

## **Wholesale Price List**

All orders over £100 will qualify for free second-class postage.

| RETAIL PACKS (20 BAGS)                                                                                                | TRADE PRICE                      | RRP                              | RETAILER MARGIN          |
|-----------------------------------------------------------------------------------------------------------------------|----------------------------------|----------------------------------|--------------------------|
| Crofter (Breakfast)                                                                                                   | £4.90                            | £6.95                            | 30%                      |
| Gneiss (Earl Grey)                                                                                                    | £4.90                            | £6.95                            | 30%                      |
| Tilley (Mint and Nettle)                                                                                              | £4.90                            | £6.95                            | 30%                      |
| Machair (Herbal)                                                                                                      | £4.90                            | £6.95                            | 30%                      |
| Ferry Berry (Herbal)                                                                                                  | £4.90                            | £6.95                            | 30%                      |
| Hebriteas Range                                                                                                       |                                  |                                  |                          |
| Leòdhasach (Breakfast)                                                                                                | £4.90                            | £6.95                            | 30%                      |
| Hearach (Breakfast)                                                                                                   | £4.90                            | £6.95                            | 30%                      |
| Uibhisteach (Breakfast)                                                                                               | £4.90                            | £6.95                            | 30%                      |
| Barrach (Breakfast)                                                                                                   | £4.90                            | £6.95                            | 30%                      |
|                                                                                                                       |                                  |                                  |                          |
|                                                                                                                       |                                  |                                  |                          |
| RETAIL PACKS (10 BAGS)                                                                                                | TRADE PRICE                      | RRP                              | RETAILER MARGIN          |
| RETAIL PACKS (10 BAGS) Crofter (Breakfast)                                                                            | TRADE PRICE<br>£2.80             | RRP<br>£4.00                     | RETAILER MARGIN 30%      |
| •                                                                                                                     |                                  |                                  |                          |
| Crofter (Breakfast)                                                                                                   | £2.80                            | £4.00                            | 30%                      |
| Crofter (Breakfast) Gneiss (Earl Grey)                                                                                | £2.80<br>£2.80                   | £4.00<br>£4.00                   | 30%<br>30%               |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle)                                                       | £2.80<br>£2.80<br>£2.80          | £4.00<br>£4.00                   | 30%<br>30%<br>30%        |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle) Machair (Herbal)                                      | £2.80<br>£2.80<br>£2.80          | £4.00<br>£4.00<br>£4.00          | 30%<br>30%<br>30%        |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle) Machair (Herbal) Ferry Berry (Herbal)                 | £2.80<br>£2.80<br>£2.80          | £4.00<br>£4.00<br>£4.00          | 30%<br>30%<br>30%        |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle) Machair (Herbal) Ferry Berry (Herbal) Hebriteas Range | £2.80<br>£2.80<br>£2.80<br>£2.80 | £4.00<br>£4.00<br>£4.00<br>£4.00 | 30%<br>30%<br>30%<br>30% |

