



Retail Sales Guide

www.wilddelight.com

Wild Delight[®]: The Brand That





Special Finch[®] Food

Cardinal Food



Woodpecker, Nuthatch N' Chickadee®

Zero-Waste® Fruit Blend

Pioneered Premium



Gourmet Outdoor Pet Food

Golden® Finch Food



Buffet® For Outdoor Pets

Outdoor Finch™ Food

Feast[®] For Outdoor Pets



Nyjer[®] Seed

Safflower Seed

Fine Sunflower Chips



Black Oil Sunflower Seed

Striped Sunflower Seed

Finch Sock Feeder And Display

Wildlife Formula



Corn On The Cob

Cracked Corn

Crunch N' Nut[®] Squirrel Food



Dove & Quail Food

Inshell Peanuts

Shelled Peanuts

Less Mess[®] Formula



Cardinal Food



Fruit N' Berry™





Gourmet

Songbird Food

Arbor Displays

FREE!

Wild Delight

With Qualifying Order

These handsome wooden displays will draw attention – and customers!

Large Arbor actual size 48" W x 31.5" D x 83" H. Small Arbor actual size 41.25" W x 19" D x 75" H. See order form PWDFM2600, or ask your sales representative for more information. **Videor** Birds

Use This Order Form To Get Yours Today!





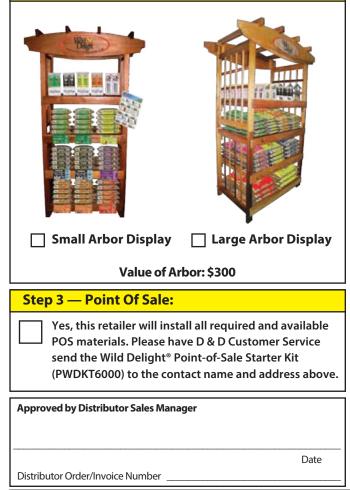
Free Store Display System May not be combined with other programs, promotions or discounts.

lay not be combined with other programs, promotions or discounts No substitutions. One (1) per retail store location. This form must be completed in full and signed.

Step 1— Complete Company Information:

Retailer Name:
Street Address:
City, State, ZIP:
Contact:
Phone:
Fax:
Email:
Distributor:
Distributor Salesperson:
D & D Salesperson:

Step 2 — Select One Display System:



Step 5 — Signature Required:

By signature below, retailer named agrees to accept, install and display the fixture ordered and further agrees that no other product (other than Wild Delight products) will be stacked or displayed on this fixture for a period of one (1) year from the date of this order shown below. Retailer agrees to reimburse D & D Commodities Ltd. for the value of the fixture as shown, should the terms of this agreement be violated.

Step 4 — Order Packaged Product:

Order must be for 30 cases. A minimum of 10 different items (SKUs) must be selected, and a minimum of 10 of those items must be from items marked (*).

