

## Commercial Price List By Item

Product	25# Box*	50# Bag**
<b>Apple</b>		
Apple Crisp Mix (add fruit and melted butter or margarine)	\$30.25	\$53.00
Apple Spice Cake Mix (also makes carrot or zucchini cake)	\$29.00	\$51.00
Buttermilk or Apple-Cinnamon Pancake Mix (add eggs, milk & apples)	\$25.75	\$44.75
Double Apple Muffin Mix	\$26.25	\$45.75
<b>Banana</b>		
Banana Bread Mix (add ripe bananas)	\$28.25	\$50.00
<b>Blueberry</b>		
Blueberry Muffin Mix	\$31.75	\$58.00
<b>Pumpkin</b>		
Pumpkin Bread & Muffin Mix (add pumpkin butter or canned pumpkin)	\$29.00	\$51.00
<b>Strawberry</b>		
Strawberry Shortcake & Fruit Cobbler Mix	\$23.50	\$40.25
<b>Others</b>		
Buttermilk Complete Biscuit Mix (just add water)	\$29.75	\$52.50
Buckwheat Pancake Mix (add eggs & milk)	\$26.25	\$45.75
Corn Bread and Muffin Mix	\$25.00	\$41.50
Easy Morning Pancake Mix (just add water)	\$37.00	\$67.00
Pie Crust Mix (add butter and water)	\$29.75	\$52.50
Malted Waffle Mix (add eggs, milk and melted butter or margarine)	\$26.25	\$45.75
Stone Ground Yellow Corn Meal or Yellow Corn Grits	\$17.00	\$28.00
Stone Ground Whole Wheat Flour	\$21.25	\$35.75

\*25# Boxes are packed with two 12-1/2# bags for shipping by UPS.

\*\*50# Bags are only available for pick up at The Fowler's Milling Company or shipped by motor freight.

email: info@fowlermill.com  
www.fowlermill.com

Fowler's Milling Company  
12500 Fowlers Mill Road  
Chardon, Ohio 44024



PRSRST STD  
U. S. POSTAGE  
PAID  
PERMIT NO. 66  
CHARDON, OH

## Wholesale Order Form

Sold To:  
Customer Name: \_\_\_\_\_  
Contact Person: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone Number: \_\_\_\_\_  
E-mail Buyer: \_\_\_\_\_  
E-mail Owner: \_\_\_\_\_

---

Ship To:  
Customer Name: \_\_\_\_\_  
Contact Person: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone Number: \_\_\_\_\_  
E-mail: \_\_\_\_\_

Payment Terms:  Credit Card  Prepaid Check  2% 10 days, Net 30  
 Visa / MasterCard / Discover No.: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CVV# (3 digit code): \_\_\_\_\_



Fowler's Milling Company  
12500 Fowlers Mill Road  
Chardon, Ohio 44024  
Tel: 440-286-2024 or 800-321-2024  
Fax: 440-286-4076  
email: info@fowlermill.com  
www.fowlermill.com



**NEW LOOK—NEW ASSORTMENT**  
Now Available  
27- Old-Fashioned Baking Mixes

## Old-Fashioned Baking Mixes

Fowler's Mill baking mixes make easy to use, wholesome, homemade Apple, Peach, and Berry Crisps and Cobblers; Pumpkin Bread and Muffins; Strawberry Shortcakes, Pancakes and Waffles to name just a few.

### New Best Sellers Assortment

We recently pared down the product line to 27 best sellers from over 40 mixes previously offered.

### Grow Fruit Sales With Our Baking Mixes

Over thirty years ago, Billie and Rick Erickson renovated and reopened the Mill for business. As members of NAFDMA, North American Farm Direct Marketing Association, we grew our business through conferences and trade shows by creating baking mixes from old-fashioned farm recipes that use orchard fruits. Supporting our Farm Market fruit growers to sell more fruit with value added baking mixes just makes sense when merchandised together.

### Our Agricultural Roots

With the 184 year old Fowler's Mill stone grinding grist mill heritage, the Fowler's Milling Company is historically and currently linked to local agriculture here in northeast Ohio. We grind locally grown corn and wheat as well.

## Policies & General Information\*

**Case Lots:** All 27 one pound Fowler's Mill logo mixes are packed in cases of 12 and 24.

All 27 one pound private label mixes are packed in cases of 24 only. See Private Label Program section for more about Private Labeling.

