

MODULAR MATES SUCCESS

TRAINING PACKET!



Pantries organized by The Organizer

**JANUARY PROMOTIONS
WILL HELP EVERYONE
HAVE A KITCHEN LIKE THIS!**

**Incredible Enterprises Team
January 2008**

Thank you to everyone who has shared ideas to help put this packet together!

SPICE UP YOUR DATE BOOK FOR JANUARY!

**January promises to be an exciting month in Tupperware!
Modular Mates are on sale for 40% off!
Host bonuses!**

Spice shakers are part of our modular mates line and they can help you build your party sales and line-ups by using this promotion!

- ?? **FIRST** you need to have some spice shakers on hand
- ?? (you can order them today or you can buy some from me)
- ?? **SECOND** you need to make your contact list if you haven't already done so.
- ?? **THIRD** you need to open your date book and highlight your available dates.
- ?? **FOURTH** MAKE SOME DATING CALLS RIGHT AWAY!

You can reward your hosts with Modular Mates Spice Shakers for achieving the items on the host challenge sheet enclosed in this packet.

SUCCESSFUL PARTY PLANNING TIPS

Party Planning Golden Rule:

If you fail to plan (your hostess)
Than you plan to fail (at your party)

To retain parties you have to properly plan your hostess. It's a proven fact that hostess who are dated in close and in contact with their consultant are more likely to hold their parties AND have successful parties! Follow these simple tips:

Pick a date within three weeks of the day you date her (longer than that, she is more likely to cancel).

Go through the packet with her step by step:

1. Set a gift goal
2. Tell her about bonus offers for hosts
3. Start a guest list—"tell her you invite and I'll remind"
4. Give her words to say when she calls: "Hi _____ it's _____! I was wondering what you are doing on (day and date) at (time) _____?"
When they respond with "Nothing, why?" Reply with, "Great! **Than you can come to my Tupperware party!**" She should then tell them why she's excited about hosting her party!
5. Ask her who among her friends are "party givers"
6. Explain what gift the "party givers" and she get for dating before the party

7. Go over how to take outside orders
8. Set a closing date (we recommend closing the night of the party so you can get it in right away and the guests don't have to wait for their orders and you get paid right away! Closing the night of the party saves you TONS of time! No more chasing a hostess to get her free stuff!)
9. **MOST IMPORTANT—INTERVIEW HER!**

Party Packets should include:

1. Host offers
2. 2-4 catalogs
3. 2-4 brochures
4. 5 or more order forms
5. Guest list with SASE (Self Addressed Stamped Envelope)
6. RECRUITING INFORMATION TO INTERVIEW HER WITH!

WRITE PIT in your date book right over her name. Her name, address, telephone number and time of the party should be in your date book. Also, write the type of demo, recipes, etc.

P—When you PARTY PLAN HER IN PERSON, circle the “P”

I --When you INTERVIEW HER /SHARE THE OPPORTUNITY INFO, circle the “I”

T--When you SEND A HAND WRITTEN THANK YOU NOTE IN THE MAIL, circle the “T”.

CHECK AND SLASH:

When you receive her guest list make a check by her name. When you mail it, put a slash through the check.

Mail your hostess an invitation to her own party—then she knows you mailed them. You should include a note to her telling her you are excited about seeing her at the party and expect RSVPs soon. Remind her about the ways she can earn spice shakers.

Be early to the party! A half an hour to 15 minutes is best.

START ON TIME! I know the hostess will have a few latecomers, but start anyway. Tell her that you would be happy to catch them up when they arrive. This is a courtesy to those who were on time. Do an on time drawing for the guests that are there.

GET OUT OF THERE! Tell the guests when you end the party then you will be taking their orders and planning the parties in the next fifteen minutes, **THEN:**

1. Interview people who are interested while others are placing their orders.
2. Party plan the dates.
3. Take orders with payments (by the time you do the top two, they will be ready)
4. Go over sales and datings with the hostess – take the time to close her party now.
5. Pack up and leave (be sure to wave at the hosts house when you drive away! You never know who's looking out the window!)