	and a minimum of 10 of those items must be in	ioni items markeu (*).	
ITEM#	ITEM	UNIT UNITS/	CASES
		SIZE ORDERED	
372050	Sizzle N' Heat [®]	5 lb. 6	
372140	Sizzle N' Heat®	14 lb. 3	
372175	Sizzle N' Heat [®] Suet	11.75 oz. 12	
364050	Woodpecker, Nuthatch N' Chickadee®*	5 lb. 6	
376070	Cardinal Food*	7 lb. 4	
376150	Cardinal Food	15 lb. 1	
377080	Songbird Food*	8 lb. 4	
368080	Gourmet Outdoor Pet Food*	8 lb. 4	
365050	Fruit N' Berry™*	5 lb. 4	
360050	Zero-Waste [®] Fruit Blend*	5 lb. 6	
366050	Nut N' Berry®*	5 lb. 6	
374050	Deck, Porch N' Patio®*	5 lb. 6	
362080	Crunch N' Nut [®] Squirrel Food*	8 lb. 4	
373050	Golden [®] Finch Food*	5 lb. 6	
381050	Special Finch [®] Food [*]	5 lb. 6	
390105	Less Mess [®] Cardinal Food	5 lb. 6	
390205	Less Mess [®] Songbird Food	5 lb. 6	
	5		
390305	Less Mess [®] Gourmet	5 lb. 6	
390405	Less Mess [®] Fruit N' Berry™	5 lb. 6	
367845	Bugs N' Berries®	4.5 lb. 6	
385080	Fine Sunflower Chips	5 lb. 6	
383050	Nyjer® Seed	5 lb. 6	
388070	Corn On The Cob	7 lb. 4	
386080	Safflower Seed	8 lb. 4	
375050	Outdoor Finch™ Food	5 lb. 6	
361050	Black Oil Sunflower Seed	5 lb. 6	
361100	Black Oil Sunflower Seed	10 lb. 3	
363050	Striped Sunflower Seed	5 lb. 6	
383040	Pink Finch Sock w/Nyjer® Feeder	13 oz. 12	
382520	Large Finch Sock w/Nyjer [®] Seed	25 oz. 8	
380050	Shelled Peanuts	10 lb. 4	
379050	Inshell Peanuts	5 lb. 4	
388490	Woodpecker, Nuthatch N' Chickadee® Block*	13 oz. 10	
	Sizzle N' Heat [®] Block*		
388320		12 oz. 10	
367866	Bugs For Birds™	16 oz. 6	
367816	Mealworms	16 oz. 6	
388380	Deck, Porch N' Patio [®] Block*	14 oz. 10	
388310	Bugs N' Berries® Block*	12 oz. 10	
388350	Nut N' Berry [®] Block*	13 oz. 10	
376300	Cardinal Food	30 lb. 1	
377200	Songbird Food	20 lb. 1	
368200	Gourmet Outdoor Pet Food	20 lb. 1	
365200	Fruit N' Berry™	20 lb. 1	
360200	Zero-Waste® Fruit Blend	20 lb. 1	
366200	Nut N' Berry®	20 lb. 1	
362200	Crunch N' Nut [®] Squirrel Food	20 lb. 1	
381200	Special Finch [®] Food	20 lb. 1	
364200	Woodpecker, Nuthatch N' Chickadee®	20 lb. 1	
374200	Deck, Porch N' Patio®	20 lb. 1	

TOTAL CASES THIS ORDER

Delivery of product subject to verification. Failure to provide copy of invoice upon request showing delivery of required products voids the program, and retailer will be billed for the total cost of fixtures and free products.

Signature

Date

FREE!

Apple Crate Display

With Qualifying Order

This charming wood display looks great anywhere in retail stores. It will stand out to consumers and boost your Wild Delight[®] sales.

> Actual size 26.5" W x 17" D x 54" H. See order form PWDFM2625, or ask your sales representative for more information.







FREE APPLE CRATE DISPLAY SYSTEM

May not be combined with other programs, promotions or discounts. No substitutions. One (1) per retail store location.

Order must be for 12 cases. A minimum of 3 different items (SKUs) must be selected.

UNIT UNITS/

SIZE ORDERED

4.5 lb. 6

5 lb. 6

5 lb. 6

7 lb. 4

8lb. 4

8 lb. 4

5 lb. 4

5 lb. 6

TOTAL CASES THIS ORDER

CASES

This form must be completed in full and signed.

ITEM#

367845 372050

364050

376070

377080

368080

365050

360050

366050

374050

373050

381050

ITEM

Bugs N' Berries®

Sizzle N' Heat®

Cardinal Food

Songbird Food

Fruit N' Berry™

Nut N' Berry®

Golden® Finch

Gourmet Outdoor Pet Food

Zero-Waste® Fruit Blend

Deck, Porch N' Patio®

Special Finch® Food

Step 3 — Order Packaged Product:

Woodpecker, Nuthatch N' Chickadee®

Step 1— Information:

Step 2 — Select One Display System:



- 3-Tier Literature Holder
- Kids Activity Books
- Frequent Buyer Club Envelopes and Cards Consumer Guides
- Shelf Talkers
- · Laminated Feeding Chart

Step 4 — Signature Required:

By signature below, retailer named agrees to accept, install and display the fixture ordered and further agrees that no other product (other than Wild Delight' products) will be stacked or displayed on this fixture for a period of one (1) year from the date of this order shown below. Retailer agrees to reimburse D & D Commodities Ltd. for the value of the fixture as shown, should the terms of this agreement be violated.