| Uibhisteach (Breakfast)                  | £2.80                    | £4.00                           | 30%                      |
|------------------------------------------|--------------------------|---------------------------------|--------------------------|
| Barrach (Breakfast)                      | £2.80                    | £4.00                           | 30%                      |
|                                          |                          |                                 |                          |
| MUGS (BOXED)                             | TRADE PRICE              | RRP                             | RETAILER MARGIN          |
| Crofter (Breakfast)                      | £7.00                    | £10-£12                         | 30%                      |
| Gneiss (Earl Grey)                       | £7.00                    | £10-£12                         | 30%                      |
| Tilley (Mint and Nettle)                 | £7.00                    | £10-£12                         | 30%                      |
| Machair (Herbal)                         | £7.00                    | £10-£12                         | 30%                      |
| Ferry Berry (Herbal)                     | £7.00                    | £10-£12                         | 30%                      |
| Hebriteas Range                          |                          |                                 |                          |
| Leòdhasach (Breakfast)                   | £7.00                    | £10-£12                         | 30%                      |
| Hearach (Breakfast)                      | £7.00                    | £10-£12                         | 30%                      |
| Uibhisteach (Breakfast)                  | £7.00                    | £10-£12                         | 30%                      |
| Barrach (Breakfast)                      | £7.00                    | £10-£12                         | 30%                      |
|                                          |                          |                                 |                          |
| COASTERS                                 | TRADE PRICE              | RRP                             | RETAILER MARGIN          |
| Crofter (Breakfast)                      | £2.80                    | £4-£5                           | 30%                      |
| Gneiss (Earl Grey)                       | £2.80                    | £4-£5                           | 30%                      |
| Tilley (Mint and Nettle)                 | £2.80                    | £4-£5                           | 30%                      |
| Machair (Herbal)                         | £2.80                    | £4-£5                           | 30%                      |
| Ferry Berry (Herbal)                     | £2.80                    | £4-£5                           | 30%                      |
| Hebriteas Range                          |                          |                                 |                          |
| Leòdhasach (Breakfast)                   | £2.80                    | £4-£5                           | 30%                      |
| Hearach (Breakfast)                      | £2.80                    | £4-£5                           | 30%                      |
| Uibhisteach (Breakfast)                  |                          |                                 |                          |
|                                          | £2.80                    | £4-£5                           | 30%                      |
| Barrach (Breakfast)                      | £2.80<br>£2.80           |                                 | 30%<br>30%               |
| Barrach (Breakfast)                      |                          | £4-£5                           |                          |
| Barrach (Breakfast)  TINS (WITH 20 BAGS) |                          | £4-£5                           |                          |
| , ,                                      | £2.80                    | £4-£5                           | 30%                      |
| TINS (WITH 20 BAGS)                      | £2.80  TRADE PRICE       | £4-£5<br>£4-£5                  | 30% RETAILER MARGIN      |
| TINS (WITH 20 BAGS) Crofter (Breakfast)  | £2.80  TRADE PRICE £8.75 | £4-£5<br>£4-£5<br>RRP<br>£12.50 | 30%  RETAILER MARGIN 30% |

| Machair (Herbal)                              | £8.75       | £12.50                 | 30%               |
|-----------------------------------------------|-------------|------------------------|-------------------|
| Ferry Berry (Herbal)                          | £8.75       | £12.50                 | 30%               |
| Hebriteas Range                               |             |                        |                   |
| Leòdhasach (Breakfast)                        | £8.75       | £12.50                 | 30%               |
| Hearach (Breakfast)                           | £8.75       | £12.50                 | 30%               |
| Uibhisteach (Breakfast)                       | £8.75       | £12.50                 | 30%               |
| Barrach (Breakfast)                           | £8.75       | £12.50                 | 30%               |
|                                               |             |                        |                   |
| TINS (WITH 50 BAGS)                           | TRADE PRICE | RRP                    | RETAILER MARGIN   |
| Crofter (Breakfast)                           | £11.55      | £16.50                 | 30%               |
| Gneiss (Earl Grey)                            | £11.55      | £16.50                 | 30%               |
| Tilley (Mint and Nettle)                      | £11.55      | £16.50                 | 30%               |
| Machair (Herbal)                              | £11.55      | £16.50                 | 30%               |
| Ferry Berry (Herbal)                          | £11.55      | £16.50                 | 30%               |
| Hebriteas Range                               |             |                        |                   |
| Leòdhasach (Breakfast)                        | £11.55      | £16.50                 | 30%               |
| Hearach (Breakfast)                           | £11.55      | £16.50                 | 30%               |
| Uibhisteach (Breakfast)                       | £11.55      | £16.50                 | 30%               |
| Barrach (Breakfast)                           | £11.55      | £16.50                 | 30%               |
|                                               |             |                        |                   |
| TEA TOWELS                                    | TRADE PRICE | RRP                    | RETAILER MARGIN   |
| Crofter (Breakfast)                           | £9          | £12.95-14              | 30%               |
| Machair (Herbal)                              |             |                        | 33,3              |
| Hebriteas Range                               | £9          | £12.95-14              | 30%               |
| J                                             | £9          | £12.95-14              |                   |
| Leòdhasach (Breakfast)                        | £9          | £12.95-14              |                   |
| _                                             |             |                        | 30%               |
| Leòdhasach (Breakfast)                        | £9          | £12.95-14              | 30%               |
| Leòdhasach (Breakfast)<br>Hearach (Breakfast) | £9<br>£9    | £12.95-14<br>£12.95-14 | 30%<br>30%<br>30% |

