



ReadySetGlow
Phone 02 9453 5699 Fax 02 9453 5556

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Fundraiser Packs are based on a number of children attending an Event

To make it easier for fundraiser committees, we have based our packs on facts and figures that we have learned over many events

Facts

1. About 25% of children will purchase more than one item, so quantities suggested are 25% more for a given number of children
2. "Gold Coin Sales" are the easiest for parents to handle, so all our Sell Prices are set with this in mind
3. **Postage and Handling IS INCLUDED in our prices. All prices INCLUDE GST**

Children		50	100	150	200	250	300	350	400	500
Sell Price		Items per pack								
\$2.00	Necklaces	25	50	50	100	100	150	150	150	200
\$1.00	Bracelets	0	0	50	50	50	50	50	100	100
\$2.00	150mm lightsticks	30	65	70	70	120	150	200	210	280
\$3.00	Eye Glasses	10	10	20	30	30	25	40	40	45
\$24.00	Prize Pack*	1	2	2	3	3	4	4	5	5
Total Items		66	125	190	250	300	375	440	500	625
Postage&Handling**		INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
Pack Cost		\$70.00	\$115.00	\$135.00	\$185.00	\$210.00	\$260.00	\$300.00	\$325.00	\$395.00
Expected Return		\$164.00	\$308.00	\$398.00	\$504.00	\$604.00	\$749.00	\$894.00	\$964.00	\$1,315.00
PROFIT		\$94.00	\$193.00	\$263.00	\$319.00	\$394.00	\$489.00	\$594.00	\$639.00	\$920.00
Extra Profit by Raffle***		\$26.00	\$52.00	\$52.00	\$78.00	\$78.00	\$104.00	\$104.00	\$130.00	\$130.00
PROFIT WITH RAFFLE***		\$120.00	\$245.00	\$315.00	\$397.00	\$472.00	\$593.00	\$698.00	\$769.00	\$1,050.00

* These prize packs have a RRP of \$24.00 inc GST. Selling them is included in the **PROFIT** calculated above

** Standard Australia Post parcel delivery 3 - 5 working days

*****We suggest that you raffle the prize packs.**

Each prize pack contains 30 glow items

(Based on selling 50 raffle tickets at \$1.00 each, for each prize pack)

Pick up from our office and you can subtract \$10.00 from each pack

Click on Page 2 for the Order Form



ORDER FORM

For Phone questions, please call 02 9453 5699

Please print this form and FAX to ReadySetGlow on 02 9453.5556

Our event co-ordinator will call you shortly

ReadySetGlow is owned by Catalina Trading Pty Limited ABN 43 000 211 692

School _____

PC Committee Name _____

Attention _____

Delivery Address _____

PostCode _____

Contact Phone Number _____

Email _____

Event Date _____

Fax Number _____

Signature _____

Child Pack Size 50 / 100 / 150 / 200 / 250 / 300 / 350 / 400 / 500

(Please circle)

OK, so let's explain an example where you are catering for 150 children.

Line	Sell Price	Children	150
1	\$2.00	Necklaces	50
2	\$1.00	Bracelets	50
3	\$2.00	150mm lightsticks	70
4	\$3.00	Eye Glasses	10
5	\$24.00	Prize Pack*	2
6		Total Items	190
7		Postage&Handling**	INCLUDED
8		Pack Cost	\$135.00
9		Expected Return	\$398.00
10		PROFIT	\$263.00
11		Extra Profit by Raffling***	\$52.00
12		PROFIT WITH RAFFLE***	\$315.00

Lines 1 to 5 are all the items and quantities that are in the pack

Line 6 is the total number of items (excluding any prize packs). In this case, 190 items are included for sale to an estimated 150 children. Each individual item (lines 1 to 5) is priced as 'gold coin' sales. i.e. either a \$1 or a \$2 gold coin. This makes it easy for parents and fundraisers and generally means that little change is required.

Line 7 indicates that ALL EXTRA COSTS ARE INCLUDED in the final price.

Line 8 indicates that the 150 children pack is priced at \$135.00 ALL INCLUSIVE

Line 9 indicates that if you sell all the items at the suggested price, you will expect a return of \$398.00

Line 10 is derived by subtracting the cost (\$135.00) from the total income (\$398.00) leaving a profit of \$263.00.

You can do one of three things with the prize packs.

1. If you sell them to parents for the \$24.00 each, the income is included in the profit on line 12.

or,

2. Each pack contains approximately 30 items. If you sell each of the 30 items individually, it can increase your fundraiser profit above \$263.00

or,

3. Our best recommendation is that you raffle each prize pack to parent attendees. If you sell 50 tickets for each prize pack, it INCREASES your profit and the higher profit is shown in line 12