

The Mrs. Auld's Difference

For more than twenty five years, Mrs. Auld's Gourmet Foods has been helping customers of all sizes with their co-packing and Product Development needs. At Mrs. Auld's, we will remain as true to your recipe as possible or we can help you develop a recipe. We take pride in our quality of production and development and we never take short-cuts. We offer an artisanal approach to our manufacturing, meaning everything is made by hand, and in small batches.

Mrs. Auld's works with many businesses launching their own product lines, restaurants who wish to expand their business with their own "signature" products and Farmers/Growers who want to capitalize on their farm fresh ingredients.

We offer :

- Hot Fill
- We specialize in "Wet" Type products, such as BBQ sauces, hot sauces, salad dressings, etc.
- Dry fill, such as BBQ rubs, spice mixes, etc.
- Glass containers, plastic containers and pouches
- Free consultations and low minimums

At Mrs. Auld's we are committed to food safety and the highest production standards. We comply with all FDA and USDA standards. Please feel free to ask for a list of our certifications.

F.A.Q's...Frequently Asked Questions

"This is so confusing! Where do I begin?"

Give us a call at (775) 856-3350 for a free preliminary consultation. We will walk you through it.

"How much is this going to cost me?"

There are so many factors that go into the cost of producing your product, such as ingredients, packaging, fill weight, cook time, etc. We will send you a price quote once you have reached "Step Four" of our production requirements. Please see page 2 for these steps.

"How do I decide what packaging to use?"

While Mrs. Auld's does keep several types of packaging (bottles, jars, lids, caps, etc.) stocked in our warehouse, it really is up to you, the customer. We can help steer you in the right direction and provide many options for you to review, but this is your decision. What kind of packaging do you like?

"How long will this take?"

As with the price of producing your product, there are many factors that will determine the time frame from start to finish, such as recipe development, ingredient availability, packaging availability and our production schedule.

"What if I just have a great idea, but not a formulated recipe?"

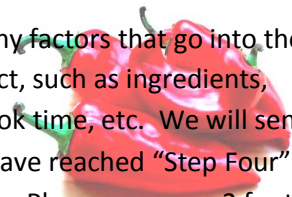
You've come to the right place. We love recipe development! We will work closely with you to develop your dream product.

"How much do I have order?"

Our minimum run ranges from 25 to 50 cases (12 units/per case).

"Who Else Do You Pack For?"

Mrs. Auld's packs for over 120 companies of many different sizes. The majority of our customers have confidentiality agreements that do not allow us to share this information, but we do have some that would be more than happy to share their experiences with Mrs. Auld's



Getting Started in the Food Biz

Mrs. Auld's offers a free preliminary consultation. Let us help take some of the confusion out of getting started.

- **Step One:** is a "Non-Disclosure" agreement. Both parties will sign this agreement assuring your "secret recipes" will remain a secret.
- **Step Two:** We will need to see your recipe. Make sure to include specific ingredients (preferred brands) or characteristics, and their weight in grams or ounces. This will allow us to determine if your product contains any allergens or food safety concerns (pH).
- **Step Three:** You will send us at least two containers of each product. If you already have an idea what type of jar/bottle you would like to use, try to send your product in a similar container. We will test your product to make sure it meets acceptable pH standards.
- **Step Four:** We will produce a test batch using your recipe. We will compare this test batch to the samples you have provided.

The cost for this test batch starts at \$500 and includes at least two samples for your evaluation, a mock recipe, a shelf life analysis and pH test. If the test samples are not to your satisfaction, we will repeat this process at no charge. If the test samples cause you to alter your recipe, there will be a \$250 charge for a new test batch.

Upon your approval of the test batch, Mrs. Auld's will provide a final price quote. We can also email you an ingredients statement, net weight declaration and nutrition facts panel at a charge of \$250.

- **Step Five:** We will need to see a pdf of your label to ensure FDA compliance and compatibility with our equipment. If you are not using an approved printer, we will need to

speaking with your printer. Please feel free to ask us for a list of "approved" printers.

- **Step Six:** Send us a purchase order reflecting the agreed upon pricing and a 50% down payment, and we will schedule you for production.

Your down payment will allow us to source and order ingredients and packaging.

- **Step Seven:** We will produce your product. Once we receive the remaining 50% payment, we will release your product for pick-up or delivery.

Additional Services

- **Recipe Development:** Do you have a great idea for a sauce, spread, rub etc., and you'd like to bring it to market? We can take your idea or flavor profile and give you a product that will be all yours.
- **Private Label:** We offer a wide variety of products available for private label. Whether you are interested in expanding your current product line to sell to retailers, or stocking your shelves with products reflecting your own "brand", we can help.
- **UPC Codes (Universal Product Code) :** A UPC Code is essential for retailing your product. UPC codes are specific to one product and allow that product to be quickly and accurately identified. For your convenience, we provide UPC Codes at a reasonable and competitive cost.
- **Writing and Recipe Testing Services:** We can create or test recipes that will help you create food related content for websites, marketing materials, media outlets, food shows, etc.