## **CATERING PACKS**

Catering packs of 100 and 250 bags are available.

Table, menu or POS information can be provided upon request.

| CATERING PACKS                                                                                                                               | 100                                | PER CUP                              |
|----------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|--------------------------------------|
| Crofter (Breakfast)                                                                                                                          | £19                                | 0.19                                 |
| Gneiss (Earl Grey)                                                                                                                           | £20                                | 0.20                                 |
| Tilley (Mint and Nettle)                                                                                                                     | £20                                | 0.20                                 |
| Machair (Herbal)                                                                                                                             | £20                                | 0.20                                 |
| Ferry Berry (Herbal)                                                                                                                         | £20                                | 0.20                                 |
| Hebriteas Range                                                                                                                              |                                    |                                      |
| Leòdhasach (Breakfast)                                                                                                                       | £20                                | 0.20                                 |
| Hearach (Breakfast)                                                                                                                          | £20                                | 0.20                                 |
| Uibhisteach (Breakfast)                                                                                                                      | £20                                | 0.20                                 |
| Barrach (Breakfast)                                                                                                                          | £20                                | 0.20                                 |
|                                                                                                                                              |                                    |                                      |
|                                                                                                                                              |                                    |                                      |
| CATERING PACKS                                                                                                                               | 250                                | PER CUP                              |
| CATERING PACKS Crofter (Breakfast)                                                                                                           | <b>250</b> £42.50                  | <b>PER CUP</b> 0.17                  |
|                                                                                                                                              |                                    |                                      |
| Crofter (Breakfast)                                                                                                                          | £42.50                             | 0.17                                 |
| Crofter (Breakfast) Gneiss (Earl Grey)                                                                                                       | £42.50<br>£44                      | 0.17<br>0.18                         |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle)                                                                              | £42.50<br>£44<br>£44               | 0.17<br>0.18<br>0.18                 |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle) Machair (Herbal)                                                             | £42.50<br>£44<br>£44               | 0.17<br>0.18<br>0.18<br>0.18         |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle) Machair (Herbal) Ferry Berry (Herbal)                                        | £42.50<br>£44<br>£44               | 0.17<br>0.18<br>0.18<br>0.18         |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle) Machair (Herbal) Ferry Berry (Herbal) Hebriteas Range                        | £42.50<br>£44<br>£44<br>£44        | 0.17<br>0.18<br>0.18<br>0.18<br>0.18 |
| Crofter (Breakfast) Gneiss (Earl Grey) Tilley (Mint and Nettle) Machair (Herbal) Ferry Berry (Herbal) Hebriteas Range Leòdhasach (Breakfast) | £42.50<br>£44<br>£44<br>£44<br>£44 | 0.17<br>0.18<br>0.18<br>0.18<br>0.18 |

## **ENVELOPED TEA BAGS**

Crofter is the only enveloped teabag we normally keep in stock.

There is a MOQ of 500 envelopes. They are available in packs of 250 – 30p per cup.

Additional envelope blends will be considered subject to a MOQ of 2000.

ALL enveloped teabags, including Crofter, currently have a lead time of 6 weeks.