Delivery of product subject to verification. Failure to provide copy of invoice upon request showing delivery of required products voids the program, and retailer will be billed for the total cost of fixtures and free products.

Signature

Approved by Distributor Sales Manager

Distributor Order/Invoice Number _

Date





Introductory Stocking Program May not be combined with other programs, promotions or discounts.

No substitutions. One (1) per retail store location. NEW RETAILERS ONLY.

Step 1 - Complete Company Information

Retailer Name:
Street Address:
City, State, ZIP:
Contact:
Phone:
Fax:
Email:
Distributor:
Distributor Salesperson:

Step 2 – Point Of Sale – FREE:

Yes, this retailer will install all required and available POS materials. Please have D & D Customer Service send the Wild Delight[®] Point-Of-Sale Starter Kit (PWDKT600) to the contact name and address above.

Step 4 – Signature Required:

By signature below, retailer named agrees to place Wild Delight® products ordered in a prominent high-traffic store location and maintain this retail product display for a period of six months. Shelf inventory must be maintained at all times. Point-of-sale materials ordered in Step 2 must be installed immediately upon receipt. Delivery of product subject to verification. Failure to provide copy of invoice upon request showing delivery of required products voids the program, and distributor will be billed for the total cost of fixtures and free products.

Signature

Date

Step 3 - Order Product:

Order from products listed below. No substitutions allowed. Limit one (1) FREE case per item ordered. Order must include at least six (6) of the items marked with an asterisk (*). 20 lb. bags: Must buy 2 eaches to get 2 eaches (†).

ITEM#	ITEM	ITEM SIZE	CASES ORDERED	FREE UNIT	TOTAL CASES
367845	Bugs N' Berries®*	6/4.5 l	b	+ 1 =	=
364050	Woodpecker, Nuthatch N' Chickadee®*		b		
365050	Fruit N' Berry™*		b		
360050	Zero-Waste [®] Fruit Blend*		b		
366050	Nut N' Berry®*		b		
374050	Deck, Porch N' Patio®*		b		
390105	Less Mess [®] Cardinal Food	6/5 l	b	+ 1 =	=
390205	Less Mess [®] Songbird Food	6/5 l		+ 1 =	
390305	Less Mess [®] Gourmet	6/5 l	b		
390405	Less Mess [®] Fruit N' Berry™		b		
373050	Golden [®] Finch Food*		b		
381050	Special Finch [®] Food*		b		
372050	Sizzle N' Heat®*	6/5 l	b	+ 1 =	=
376070	Cardinal Food*		b		
368080	Gourmet Food*		b		
377080	Songbird Food*	4/8 l	b.		
372140	Sizzle N' Heat®	3/14		+ 1 =	
376150	Cardinal Food		b	+ 1 =	=
364200	Woodpecker, Nuthatch N' Chickadee®	1/20 lb		+ 2 =	
377200	Songbird Food	1/20 lb	.†	+ 2 =	=
365200	Fruit N' Berry™	1/20 lb	.†		=
360200	Zero-Waste® Fruit Blend	1/20 lb	.† †	+ 2 =	=
366200	Nut N' Berry®	1/20 lb	.†	+ 2 =	=
374200	Deck, Porch N' Patio®	1/20 lb	.†	+ 2 =	=
381200	Special Finch [®] Food	1/20 lb	.†	+ 2 =	=
388380	Deck, Porch N' Patio [®] Block	10/14 c	z.	+ 1 =	=
388490	Woodpecker, Nuthatch N' Chickadee® Block	10/13 c		+ 1 =	
388350	Nut N' Berry® Block	10/13 c	Z.		
388310	Bugs N' Berries® Block	10/12 c	Z.		
388320	Sizzle N' Heat [®] Block	10/12 c		+ 1 =	
388470	Block Feeder		a.	+ 1 =	=
383040	Pink Finch Sock w/Nyjer® Feeder	12/13 c	Z.	+ 1 =	=
382520	Large Finch Sock w/Nyjer [®] Seed		Z		
372175	Sizzle N' Heat [®] Suet	12/11.75 c			

