

# Neto's Sweet Surrender — Product, Pricing & Logistics Guide

*Commercial programs, wholesale tiers, payment policies, and fulfillment logistics.*

**Base Location:** Newburgh, NY 12550 — *Exact local pickup address provided upon order confirmation.*

## 1. Wholesale Partners (Coffee Shops, Hotels & Retail)

Designed for recurring vendor accounts. Pastries are individually packaged in premium clear-dome containers with tamper-evident branding, optimized for grab-and-go display cases with zero barista labor.

- **Products:** Salvi Sunrise Medallion & Barrel Aged Cakelet
- **Wholesale Price (ACH / Zelle / Check):** \$5.75 per unit
- **Wholesale Price (Credit Card):** \$5.92 per unit (*includes 2.9% processing adjustment*)
- **Suggested Retail Price (MSRP):** \$8.50 – \$9.50
- **Minimum Order Quantity (MOQ):** 48 units (delivered in two stackable 24-count bins)
- **Ordering Increments:** Sold in batches of 24 units after the minimum is met (e.g., 48, 72, 96).
- **Sales Tax Status:** **0% Sales Tax (Exempt)** with a signed Resale Certificate on file (NY Form ST-120 or NJ Form ST-3).

## 2. Corporate & Event Bulk Pastry Drops

Designed for office breakfasts, corporate meetings, and private events. Pastries arrive fully packaged, sealed, and display-ready for a flawless executive presentation.

- **Products:** Salvi Sunrise Medallion & Barrel Aged Cakelet
- **Price (ACH / Zelle / Check):** \$10.00 per unit
- **Price (Credit Card):** \$10.29 per unit (*includes 2.9% processing adjustment*)
- **Minimum Order Quantity (MOQ):** 24 units (1 delivery bin)
- **Ordering Increments:** Sold in batches of 24 units.
- **Customization:** Mixed bins available upon request (e.g., 12 Medallions / 12 Cakelets). Custom event/logo lid labeling available for **+\$1.50 per unit** (\$11.50/unit).
- **Sales Tax Status:** **0% Sales Tax (Exempt)** when fulfilled strictly as pre-packaged, unheated bulk bakery goods (6+ count) without eating utensils, napkins, plates, or on-site table setup.

## 3. Signature Whole Cakes (Direct-to-Consumer)

Designed for family gatherings, holidays, and special occasions. Baked fresh to order in a traditional full-size format.

- **Full-Size Salvi Sunrise:** A traditional, dense sweet-and-savory Salvadoran cheese pound cake finished with a toasted sesame crust.
- **Full-Size Barrel Aged Bundt Cake:** A deep-vanilla bundt layered with dark molasses sugar and folded with oak-toasted walnuts.
- **Sizing & Customization:** Cake size, dimensions, and tier configurations are custom-tailored to each client's specific needs, preferences, and guest count. Please inquire for a personalized quote.
- **Minimum Order Quantity (MOQ):** 1 Whole Cake
- **Sales Tax Status:** **0% Sales Tax (Exempt)** as an unheated bakery item sold for off-premises consumption without utensils.

## 4. Delivery & Pickup Logistics (Billed at \$65.00/Hour Drive Rate — Total Amount Each Way)

| Service Tier                           | Order Requirement                        | Fee (Within 20-Min Radius)          | Extended Radius & Details                                                                                                                                          |
|----------------------------------------|------------------------------------------|-------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Local Pickup                           | 24 units min                             | Free                                | Available strictly by appointment based out of Newburgh, NY 12550. Exact pickup address is provided upon order confirmation.                                       |
| Standard Wholesale Delivery            | 48–72 Wholesale units                    | \$43.33 Flat Fee                    | Applies within a 20-minute radius (covers 20 mins each way at \$65.00/hr: \$21.67 outbound + \$21.67 return). Fresh bins are swapped for empty bins upon drop-off. |
| High-Volume Wholesale Delivery         | 96+ Wholesale units                      | Free                                | Delivery fees are waived for bulk vendor orders of 96+ units within the 20-minute radius.                                                                          |
| Corporate, Event & Whole Cake Delivery | 24+ Corporate/Event units or Whole Cakes | \$43.33 Flat Fee                    | Applies within a 20-minute radius (covers 20 mins each way at \$65.00/hr: \$21.67 outbound + \$21.67 return).                                                      |
| Extended Delivery Radius               | Beyond 20-minute radius                  | \$1.08 per Minute Driven (Each Way) | Billed at <b>+\$21.67 per additional 10 minutes of driving time each way</b> beyond the 20-minute base zone.                                                       |

## 5. Payment, Tax & Market Terms

- **Preferred Payment Methods:** ACH bank transfer, Zelle, cash, or business check.
- **Credit Card Dual Pricing (NY & NJ Compliant):** Standard listed prices reflect our cash/ACH/Zelle discount rate. Credit card payments are billed at the disclosed card rate reflecting our exact 2.9% processing fee (\$5.92/unit for Wholesale; \$10.29/unit for Corporate/Event orders; +2.9% on custom Whole Cake quotes).
- **Wholesale Tax Exemption:** Wholesale vendors must provide a completed Resale Certificate (**Form ST-120** in NY or **Form ST-3** in NJ) on or before the first delivery to qualify for tax-exempt billing.
- **Catering vs. Bulk Bakery Tax Rule:** Bulk pastry drops and whole cakes provided without utensils, napkins, plates, or setup are tax-exempt bakery items in NY and NJ. If an event requires servingware, utensils, beverages, or on-site setup, applicable state and local sales tax will be added to the entire invoice, including the delivery charge.
- **Market Fluctuation & Price Adjustment Notice:** All product prices, delivery logistics fees, and terms outlined in this guide are subject to change without advance notice. Pricing is dynamically adjusted based on regional market fluctuations in wholesale ingredient costs (dairy, flour, eggs, nuts), fuel prices, packaging materials, and vehicle operating expenses. Confirmed active orders are locked in at their quoted rate.