MORE TIPS!

If a hostess says to you, “I already know who will have a party for me.”

Respond with, “Great! Tell her that if she has a guest list with 21 names, addresses, and phone numbers your party, I’ll give her TWO spices shakers, and you will get an extra one for her guest list as well!”

If the hostess asks you, “I have TWO friends who want to have parties—do I get a spice shaker for each of them?”

THE ANSWER IS: “Yes, of course! And tell them that if they have a guest list with 21 names, addresses, and phone numbers your party, I’ll give them TWO spices shakers, and you will get an extra one for their guest lists as well!”

SPICE SHAKER DEMO POINTS:

I love Tupperware spice shakers for many reasons, but the main reason is that they can save me hundreds of dollars every year! For that very reason, I like to give them to my hostesses for meeting certain challenges. (Go into demo and challenges...)

Spices have a shelf life of 6 months to one year. For spices used only occasionally, store them in the freezer to preserve and intensify their flavor.

Red spices (paprika, chili powder, etc.) will attract red bugs. To test for bugs, put droplets of water on one side of a paper towel and sprinkle spice on the other side. If the pile of spice starts to migrate to the water, you know you have bugs in your spices. (Note: do not do this with your family around!)

Tupperware spice shakers are airtight whereas the screw top containers they come in are not. Moisture can collect in the containers and ruin the freshness of your spices. You will experience clumping of spices if they have been exposed to moisture. Moist spices breakdown and deteriorate, and lose their freshness.

Standard spices run about \$60 to stock in your kitchen (\$58 and change). If you purchase them at the bulk food store cost under \$20 to stock (\$18 and change). Take your

Tupperware Spice Shakers and have them weighed at the bulk food store, then fill them and have the weight subtracted off when you check out.

Next time you purchase celery, peel off the leaves and dry them. Then crumble them and store them in a large spice shaker.

Home grown spices can be dried and stored in our Tupperware Spice Shakers. Fresh spices from the produce market can also be dried and stored for a fraction of the cost of pre-dried and packaged spices.

Add two Tablespoons of potpourri to a large spice shaker and fill with baking soda. You have just created your own carpet fresh for less than fifty cents! Also works great as an air freshener if left open in your bathroom! Change once a month.

Save time in the kitchen by creating your own seasoning blends for meat rubs, pie baking, etc. Take a large spice shaker and add all the dry ingredients in the normal proportions time 4 or 5. Next time you are ready to barbeque you have your meat rubs ready to go just one measuring of spice instead of 4 or 5! Next time you bake pumpkin pie, you make one of two teaspoons instead of 4 measures of 4 spices!

Keep a spice shaker full of baking soda in your shower. It will strip way smoke and product build-up in your hair without damage. Rub baking soda in your hair and rinse out before you shampoo. There will be not need to shampoo, rinse and repeat—which will save you money on your shampoo purchases.

A large spice shaker of baking soda is also is great in the kitchen for deodorizing garbage disposals. Dump ¼ cup of baking soda and ½ cup of white vinegar into your disposal. Allow it to bubble and clean. Also great for bathroom sinks—and it is environmentally friendly! It also acts as a fire extinguisher for grease fires!

Get that ugly messy yellow box out of your refrigerator. Put a spice shaker filled with baking soda in your refrigerator and leave the shaker side open. There is less chance of spilling and easy to refill once a month. AND you use less than half a box at a time! Add cinnamon or dried lemon peel to the baking soda for a fresh sent in your refrigerator.

Keep a spice shaker full of baking soda handy in the shoe closet. Sprinkle it in the shoes to deodorize—this is great for boy's athletic shoes—where febreze won't reach!

MORE MODULAR MATES POINTS AND TIPS

Modular Selling Ideas

Share these great ideas for uses, share the catalogs sets or make up sets of your own!

Rectangles!

