FAQS:
What designs are available?

- Monkey
- Pirate
- Panda
- Bear with Sunglasses
- Pig
- Parrot
- Alligator

STOCK DESIGNS

How can we customize our coconuts?

We can do:
1) An original carving design
   Timing: 30 days for a photo proof on front & back of coconut
   90 days for a physical sample in the U.S.

2) A custom front burned logo in Asia.
   Maximum 10 characters per section on the front

3) A logo burned on the back for 50¢ more per piece.
   These are made in Asia.

4) A custom logo stamped on the back domestically.
   There is a set-up fee of $184. Custom-stamped coconuts will
   take approximately 4 weeks to produce, after final artwork approval.

5) Note: Before doing the custom coconuts, we recommend
   the customer start with our stock coconuts to get started
   right away and get a sense of volume.

How do we best manage the freight cost?

Maximize freight value with full pallets,
420 pieces (35 cases of 12) on a full pallet
Ordering in full pallet quantities will optimize freight.

NON-STOCK DESIGNS

Non–stock items require a 420 piece
(full pallet) minimum per design.
Approximately 130 days for production
& delivery to the West Coast
Approximately 150 days to the East Coast
What marketing tools are available and recommended?

**Drink Menus** The most effective marketing tool is our drink menu. The coconuts can be incorporated into a full program with a drink menu. Other effective marketing tools include:

**Coconut Nets** These fishnets can be hung up behind the bar and are great for displaying and storing coconuts. Selling price is $27 each plus S&H.

**Large Display Coconut** This gigantic ceramic version of the coconut is a great conversation piece. Guests will want their picture taken with it. Selling price is $145 each plus S&H.

**Buttons** These are for the staff to wear. They show off the coconut. Selling price is 48¢ each plus S&H.

**Plastic Dollar Off Coupons** A reusable plastic coupon that can be handed out to guests at a front door, resort check-in, pool/beach towel pickup area or any number of places. Selling price is 55¢ each plus S&H.

What are some common concerns and effective replies?

**Concern:** Lead time for customized coconuts is approximately 6 months. It is best to use our stock coconuts while the custom pieces are in progress. This will also give you a better idea of the volume of the sales. (The stock coconuts also have a high perceived value, which is covered below).

**Concern:** They cannot be washed. Coconuts are designed to be sold with the drink and the guest takes it home with them.

**Concern:** They take up a lot of space. Utilizing the coconut net will allow you to have several out on display and they can be pulled from the net to serve. The insert cups are stackable and can be kept on the bar along with the straws.

What are some of the features of the coconut?

**Each coconut is a unique work of art** Hand carved from a real coconut so every one is unique.

**Natural insulator to keep drinks cold** The husk of the coconut insulates the drink in the insert cup, so it stays colder longer.

**Lid shields the drink from the sun** The coconut lid attached to the husk, covers the drink and has a hole for a straw, so the guest can drink from it with the lid on.

**High perceived value for your guests** Many people have never held a real coconut in their hands. The Coconut Monkey, as well as the other designs, have a high perceived value because of the uniqueness and the hand-crafted work of each piece.

**It’s also a coinbank** After the guest takes it home, they can display it in their home and use it as a coinbank. The lid has a slot for coins. This gives added value and long-term use. Since it has a high perceived value, it can be sold to guests at a higher price. This means more profit per beverage sale.

**A consistent serving each time** Every coconut is a different size because they are made from real coconuts. The insert cup is 16 ounces. So each drink serving is the same size, regardless of the size of the coconuts.