Total Cases Ordered

Date _____

Approved by Distributor Sales Manager

Distributor Order/Invoice Number

Revised 09/06/19



Frequent Buyer Program

Loyal customers get a free Wild Delight[®] product for every 10 of those products (same item, same size) they buy! It's simple, and it keeps your customers coming back to you! Best of all, it's free, and there is no obligation to retailers!

This program is available to full-line Wild Delight[®] retailers that wish to participate. When completed forms are received and approved by D & D Commodities Ltd., the Wild Delight[®] Frequent Buyer Program Kits will be sent directly to the participating retailer.

Index Cards

Retailers receive a free supply of Wild Delight[®] Frequent Buyer Club cards for their customers. Retailers then complete these cards as customers purchase Wild Delight[®] products. Customers are entitled to one (1) free product after the purchase of ten (10) of the same product (same item, same size). The retailer then turns the completed card into their Wild Delight[®] supplier and receives replacement merchandise or credit. This program applies to all Wild Delight[®] purchases – any product, any size! As consumers purchase products, store employees complete the information on the card (including date and time of purchase). Please use one card for each SKU purchased. When the card is complete (10 purchases made), retailers simply give the customer the free merchandise and indicate so on the card itself (in the space provided). Finally, retailers turn the completed card into their Wild Delight[®] distributor, who will replace the free product at no cost to the retailer. Additional cards are available at any time, so customers can always be earning (and buying) more great Wild Delight[®] products!



Envelope

With this method, retailers simply offer a Wild Delight[®] Frequent Buyer Program envelope to their customers. As in the method above, customers are entitled to one (1) free product after the purchase of ten (10) of the same product (same item, same size). After the customer has collected 10 Wild Delight[®] UPC codes, he or she simply seals them into the envelope and mails it directly to D & D Commodities Ltd. In turn, we will mail him or her a voucher to use in your store. This program applies to all Wild Delight[®] purchases – any product, any size!



Website

For added convenience, retailers can direct their customers to wilddelight.com, where consumers can download a Wild Delight[®] Frequent Buyer Club form (very similar to the envelope method). Customers just need to purchase 10 Wild Delight[®] products (of the same size and recipe) and save the UPC codes from the packages. Next, they download and complete a short form from wilddelight.com and mail it, along with the 10 UPC codes, to D & D Commodities Ltd. (address is included on the form). Finally, we'll send them a voucher to bring them back to your store for a free product.





Point of Sales Kit Instructions

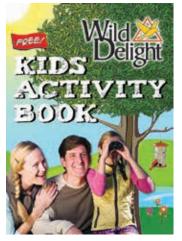
To re-order materials in this kit, please use the POS Supply Order Form.

3-Tier Literature Kit Holder:

Please display holder with kids activity books, consumer guides, and Frequent Buyer Club envelopes on shelf in prominent area of Wild Delight[®] section. Please see image for illustration. Holders are securely fastened together with connectors (included).







PWDPA0400 Kids Activity Book



PWDMC0500 Consumer Guide

Laminated Feeding Chart:

Hang with provided chain to shelf in prominent area of Wild Delight[®] section.



PWDBR0380 Laminated Feeding Chart



Shelf Talkers:

Place individual shelf talker in sleeve (P111000) provided and affix to shelf directly below corresponding product in prominent area of Wild Delight[®] section. For placement on gondola shelving, please use included shelf darts to affix sleeve to shelf.