- Rectangle 1 - 1 Bag of Oreo Cookies (cut the end of the bag off, sit the entire bag of cookies inside the container, grab the other end of the bag and pull it out, all your cookies and crumbs will stay inside the container and cookies will stay fresh for as long as you can keep them in your house!), 4 lbs. Spaghetti (Muellers Brand)
- Rectangle 2 - 5 lbs. Flour, 7 lbs. Sugar, 6 sleeves of Saltines (they come in sleeves of 6 from Sam's), Bag of Chips (18 oz.) Large Box of Lasagne Noodles.
- Rectangle 3 - 10 lbs. Flour, 13 lbs. Sugar, large bag of chips, but I mainly use this for my miscellaneous things such as gravy mix, taco seasoning mix, kool aid, crystal light, etc. All of those little packets of things that disappear in your cabinet. Put them all in this one container and when you go to look for them, you will have them at your fingertips!
- Rectangle 4 - 15 lbs. Sugar, 13 lbs. Flour, Super Size Bag of Tortilla Chips, the large bag of pasta from Sam's. (This is definitely your Bulk Storage Container.) But, how much room would it take in your cabinets if you had 4 bags of chips? The Buy One Get One Free Lays! Right, almost the entire cabinet. You will love this, 4 bags of chips will fit in the Rectangle 4!!! If you have different flavors, open each bag and let the air out and then roll the bag down and all 4 bags will fit in the Rect. 4 together and look how much space this will save you!

Super Oval Set - \$69.00 (40% off in January)

- 1 – Super Oval 1 - 1 lb. Spaghetti, 1 lb Dry Beans, 100 individual size tea bags.
- 1 – Super Oval 2 - 24 Family Size Tea Bags, 2 lbs. of Dry Beans, 2 lbs. Confectionary Sugar, 2 lbs Graham Cracker Crumbs, 2 lbs. Oatmeal, 2 lbs. Brown Sugar (If your Brown Sugar is hard like a brick, you can revive it by putting either a slice of apple or a slice of bread in your modular for 24 hours. The brown sugar will absorb all the moisture from the slice of apple or bread and your brown sugar will be soft again! It's kind of hard to measure a clump of brown sugar.)
- 1 – Super Oval 3 - 1 small box of Cereal, (this container is so much easier to use because it will save so much more space, the seal is flat so you can stack on top of it, the seal locks in place when you open it, will not fall shut as you are pouring out of it, large opening so contents will pour out easily. Pour part of the box in and shake back and forth to settle, then pour the remaining in slowly) 5 lbs. Sugar, 48 Family Size Tea Bags, 12 oz. Bag of Chips.
- 1 Super Oval 4- Large Box of Cereal (Be sure to pour part in, shake back and forth, then pour rest in slowly, it will all fit!) 5 lbs. Flour, 18 oz. Bag of Chips, 1 box of Saltines or Ritz Crackers.
- 1 Super Oval 5 5 sleeves of crackers and the large box of cereal. These are the two main things I use the Super Oval 5 for.

MORE DEMO IDEAS!

To start my demo off I ask questions like: How many of you could use some extra cabinet space?

Have you ever gone in your kitchen and found 2 or 3 of the same thing, maybe even on the same shelf, all open at the same time? The modular mates will prevent this from happening! They will save you 1/3 of the space you are already using. Did you know that by being organized you will have more energy? Once you have your cabinets completely organized, you will never have to clean your cabinets out again! And then I'll ask them to name any staple good (dried food products in a box or bag, excluding bread,) in their cabinet or pantry they have had to throw away in the last year for whatever reason. I do the auction at my parties, so I am handing out auction money during this time. I then tell them the Modular Mates will keep your staple goods fresh for at least one year!

Modular Mates will save time, space and money. They were designed by Engineers using 4 shapes, Rectangle, Squares, Ovals and Rounds with 5 different heights. (I show the different sizes.)

