law. We will only retain personal information as long as necessary for the fulfillment of those purposes. This may, on occasion, include reminder emails or calls. This may include addition of your information to Sudz Fundraising contact relationship management software, email systems or newsletters. We will collect personal information by lawful and fair means and, where appropriate, with the knowledge or consent of the individual concerned. Personal data should be relevant to the purposes for which it is to be used, and, to the extent necessary for those purposes, should be accurate, complete, and up-to-date. We will protect personal information by reasonable security safeguards against loss or theft, as well as unauthorized access, disclosure, copying, use or modification. We will make readily available to customers information about our policies and practices relating to the management of personal information. We are committed to conducting our business in accordance with these principles in order to ensure that the confidentiality of personal information is protected and maintained.

Delivery and Shipment Process

Depending on your order size and delivery location, you will either have a delivery from Sudz Fundraising or you may have a drop shipment from a LTL carrier. Your Customer Care Specialist will notify you in which method your order will be delivered.

Once we have processed the entire order, you will be emailed a final packing slip. Please use this packing slip the day of delivery to verify which items were delivered. If you should find any errors, please contact your Customer Care Specialist immediately so that we can correct the error.

Delivery from Sudz Fundraising

When your order is ready to be delivered by Sudz, we will call you the day before to confirm the time and location of delivery. On delivery day, we will call ahead 30 minutes before arrival. Any delivery to a residential location will be charged an additional \$25 fee.

Drop Shipment from a LTL Carrier

When your order is complete and packed, we will notify the LTL Carrier that will make the drop shipment to you. When the LTL Carrier is ready to schedule your delivery, they will contact you directly. If you have any questions or concerns, please call your Customer Care Specialist. Any delivery to a residential location will be charged an additional \$25 fee. All LTL Carrier shipment orders are palletized. Please consider having a forklift available to help you unload your order. The LTL Carrier drivers will not help unload your order. You will need to have your own equipment or persons to help you unload.

Organize the Pick-up

It's time to rally the troops! To ensure a hassle free delivery day, consider these helpful tips in organizing a pick-up process.

- Share the final results! After all the hard work that went into raising funds, it's time to share how successful it was. Have a delivery day party to remind everyone what the fundraising goal was, how the team did and who were your top producers. End your fundraiser on a high note by thanking all your participants and offer a small treat in celebration.
- Prepare for the load! We recommend having a pallet jack or forklift available to help unload pallets from the delivery truck. If this is not possible, then it is highly recommended that you task the team or large group of volunteers to help unload product. The larger the group of volunteers, the faster the unloading process will be.
- Ask for help! We recommend having as many volunteers as possible. Consider having a minimum of 3 adult volunteers to help direct the unloading and pick-up process. Each person should own a role and have a copy of the final packing slip.
 1. Team Coordinator will work with the delivery driver to confirm all items have been delivered using the warehouse packing slip check list.
 2. Volunteer #2 will need to direct how the product is unloaded from the truck and how it will be staged for quick and easy pick-up lines.
 3. Volunteer #3 will coordinate crowd control, they will help participants and their customers confirm their order and direct them to their pick-up lines.
- Give us a call! If you should have any errors in your order, please call your Customer Care Specialist within 48 hours. We will do our very best to correct the situation.