**Packaging & Shelf Life:** All 27 mixes are offered in one pound Fowler's Mill logo kraft bags and Private Label Program (your logo) kraft bags. Six mixes are also available in our vintage one pound Fowler's Mill cloth bag. All mixes are contained in a separate and sealed poly liner within the kraft paper bag or cloth bag to maintain freshness up to 24 months.

**Package Design:** Artistic design and graphic imagery have been a hallmark feature of Fowler's Milling Company's high quality milled flours, cornmeal and baking mixes for over 30 years. The mixes have brand recognition among consumers, farm markets and specialty retailers throughout the United States.

\*Updated July 2018

**New This Year:** In July 2018, a new package design is replacing the previous paper bag. It is specifically designed with vibrant colorful fruit and baking images that whet the appetite to buy, bake, and eat these delicious heritage baking mixes with your orchard fruits.

**Merchandising Support:** The new 2018 bag design will visually lure your customers from an aisle away to the display of your fresh orchard fruits and the companion Fowler's Mill baking mixes when presented together for full cross merchandising impact.

In February 2018, Fowler's Milling Company owner Billie Erickson announced a new business division of Fowler's Milling Company, **Farm Market Design**, a design and merchandising service division offering store design, merchandising and branding support. Call Billie directly for more information: 440-477-7004.

**Minimum Order:** Initial orders for a new seasonal year have a ten case minimum, no split cases. **Reorders** have a minimum of four cases.

**Additional Information and Order Form Inside.**

**Printing Fee:** Sometimes an additional printing fee is added if your small reorder can not be grouped into a larger label printing run with other orders. You will be notified if or, when this happens. We work closely with you to help plan your year's volume and set up adjustable pre-orders on your delivery schedule. See the Private Label Program section for more details.

**Lead Times, Non Private Label Bags:** When you are not private labeling your order, Fowler's Mill logo kraft paper bags or vintage cloth bags (for six items) are used. Lead times for these items is 7-10 days. We often get these orders out sooner.

**Private Label Program:** We have been private labeling Fowler's Mill baking mixes since the 1990's by printing labels in house. Beginning in July of 2018 we will improve the quality and increase the volume of private labels produced by partnering with an experienced local label printing company.

**Lead Time:** To facilitate the printing, production process lead times are now *three weeks* from receipt of your order. Additionally, bundling your orders for the year is very helpful in getting reorders out faster and keeping costs down. See the customer service section of this brochure for how we will assist you with bundling your orders.

**Low Minimums:** 10 cases, 240 bags packed 24 per case.

**Design:** New, artistic, vibrant label artwork has been designed this year. Your logo, name, address, phone number and website address is inserted into a designated prominent area of the bag front label.

**Set Up Fee:** There is a one time \$50.00 set up art fee for this new label design that will be added to your first Private Label order this year.

**Terms & Discounts:** Effective July 2018

Save when you pay in ten days. With approved credit:

2% 10 days, Net 30.

**Quantity Discounts:**

2% discount at 15 cases.

3% discount at 25 cases.

5% discount at 50 cases.

Discounts apply only when paid in 30 days. Orders of more than 50 cases are quoted with individualized terms and discount structures. All first orders are prepaid.

**Payments:** Credit card payment or prepaid check is required for initial orders until approved credit is established. A credit application is included in your first shipment and available on request. Returned checks will incur a \$25.00 charge. Overdue balances must be paid prior to shipping orders.

**Customer Service:** Orders can be placed Monday through Friday 9:00 am to 5:00 pm by calling 1-800-321-2024. You can fax, email or order on the website anytime that is convenient for you. These orders are confirmed with you the next business day.

**Pre-Order Planning:** To facilitate the printing of high quality labels at high volumes, off premise printing is required. This increases the lead times for orders from one week to three weeks. For this reason we now have customer service personnel who assist you by phone and/or email to review your previous years orders and help schedule your orders for the season in advance to bundle orders for larger printing runs. Volume discounts can also be considered when pre-planning.

**Shipping & Handling:** Orders are shipped via UPS or Motor Freight. FOB Fowler's Milling Company, Chardon, Ohio.

**Damages & Shortages:** Must be reported within five days of receipt.

**Tasting Samples:** Two one pound samples of mix for baking are provided upon request with a ten case order. More samples can be purchased at the individual bag price of \$3.40 each.