Then I tell them I have all of these in my kitchen plus more. This will just get you started and is really just a tease to make you want more! I tell them I am just going to tell you how I use my modular mates in my kitchen and then at the end I will give you a chart that shows what fits in each container. I then begin my demo of the modular mates using the info on my Set Page.

Modular Mates

Your Key to Kitchen Organization

Modular Mates is the Tupperware Product line that revolutionized food storage and kitchen organization all by itself! You can store all of your dry goods for long lasting freshness and design a storage system to give you 25% more cabinet space!

Modular Mates come in all sizes and shapes! A size for a box of baking soda or a jumbo size for your bulk storage needs! You can't go wrong with Modular Mates!

Superior Storage Solutions Make a Smart Investment for Every Home!

Need to know which Modular Mates® container is right for you?

?? Make an investment in your family's future with the unbeatable quality and durability of Modular Mates® Containers.

?? Virtually airtight seals keep freshness in, household pests out—so you spend less time running back and forth to the grocery store and save more money on foods you use frequently.

?? Modular containers stack together to maximize valuable storage space in a kitchen pantry or cabinet—sensational for everyday staples like chips, cereal, rice, beans, pasta and more.

?? Includes the following Modular Mates® Containers in Sheer Ice with your choice of seal colors:

?? In January YOU can get everything you need for a modular kitchen at 40% off!!
Host a party of your own and get even more exciting offers!

Organize your Kitchen!

Organize your life!

Tupperware's Modular Makes can make it happen!

You're busy with family, work, travel, hobbies and life. Your full schedule means that your kitchen storage space may not get the attention it needs. When you return home from shopping do you find you "already have a package of those cookies"? Well if you do you need to get your storage space organized.

Many people are frustrated and overwhelmed with disorganization in different areas of their lives. Having your life run smoothly can be achieved with a little organization. What if you could open your kitchen cabinets, take a look and make a shopping list in less than 5 minutes? Now that's organized! With a custom planned Tupperware Modular Mates Kitchen you can do just that! Gone will be the days of 6 packages of opened brown sugar! Gone will be the days of dodging those almost empty boxes of snack crackers!

Good organization creates flow, a sense of accomplishment, and peace of mind. As a result, you obtain more time, better focus, and extra energy for doing what you really want. You'll even save money on your grocery shopping because you won't be buying duplicates of things you already have!

Our goal is to help you use organizational skills and our Modular Mate Product Line to achieve your goals and vision of your ultimate kitchen storage space. With a custom kitchen planning session we will physically work together to help you do set up systems that create a sense of flow and are easily maintained to organize your storage needs. Creating a Modular Mates Custom Storage system for your kitchen is just what you need! If you have limited space these great functional products will give you up to 25% more usable cabinet space! If you have a large kitchen you can consolidate your storage needs and have more room for all your entertaining pieces. With Modular Mates and Tupperware, you can have it all!

Here's how it works:

Consultation - 1 hour

?? get answers to questions, determine your storage needs and products to keep you organized.

?? determine why your space isn't working, what you want it to be and how we'll get it there - *together* with Modular Mates.

Clarify what you want to accomplish with your storage needs and put it all together

THANK YOU FOR HOSTING A TUPPERWARE PARTY!!!!

I am so excited that you have reserved _____ for your Tupperware Party! On top of all of the wonderful hostess thank you gifts and January Bonuses you will receive, I want to help you “modularize” your kitchen to the MAX and will give you a FREE SMALL SPICE SHAKER for EACH of the following challenges you meet:

1. Have A *FULL* and *COMPLETE* guest list (*NAMES, ADDRESSES and TELEPHONE NUMBERS*).
2. Return your guest list to me via mail or e-mail in 2 days!
3. For every \$100 in *PRE PAID ORDERS* BEFORE your party. (NOTE: \$100 refers to the product total on the orders. You *MUST* have payments for the orders to count)!
4. A friend that decides to host a Tupperware party before I get to the party (A *DATING IN WAITING* one shaker for each!)
5. 7 or more adult friends/guests in attendance at your party.
6. If you listen to the information about the Tupperware career opportunity.
7. If you or someone you refer decides to try the Tupperware opportunity for 30 days.
8. Close your party at your party (all orders in and paid for).