4.5' x 2.5' Flexible Vinyl Banner This large, flexible banner can be hung

indoors or outdoors. Use ropes or nails to hang banner indoors or use ropes or fasteners to hang banner outdoors.

Ref. # P661100



Turn page to order point-of-sale items.

PWDFM4080



POS Supply Order Form

D & D Commodities Ltd. • P.O. Box 359 • Stephen, MN 56757

Phone: 1-800-543-3308 · Fax: 1-218-478-3533

Toll Free Fax: 1-800-897-1331

Requested By:	Ref. #	Description Number Ordered				
Requested By:	ORDER FORMS PWDFM3650	POS Supply Order Form				
	PWDFM0750	Product Order Form				
Date Requested:	PWDFM0600	General Product Information Form				
Ship By:	POINT-OF-SALE	POINT-OF-SALE MATERIAL				
Cust. Needs by:	<u>Fasteners & S</u> P111500	i <mark>gn Holders</mark> Shelf Darts To Hold Shelf Talker To Gondola Shelving (Bag Of 20 Darts To Hold Set Of 10 Talkers)				
cc: Sales Agent (name):	P111000	Shelf Talker Holder Flush Mount (Arbors)				
	Store Signs					
сс:	P661100	4.5'x2.5' Flexible Vinyl Banner				
	Shelf Talkers					
China in a Ta	PWD0710	Advanced Formula [®] /Freq. Buyer				
Shipping To:	PWD0720	Natural Formula				
Attention	PWD0730	Wildlife Formula				
Attention:	PWD0750	Blocks				
Company:	PWD0760	Less Mess [®]				
	Guides, Hold					
Address 1:		Consumer Guide				
Address 2:	955000	Retail Sales Guide				
	PWDPA0400 P360000	Kids Activity Book				
City:			—			
State:	<u>Kits</u> PWDKT6000	POS Starter Kit				
ZIP+4:	<u>Refills:</u> PWD6000	Frequent Buyer Envelopes				
	PWDFM2020	Frequent Buyer Cards				
Phone:	PWDBR0380	PROJECT WILDBIRD® Chart - Laminated				
Fax:						
How to Ship:						
Mail UPS - 1 Day With Load						
Priority Mail UPS - 2 Day UPS Ground UPS - 3 Day						
UPS Ground UPS - 3 Day						
Current: Potential:						
D & D Salesperson Distributor	1					
Distributor Dichain						
Chain Chain Retailer						
Retailer Broker/Rep						
Vendor Vendor						
Other - Explain Other - Explain						
# Shipped Packages Shipped By	 Date//_	Form #: PWDFM36	50			

Revised: 07/31/19



Wild Delight amium Nutrition For Outdoor Birds Fax Your Order Toll-Free: (800) 897-1331

Page: _____ of ___ Date: _____

Email Your Order: orders@ddcommodities.co	m
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Questions: (800) 543-3308

PO	#:		