**Bulk Quantities For In Store Baking And Special Events:** See the Commercial Price List section.

**Shelf Life & Storage:** Fowler's Mill mixes are shelf stable up to 24 months. Store mixes in a clean, cool, dry location less than 80 degrees is best. Mixes can tolerate up to 90 degrees for a few weeks. To prevent mold and condensation, do not store mixes in refrigerator units. It is recommended that consumers refrigerate or freeze the mixes at home if not used for several weeks. This prolongs the nutritional value of the flour and grains.

**Pricing:** We are pleased to again hold our unit price to \$3.40. All prices can be subject to change without notice.

**Other Information:** Please contact us regarding other custom programs for food service, fundraising, custom recipes, labels and co-packing.

## Wholesale Order Form By Item

Product	Fowler's Mill Label (12 per case) \$3.40 per bag	Private Label (24 per case) \$3.40 per bag
<b>Apple</b>		
Apple Crisp Mix		
Apple Cinnamon Pancake Mix		
Apple Fritter Mix		
Apple Bread Mix		
Apple Spice Cake Mix		
Double Apple Muffin Mix		
<b>Banana</b>		
Banana Bread Mix		
<b>Blackberry</b>		
Blackberry Cobbler Mix		
Blackberry Crisp Mix		
<b>Blueberry</b>		
Blueberry Muffin Mix		
Blueberry Crisp Mix		
Blueberry Cobbler Mix		
<b>Cherry</b>		
Cherry Cobbler Mix		
Cherry Crisp Mix		
<b>Peach</b>		
Peach Crisp Mix		
Peach Cobbler Mix		
<b>Pumpkin</b>		
Pumpkin Bread & Muffin Mix		
Pumpkin Pancake Mix		
<b>Strawberry</b>		
Strawberry Shortcake Mix		
Strawberry Crisp Mix		
<b>Others</b>		
Buttermilk Biscuit Mix		
Buttermilk Pancake Mix		
Buckwheat Pancake Mix		
Corn Bread & Muffin Mix		
Easy Morning Pancake Mix— <i>just add water</i>		
Grandma's Flaky Pie Crust Mix		
Malted Waffle Mix		

## Fowler's Milling Company Private Labeling Program



### Private Label Artwork

FDA requires private labels to include companies complete address and phone number.

Other options to include are: Company Logo, Website and Short Slogan.

### Artwork Specifications:

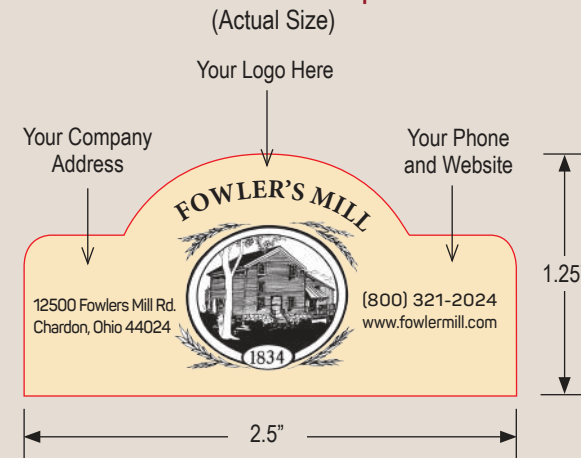
**Logo:** Send original high resolution artwork (300dpi). You must include all fonts and artwork files. Size should be no smaller than 2" x 2" for best results.

**File Types:** Vector Art (preferred), TIF, JPG, PDF, EPS, or AI.

**Color:** CMYK recommended.

**Full Label Size:** Kraft bag front label and back labels measure: 3" w x 6.5" h (label example here is not actual size)

### Private Label Template (Actual Size)



### Contact Us:

**For more information or to place an order.**

Phone: 1-800-321-2024

Fax: (440) 286-4076 • Email: info@fowlermill.com

12500 Fowlers Mill Rd., Chardon, Ohio 44024

www.fowlermill.com

## Vintage Fowler's Mill Cloth Bags

Product	Fowler's Mill Label (12 per case) \$3.40 per bag	Fowler's Mill Label (24 per case) \$3.40 per bag
Apple Crisp Mix		
Apple Cinnamon Pancake Mix		
Buttermilk Pancake Mix		
Corn Meal Muffin Mix (also makes corn bread)		
Easy Morning Pancake Mix		
Pumpkin Bread & Muffin Mix		