THANK YOU AGAIN for hosting a Tupperware party! *Your hostess* will get credit for your dating that is held within **3 WEEKS** of her party date. Returning your guest list will *confirm* your party date and give your hostess *dating credit*.

I am looking forward to partying with you and your friends and helping you get wonderful gifts and “Tupper-tools” for your kitchen!

Sincerely,

Your Tupperware Consultant

Tupperware®

Custom Kitchen Planning Storage Chart



Qty Kept on Hand	Type of Center	Mini Rect. #1	Mini Rect. #2	Super Oval #1	Super Oval #2	Super Oval #3	Super Oval #4	Super Oval #5	Oval #1	Oval #2	Oval #3	Oval #4	Oval #5	Rect. #1	Rect. #2	Rect. #3	Rect. #4	Square #1	Square #2	Square #3	Square #4	Round #1	Round #2	Round #3	Round #4	Spag. Disp.	Cereal Storer	Cereal Server
	Volume in Cups	3 1/2 c.	8 c.	3 1/2 c.	7 1/2 c.	11 3/4 c.	16 1/2 c.	20 1/3 c.	2 c.	4 3/4 c.	7 1/4 c.	9 3/4 c.	12 1/4 c.	8 1/2 c.	18 c.	27 1/2 c.	37 c.	5 c.	11 c.	17 c.	23 c.	3/4 c.	1 3/4 c.	2 3/4 c.	3 3/4 c.	4 3/4 c.	12 c.	20 c.
	Baking Center																											
	All-Purpose Baking Mix					2 lb. 8 oz.	3 lb. 12 oz.						2 lb. 8oz.		3 lb. 12oz.					2 lb. 8 oz.	3 lb. 12 oz.							2 lb. 8 oz.
	Baking Powder								10 oz.														10 oz.					
	Baking Soda	1 lb.		1 lb.		4 lb.			1 lb.	2 lb.		4 lb.		4 lb.						4 lb.			8 oz.		1 lb.		4 lb.	
	Brown Sugar	1 lb.		1 lb.						1 lb.									2 lb.					1 lb.				
	Chips, Baking	12 oz.		12 oz.					12 oz.	1 lb. 8 oz.									1 lb. 8 oz.				10 oz.	12 oz.		1 lb. 8 oz.		
	Chocolate, Baking	8 oz.	1 lb. 8 oz.	1 lb.	1 lb. 8 oz.				8 oz.	1 lb.									1 lb. 8 oz.					8 oz.	1 lb.			
	Coconut	10 oz.		10 oz.					10 oz.																	10 oz.		
	Cornmeal		2 lb.		2 lb.						2 lb.																	
	Cornstarch	1 lb.		1 lb.						1 lb.															1 lb.			
	Dates, Chopped								8 oz.														8 oz.					
	Flour, All-Purpose		2 lb.					5 lb.				2 lb.		2 lb.			10 lb.				5 lb.						5 lb.	
	Graham Cracker Crumbs									13.5 oz.								13.5 oz.								13.5 oz.		
	Granulated Sugar	1 lb.	2 lb.	1 lb.	2 lb.		5 lb.						5 lb.		5 lb.	10 lb.								1 lb.				
	Milk, Dry Non-Fat Powder		10 oz.		10 oz.	1 lb. 9 oz.			10 oz.				1 lb. 9 oz.					10 oz.	1 lb. 9 oz.							10 oz.	1 lb. 9 oz.	