Custo	omer:			Contact:					
Addre	255:			- Phone		Fax:			
City:_		State:	ZIP:	1 Hone		I UA			
			PLEASE ORI	DER BELOW IN	EACHES				
	DELIGHT [®] ADVANCED FORMU	JLA® OUTD	OOR BIRD FOODS Eaches Cases Ordered Pallet	sizzl	DELIGHT® ADVANCED FO E N' HEAT® SUET CAKES)RMULA®	F	achas	Cases/
367845	Wild Delight [®] Bugs N' Berries [®]	Barrier	6x4.5lb 56	Item No	. Description			rdered	
372050	Wild Delight [®] Sizzle N' Heat [®]	Barrier	6x5lb 56	372175	Wild Delight [®] Sizzle N' Heat [®] S	Guet Tray	12x11.8oz_		200
372140	Wild Delight [®] Sizzle N' Heat [®]	Poly	3x14lb 42	WILD	DELIGHT® OUTDOOR BIF	RD FOOD BLOCK	S		
373050	Wild Delight [®] Golden [®] Finch Food	Barrier	6x5lb 56	Item No	. Description			aches rdered	
374050	Wild Delight® Deck, Porch N' Patio®	Barrier	6x5lb 56		• Wild Delight [®] Bugs N' Berries [®]	Diask Plask	10,1207		220
374200	Wild Delight® Deck, Porch N' Patio®	Barrier	1x20lb 50				10x12oz		
364050	Wild Delight® Woodpecker, Nuthatch N' Chickadee®	Barrier	6x5lb 56	388380	Wild Delight® Deck, Porch N' Patio® Block	Block	10x14oz		220
364200	Wild Delight [®] Woodpecker, Nuthatch N' Chickadee®	Barrier	1x20lb 50	388490	Wild Delight® Woodpecker, Nuthatch N' Chickadee® Block	Block	10x13oz		220
376070	Wild Delight [®] Cardinal Food	Barrier	4x7lb 56	388320	Wild Delight [®] Sizzle N' Heat [®] B	Block Block	10x12oz _		220
376150	Wild Delight [®] Cardinal Food	Barrier	1x15lb 50	388350	Wild Delight [®] Nut N' Berry [®] Bl	ock Block	10x13oz _		220
376140	Wild Delight [®] Cardinal Food	Pail	1x13.5lb 48	388470	Wild Delight® Block Feeder	Shrink	4x1ea _		162
376300	Wild Delight [®] Cardinal Food	Poly Woven	1x30lb 60	WILD	DELIGHT® LESS MESS®				
377080	Wild Delight [®] Songbird Food	Barrier	4x8lb 56		OOR BIRD FOODS				
377200	Wild Delight [®] Songbird Food	Barrier	1x20lb 50	Item No	. Description			aches Irdered	Cases/ Pallet
368080	Wild Delight® Gourmet Outdoor Bird Food	Barrier	4x8lb 56	390105	Wild Delight [®] Less Mess [®] Cardinal Food	Stand-Up	6x5lb		56
368200	Wild Delight® Gourmet Outdoor Bird Food	Barrier	1x20lb 50	390205	Wild Delight [®] Less Mess [®] Songbird Food	Stand-Up	6x5lb		56
368350	Wild Delight [®] Gourmet Outdoor Bird Food	Poly Woven	1x35lb 60	390305	Wild Delight [®] Less Mess [®] Gou	rmet Stand-Up	6x5lb		56
365050	Wild Delight [®] Fruit N' Berry™	Barrier	6x5lb 56	390405	Wild Delight [®] Less Mess [®]	Stand-Up	6x5lb		56
365200	Wild Delight [®] Fruit N' Berry™	Barrier	1x20lb 50		Fruit N' Berry™				
360050	Wild Delight [®] Zero-Waste [®] Fruit Blend	Barrier	6x5lb 56		DELIGHT® WILDLIFE FOR OOR BIRD FOODS	MULA			
360200	Wild Delight [®] Zero-Waste [®] Fruit Blend	Barrier	1x20lb 50	ltem No	. Description		Eac Orde	hes C ered F	ases/ Pallet
366050	Wild Delight [®] Nut N' Berry [®]	Barrier	6x5lb 56	362080 Squirre	Wild Delight [®] Crunch N' Nut [®]	Barrier	4x8lb		56
382316	Wild Delight [®] Nut N' Berry [®]	Pail	1x16lb 48			. .			
366200	Wild Delight [®] Nut N' Berry [®]	Barrier	1x20lb 50	362200 Squirre	Wild Delight [®] Crunch N' Nut [®] Food	Barrier	1x20lb		50
381050	Wild Delight [®] Special Finch [®] Food	Barrier	6x5lb 56	388410	Wild Delight [®] Dove & Quail Foo	od Poly	4x10lb		56
381200	Wild Delight® Special Finch® Food	Barrier	1x20lb 50	388420	Wild Delight® Dove & Quail Foo	,	1x20lb		





