







Frequently Asked Questions


ABOUT HAVING A FRUIT SALE


- **1 When is the best time to sell fruit?**


Pee Jay's recommends starting your sale as early as the first week in October or by the first week of November. The average selling time is 3-4 weeks. Your price list is mailed to you by mid-September
- **2 What is the average profit margin?**


The average profit margin is 40% and the average profit per box is between \$5.00 – \$8.00. All *prices are “guaranteed” and includes the shipping and the recommended selling cost of each item. If you sell 1,000 boxes, you can raise up to \$8,000.00
**prices are guaranteed, unless an act of God or government restriction.*
- **3 When is the best time for delivery?**

Your group can choose the delivery week. You can schedule a delivery either the week prior to Thanksgiving or by the 3rd week in December.
- **4 When should our order be placed?**

Orders need to be placed two weeks prior to the requested delivery week. Pee Jay's can accept one add on order the week prior to your delivery date. You can phone in your order or place it through our website: www.peejays.org (customer only page).
- **5 When will I know my delivery date?**

Pee Jay's will confirm your delivery date one week prior to the schedule date. Deliveries are scheduled around your preferred delivery date and time.
- **6 Should our members collect the money in advance?**

It is not mandatory to collect the money in advance. However, Pee Jay's strongly recommends collecting the money at the time the customer places the order.
- **7 What are the payment terms?**

Payment is due in full 30 days from delivery date. You will receive a 1% discount off the total invoice when you pay your invoice within ten days from delivery date. Non-school groups may be required to pay the invoice prior to their delivery date.
- **8 What sale materials are available?**

Pee Jay's will provide your group with; four color brochures, three part order forms, collection envelopes, posters, and tally sheets FREE of charge. Plus reimburse your group 25% for any newspaper advertising.

OVER 

QUESTIONS CONTINUED

9 How is the product shipped?
By a refrigerated carrier. Your order is shipped on pallets in color coded boxes for easier unloading and distribution. Your group is responsible for unloading of the truck and distributing the fruit to your customers.

10 What should I do if I receive any damaged product?
Pee Jay's will automatically ship 1% extra to cover any damage or spoiled product. In the event the 1% does not cover the damaged product, please contact our office immediately and we will replace any product – free of charge.

11 Should our members sell door-to-door?
No! Pee Jay's recommends your members create a contact list before they begin the campaign. Use the internet, telephone or the work place to contact potential customers. Think of all the places you frequent as a customer. Some potential customers could be: family, relatives, friends, co-workers, business associates and teachers. Also, visit your local business community, doctor and dentist offices.

12 Can our members or customers order fruit to be shipped to someone else as a gift?
Yes, with our Parcel Gift Shipping service. For an additional cost, your customers and members can order a box of fruit for someone and have it shipped to them by UPS. This is a great gift idea for the business community. All parcel orders are shipped the third week in December.

Sincerely,



DOMENIC R. LANCIANO
Director of Fundraising

P.S. If you have any questions, or for our free "How to Conduct a Fruit Sale" DVD, please contact us at 1-800-847-6141 or e-mail us at laura@peejays.org

Here's What Our Customers Say About Pee Jay's

"Excellent.. Had a lot of comments from the customers on how fresh the fruit was."

C E Murray High School, Cobay Collins, Band Director

"Overall I think the quality is terrific. I always get lots of comments about how GOOD the fruit is"

Jackson Band Boosters, Karen Violand, Band Booster

"Pee Jay's is the BEST! I like the personal attention. Every person that I have dealt with at Pee Jay's has always been nice and very helpful"

J F Webb Athletic Boosters, Sharon Currin, Athletic Boosters

Excellent. Don't change! Wonderful!

Brooke High School, Erin Steffey, Band Director

"We had excellent fruit once again this year and our customers were very satisfied."

Plymouth High School, Jessica Tracey, FFA Advisor

"We have always been totally satisfied with every single thing that Pee Jay's does for us."

Philippi School Citrus Sale, Debbie Moore, Fruit Sale Chairperson

"Excellent. The quality is outstanding".

Shiloh Baptist Member, Barb Ann Sanders, Fruit Sale Chairperson



THE "HEALTHY CHOICE" FOR FUNDRAISING

1-800-847-6141 • Fax: 856-241-2454

www.peejays.org