	Nuts, halves (pecans/walnuts)	10 oz.	1 lb.	10 oz.	1 lb.					1 lb.														10 oz.		1 lb.		
	Oats/Oatmeal					1 lb. 2 oz.	2 lb. 10 oz.					1 lb. 2 oz.									2 lb. 10 oz.							
	Powdered Sugar									1 lb.									1 lb.							1 lb.		
	Raisins	15 oz.		15 oz.																					15 oz.			
	Salt	1 lb. 10 oz.		1 lb. 10 oz.																				1 lb. 10 oz.				
	Sprinkles	15 oz.		15 oz.																								
	Unsweetened Cocoa Powder	8 oz.		8 oz.							1 lb.												2.5 oz.		15 oz.		8 oz.	
	Pasta, Beans, Etc																											
	Bacon Bits																					2 oz.	3 oz.					
	Beans/Pinto, dry	1 lb.	2 lb.	1 lb.	2 lb.		4 lb.																		1 lb.			
	Bread Crumbs		1 lb. 8 oz.		1 lb. 8 oz.					15 oz.									15 oz.								15 oz.	
	Bread Sticks				4.4 oz.							4.4 oz.																
	Chow Mein Noodles		1 lb.		1 lb.						12 oz.	1 lb.		1 lb.					12 oz.	1 lb.								
	Croutons									6 oz.																6 oz.		
	Jumbo Shells										1 lb.									1 lb.								
	Lasagne, Curly Edges											1 lb.																
	Lasagne, Oven Ready			2 (8 oz.)								2 (8 oz.)		8 oz.														
	Linguine																									1 lb.		
	Macaroni, Elbow		1 lb.		1 lb.	3 lb.	4 lb.			1 lb.			3 lb.		3 lb.				1 lb.	3 lb.						1 lb.	3 lb.	
	Noodles, Ramen (3 oz ea.)	1 pkg.	3 pkg.		4 pkg.		8 pkg.			2 pkg.		4 pkg.			7 pkg.	13 pkg.				5 pkg.	7 pkg.	12 pkg.						
	Noodles, Medium		1 lb.		12 oz.	1 lb.					12 oz.	1 lb.		1 lb.						1 lb.							1 lb.	
	Noodles, Wide						1 lb.						1 lb.							1 lb.							1 lb.	
	Noodles, Extra Wide				12 oz.	1 lb.						12 oz.	1 lb.							1 lb.							1 lb.	
	Parmesan Cheese, grated								8 oz.															8 oz.				
	Potato Flakes		13 oz.		13 oz.		2 lb.				13 oz.																	
	Rice, Long Grain	1 lb.	3 lb.	1 lb.	3 lb.		5 lb.			1 lb.		3 lb.				10 lb.			1 lb.	3 lb.	5 lb.			1 lb.				
	Rice, Instant		14 oz.		14 oz.	1 lb. 12 oz.	2 lb. 10 oz.			14 oz.		2 lb. 12 oz.		1 lb. 12 oz.					14 oz.	1 lb. 12 oz.	2 lb. 10 oz.						14 oz.	
	Spaghetti, Thin												4 lb.														2 lb.	
	Stuffing Mix	6 oz.	12 oz.	6 oz.	12 oz.					8 oz.	12 oz.			12 oz.					8 oz.								8 oz.	
	Taco Shells, (Hard)	6 sh.	12 sh.		12 sh.	24 sh.	30 sh.	48 sh.		8 sh.	16 sh.			18 sh.					12 sh.	18 sh.								
	Ziti		1 lb.		1 lb.									1 lb.														

