



## Pioneer Family Brands INC.

February 11, 2019

Tropical Sno Dealers,

We are at that time of year where we are starting to see some small signs of Spring and everyone is in full anticipation of another great Summer season. The orders are starting to trickle in, and we are starting to see a lot of action on our web site.

I would like to thank you being a loyal Tropical Sno Dealer and believing in the Tropical Sno brand. This coming April we will be celebrating our 35<sup>th</sup> Anniversary and we realize we wouldn't be where we are today without awesome dealers like you.

As a business owner I have learned that very few things stay the same. We live in a world where things are constantly changing. Some things change by our choice and some things are out of our control. Never the less, as business owners we are constantly forced to adapt and make changes when necessary.

Benjamin Franklin once said; *"Change is the only constant in or life. Ones ability to adapt to those changes will determine your success in life."*

Recently there were changes made to the labeling requirements of food items that has caused us to evaluate the way we package flavors. These changes will no longer allow us to package flavors in individual packets. As a result, I am excited to tell you about our new packaging. Moving forward Tropical Sno flavor and Cream Topping will be packaged in plastic canisters. I have attached few slides that give a brief overview of the new packaging and pricing.

Individual flavor packets will be available as supplies last but over the next 12-18 months we will be transitioning all flavors to the new packaging. We will be constantly updating our web shop as new flavors become available in the new packaging.

Thank you in advance for your patience during this transition and thank you for continuing to be a loyal Tropical Sno Dealer.

Best Regards,

Donald Griffiths  
President



**tropical sno.**

## New Flavor Packaging



**Small Canister  
Makes 5 Gallons**



**Large Canister  
Makes 10 Gallons**



tropical sno

## Flavor Mixing Instructions

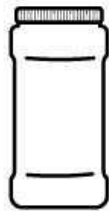
make one  
**GALLON:**



1 lg scoop  
of flavor  
(112 g/ 118.4cc)



10 cups  
sugar  
(5 lbs/2268 g)



1 gallon  
mixing jug

### Mixing Instructions:

- 1 Measure** the appropriate amount of flavor and sugar into a clean, dry gallon mixing jug or quart pour bottle.
- 2 Mix** dry ingredients until sugar and flavor are thoroughly blended to avoid clumping.
- 3 Fill** jug or bottle 3/4 of the way with hot water and shake until sugar is completely dissolved.
- 4 Add** cold water to fill and mix well.

make one  
**QUART:**



1 sm scoop  
of flavor  
(28 g/29.6 cc)



2 ½ cups  
sugar  
(1.25 lbs/567 g)



1 quart  
pour bottle



**tropical sno**

## 2019 Flavor Pricing

Customer Group	Gallons Purchased Annually	Small Canister 5-Gallons	Price Per Gallon	Large Canister 10-Gallons	Price Per Gallon
TS Dealer A	>50	\$60.00	\$12.00	\$100.00	\$10.00
TS Dealer B	50-299	\$48.00	\$9.60	\$80.00	\$8.00
TS Dealer C	300-599	\$42.00	\$8.40	\$70.00	\$7.00
TS Dealer D	600+	\$36.00	\$7.20	\$60.00	\$6.00



**tropical sno.**

## New Cream Topping Packaging



**Large Canister  
Makes 6 Quarts**

**Price \$14.00  
(\$2.33 Per Quart)**



tropical sno.

## Cream Topping Mixing Instructions

make one  
**QUART:**



2 scoops  
of cream  
(170 grams)



1 cup  
sugar  
(0.5 lbs/230 g)



1 quart  
squeeze bottle

### *Mixing Instructions:*

- 1 **Measure** two scoops of cream topping and 1 cup of sugar, into a clean, dry quart squeeze bottle.
- 2 **Mix** dry to avoid clumping.
- 3 **Fill** bottle 3/4 of the way with hot water and shake until ingredients are completely dissolved.
- 4 **Add** cold water to fill and mix well.
- 5 **Refridgerate** after mixing. The cream will thicken as it cools.