Fax Your Order Toll-Free: (800) 897-1331

Page: _____ of ___

Email Your Order: orders@ddcommodities.com Date: _____

Questions: (800) 543-3308

PO	#:	

Customer:				Contact:					
Address									
City:		State:	ZIP:		Phone:		Fax:		
			PLEASE O	RDER	BELOW IN E	ACHES			
Item No.	Description		Eaches Ordered			Description		Eaches Ordered	Cases/ Pallet
387100	Wild Delight [®] Cracked Corn	Poly	4x10lb	_ 56	385080	Wild Delight [®] Fine	Barrier	6X5lb	56
388070	Wild Delight® Corn On The Cob	Poly	4X7lb	_ 56	385200	Sunflower Chips Wild Delight [®] Fine	Barrier	1X20lb	50
388200	Wild Delight [®] Corn On The Cob	Barrier	1X20lb	_ 80	385200	Sunflower Chips	Darrier		50
379050	Wild Delight [®] Inshell Peanuts	Poly	4X5lb	_ 49	361050	Wild Delight® Black Oil Sunflower Seeds	Poly	6X5lb	56
379130	Wild Delight [®] Inshell Peanuts	Barrier	1X13lb	_ 50	361100	Wild Delight [®] Black Oil	Poly	3X10lb	56
380050	Wild Delight [®] Shelled Peanuts	Poly	4X10lb	_ 56		Sunflower Seeds			
380250	Wild Delight [®] Shelled Peanuts	Barrier	1X20lb	_ 50	361200	Wild Delight® Black Oil Sunflower Seeds	Barrier	1X20lb	50
WILD	DELIGHT [®] NATURAL FORM	ULA OUTDOO	R BIRD FOOD	S	, 363050	Wild Delight [®] Striped	Poly	6X5lb	56
Item No.	Description		Eaches Ordered		6/	Sunflower Seeds	i oiy	07310	50
371050	Wild Delight [®] Feast [®]	Poly	8X5lb	_ 56	363150	Wild Delight [®] Striped Sunflower Seeds	Barrier	1X15lb	50
371200	Wild Delight [®] Feast [®]	Barrier	1X20lb	_ 50	386080	Wild Delight [®] Safflower Seed	l Barrier	4X8lb	56
371500	Wild Delight [®] Feast [®]	Poly Woven	1X40lb	_ 60	386200	Wild Delight [®] Safflower Seed		1X20lb	
391050	Wild Delight [®] Buffet [®]	Poly	8X5lb	_ 56	000200		Durrior	IX2015	00
391100	Wild Delight [®] Buffet [®]	Poly	4X10lb	_ 56					
391200	Wild Delight [®] Buffet [®]	Barrier	1X20lb	_ 50					
391500	Wild Delight [®] Buffet [®]	Poly Woven	1X40lb	_ 60					
375050	Wild Delight [®] Outdoor Finch™ Foo	od Poly	6X5lb	_ 56					
375200	Wild Delight [®] Outdoor Finch™ Foo	od Barrier	1X20lb	_ 50					
382520	Wild Delight [®] Large Finch Sock w/Nyjer [®] Seed	Box	8X25oz	_ 120					
383040	Wild Delight® Pink Finch Sock w/Nyjer® Seed	Box	12X13oz	_ 126					
382950	Wild Delight® Pink Finch Sock Floor Display 36x13oz	Display	1.0X1cs	_ 42					
383000	Wild Delight® Empty Finch Sock	Card	24X1ea	_ 126					
383050	Wild Delight® Nyjer® Seed	Barrier	6X5lb	_ 56					
383200	Wild Delight [®] Nyjer [®] Seed	Barrier	1X20lb	_ 50					

Turning Facebook Users Into Wild Delight[®] Fans

D & D Commodities is utilizing social media to build a strong platform with which to engage outdoor bird lovers. Not only do we provide interesting information about outdoor birds, their behavior and the products they prefer, we give customers the ability to share tips and stories, interacting with one another in a way that benefits us all.