Tupperware® Custom Kitchen Planning Storage Chart

Qty. Kept on Hand	Type of Center	Mini Rect. #1	Mini Rect. #2	Super Oval #1	Super Oval #2	Super Oval #3	Super Oval #4	Super Oval #5	Oval #1	Oval #2	Oval #3	Oval #4	Oval #5	Rect. #1	Rect. #2	Rect. #3	Rect. #4	Square #1	Square #2	Square #3	Square #4	Round #1	Round #2	Round #3	Round #4	Spag. Disp.	Cereal Storer	Cereal Server			
	Volume in Cups	3 1/2 c.	8 c.	3 1/2 c.	7 1/2 c.	11 3/4 c.	16 1/2 c.	20 1/3 c.	2 c.	4 3/4 c.	7 1/4 c.	9 3/4 c.	12 1/4 c.	8 1/2 c.	18 c.	27 1/2 c.	37 c.	5 c.	11 c.	17 c.	23 c.	3/4 c.	1 3/4 c.	2 3/4 c.	3 3/4 c.	4 3/4 c.	12 c.	20 c.			
	Beverage Center																														
	Artificial Sweetener (packets)	100 pkt.	200 pkt.	100 pkt.	200 pkt.	500 pkt.			100 pkt.		200 pkt.		500 pkt.	200 pkt.	500 pkt.			200 pkt.	500 pkt.						100 pkt.		200 pkt.				
	Chocolate Milk Mix	8 oz.	1 lb. 14 oz.	8 oz.	1 lb. 14 oz.					1 lb. 14 oz.								1 lb. 14 oz.						8 oz.		1 lb. 14 oz.		12 oz.			
	Coffee Beans		1 lb.		1 lb.						1 lb.	1 lb. 8oz.		1 lb.				12 oz.	1 lb. 8 oz.									12 oz.			
	Coffee Filters-(3 1/4" base)		150			200		300			100		200		300	600			300	500	700										
	Coffee Filters- (small)	50			200		400			100				200				50													
	Coffee, Ground		1 lb.		1 lb.	2 lb.				13 oz.	1 lb.	1 lb. 10 oz.	2 lb.	1 lb.				13 oz.	1 lb. 10 oz.								13 oz.	1 lb. 10 oz.			
	Coffee, Instant	8 oz.	12 oz.	8 oz.	12 oz.				4 oz.	8 oz.	12 oz.							8 oz.				2 oz.	4 oz.			8 oz.	8 oz.				
	Coffee, Inst. Flvrd.	10.5 oz.		10.5 oz.																				10.5 oz.							
	Hot Cocoa Mix - (1 oz.) Env.	10 env.	20 env.	10 env.	20 env.	30 env.			10 env.		20 env.		30 env.	10 env.				10 env.													
	Creamer, Flavored								8 oz.																						
	Creamer, Powdered	12 oz.		12 oz.		2 lb. 3 oz.					1 lb.		2 lb. 3 oz.					1 lb.	2 lb. 3 oz.							8 oz.		1 lb.	2 lb. 3 oz.		
	Powdered Drink Mix	1 lb. 4 oz.		1 lb. 4 oz.							1 lb. 4 oz.														1 lb. 4 oz.						
	Tea, Instant Iced Tea Mix	1 lb. 13 oz.	3 lb. 5 oz.	1 lb. 13 oz.	3 lb. 5 oz.																				1 lb. 4 oz.						
	Tea Bags - Indiv. Wrapped	40 bags	100 bags	40 bags	100 bags				20 bags	50 bags		100 bags						50 bags	100 bags												
	Snack Center																														
	Animal Crackers	7 oz.		7 oz.					4 oz.									7 oz.					2 oz.		7 oz.						
	Cereal Snack Mix		8.75 oz.		8.75 oz.	15 oz.					8.75 oz.	15 oz.		8.75 oz.	1 lb. 14 oz.				1 lb. 1 oz.								1 lb. 1 oz.	1 lb. 14 oz.			
	Cheese Curls					7 oz.	11 oz.						7 oz.		7 oz.	11 oz.				7 oz.	11 oz.										
	Chips, Corn		10 oz.		10 oz.																										
	Chips, Potato		5.5 oz.		5.5 oz.		12 oz.												5.5 oz.	12 oz.	20 oz.								12 oz.		
	Chips, Tortilla																												13.5 oz.		
	Coated Chocolate Candies	21 oz.		21 oz.						21 oz.								21 oz.							21 oz.				21 oz.		
	Cookies, Sandwich		1 lb. 4 oz.		1 lb. 4 oz.		3 lb.				1 lb.	1 lb. 4 oz.		1 lb. 4 oz.	2 lb.	3 lb.			1 lb. 4 oz.	2 lb.	3 lb.										
	Cookies, Vanilla Wafer		12 oz.		12 oz.						12 oz.																				
	Crackers, Goldfish	6 oz.	12.5 oz.	6 oz.	12.5 oz.			2 lb. 6 oz.			12.5 oz.			12.5 oz.	2 lb. 6 oz.			6 oz.	12.5 oz.	2 lb. 6 oz.					6 oz.						
	Crackers, Graham					1 lb.		2 lb.				1 lb.								1 lb.											
	Crackers, Oyster		10 oz.		10 oz.															10 oz.											
	Crackers, Saltines		8 oz.		8 oz.		1 lb.					8 oz.		8 oz.	1 lb.	2 lb.	3 lb.		8 oz.	1 lb.	2 lb.										
	Foil Wrapped Milk Choc.(sm)	13 oz.		13 oz.					13 oz.									1 lb. 10 oz.								13 oz.					
	Fruit and Grain Bars	10 oz.		10 oz.						10 oz.																					
	Granola Bars 1.5 oz. ea.	6 bars	12 bars	6 bars	12 bars						7 bars	10 bars	12 bars	14 bars				7 bars	15 bars					3 bars	5 oz.	6 bars					
	Ice Cream Cones (flat bottom)		10 cones		16 cones		24 cones	32 cones		6 cones	10 cones	12 cones	16 cones		24 cones	40 cones	50 cones		12 cones	24 cones	30 cones		2 cones	4 cones	6 cones		15 cones				
	Marshmallows (large)		10 oz.		10 oz.	1 lb.								10 oz.				10 oz.	1 lb.	1 lb. 10 oz.							1 lb.	1 lb. 10 oz.			
	Marshmallows (mini)		10.5 oz.		10.5 oz.																										
	Milk Chocolate Pretzels	7.5 oz.			7.5 oz.						7.5 oz.							7.5 oz.								7.5 oz.					
	Miniature Candy Bars	13 oz.	1 lb. 10 oz.	13 oz.	1 lb. 10 oz.						13 oz.	1 lb. 10 oz.							1 lb. 10 oz.								13 oz.				
	Peanuts, In Shell (Roasted)		1 lb.		1 lb.		2 lb.							1 lb.	2 lb.	3 lb.			1 lb.	2 lb.	3 lb.									3 lb.	
	Peanuts, Shelled (Roasted)	1 lb.		1 lb.						1 lb.								1 lb.							1 lb.	1 lb.					
	Popcorn, Kernels								1 lb.	2 lb.								2 lb.						1 lb.		2 lb.					
	Popcorn, Microwave	3 env.	6 env.		5 env.	9 env.	12 env.	15 env.		4 env.	6 env.	8 env.	10 env.	7 env.	15 env.			3 env.	9 env.	13 env.				1 lb.				9 env.			
	Pretzels, Thin								15 oz.						15 oz.														15 oz.		
	Pretzels, Mini		10 oz.		10 oz.	1 lb.		2 lb.						10 oz.	1 lb.	2 lb.			10 oz.									1 lb.	2 lb.		
	Breakfast Center																														
	Cereal, Puffed Rice/Wheat						1 lb. 2 oz.								1 lb. 2 oz.						1 lb. 2 oz.									1 lb. 2 oz.	
	Cereal, Shredded Wheat Sq.					1 lb. 1 oz.						1 lb. 1 oz.								1 lb. 1 oz.								1 lb. 1 oz.			
	Cereal, Toasted Oat					10 oz.	15 oz.					10 oz.	15 oz.							10 oz.	15 oz.							10 oz.			
	Grits		1 lb. 2 oz.		1 lb. 2 oz.		5 lb.								5 lb.			1 lb. 2 oz.		5 lb.					1 lb. 2oz.				5 lb.		