Squirrel management is a hot topic, for example, with our fans sharing strategies for keeping the seed bandits away from bird feeders while still providing them with their own treats. It's a great way to learn from experienced birders, but also a valuable way to hear about D & D Commodities' pepper-flavored blends (which birds love but squirrels hate).

We support retailers through social media, and in turn, wild bird enthusiasts support them as well. Engaged consumers are more educated and more loyal, and that's good news for all of our partners.





Inspire kids to feed birds!

The Cornell Lab of Ornithology and D & D Commodities Ltd. are working to motivate kids to feed birds and appreciate them. As a world leader in the study and conservation of birds, the Cornell Lab is a trusted source for educational resources and citizen-science programs.



INSPIRING YOUNG PEOPLE

With D&D's support, 11,000 educators have received Cornell Lab educational materials, reaching more than 660,000 students.

FEEDING BIRDS AT SCHOOL

Thousands of educators have received free bags of bird seed to help them set up school bird feeders.

BENEFITS FOR YOUR BUSINESS

Encouraging people to engage in citizen science can be good for business. Research shows that the 400,000 people who participate in the Cornell Lab's citizen-science programs purchase more bird seed and bird feeders than the general population.

FREE RESOURCES FOR YOU AND YOUR CUSTOMERS

The Cornell Lab provides a wealth of free resources including bird-feeding tips, identification guides, and information on bird-friendly gardens. These resources help store owners engage customers more deeply in bird feeding and understanding birds.

> For more information, visit birds.cornell.edu or birdsleuth.org





Helping Wild Delight[®] Customers Join In The Fight Against Cancer!

\$100k Every Year, More Than \$1 Million Overall

D & D and the American Cancer Society have been working together since 2009 to raise breast cancer awareness and save more lives. In that time, we've donated more than \$1 million to aid in the fight against cancer. We wanted to be part of a cause that benefited the buyers of wild bird food, and breast cancer was a clear choice. It is one of the world's most important issues, and one that is near and dear to our own hearts.

Benefits For Your Customers, Your Business And Cancer Research

Each bag of Wild Delight[®] outdoor bird food is clearly marked with the American Cancer Society logo and an explanation highlighting the nature of our relationship. Consumers will feel confident about their purchase when they can see firsthand that it's directly benefiting an organization such as The American Cancer Society. This confidence helps retailers as well, increasing sales and improving profit margins in a way that everyone can feel good about.

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A \$1 Million Investment From D & D Can Provide:

- \$600,000 in breast cancer research
- 2,000 free nights of lodging for cancer patients
- 2,857 one-on-one support sessions
- 13,333 rides to and from treatment
- 5,000 hours of toll-free phone support







D & D Pioneered The Premium Category In Wild Bird Food Manufacturing.

By removing industry standards such as milo and cracked corn and replacing these low-cost ingredients with bird-attracting sunflower kernels, pistachios and fruits, among other favorites, we offered products never before seen. Along with our Premium quality mixes, retailers loved the cleanliness of our blends as well as our packaging and merchandising displays. To this day, our products are regarded as the upscale option in our customers' wild bird food departments.

Industry Milestones

Here are just a few of the industry "firsts" that D & D has achieved:

- 1. Studying the new nutritional needs of wild birds and wildlife and adding needed nutrients including vitamins, minerals, essential amino acids and electrolytes to Wild Delight® Advanced Formulas®.
- 2. Guaranteeing "locked formulas" so that consumers receive the same product with every purchase.
- 3. Adding real fruit (cherries, cranberries, raisins, papaya, etc.) to its wild bird and wildlife formulations such as its Wild Delight® Nut N' Berry® blend, a product that pioneered the wild bird food industry more than 20 years ago.
- 4. Introducing and providing support for consumer frequent buyer programs.



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