

have no peanuts or other nuts and are made on a smaller scale. Since there are no preservatives, cookies are frozen as soon as they cool after baking, and are shipped within a few days.

For comparison, a package of Christie Chunks Ahoy! containing 20 cookies (17.5 grams each) may retail for \$4.50, with a cost of 22.5 cents per cookie, or 1.3 cents per gram. A bulk case containing 96 of TC's small Chocolate Chip Delites (30 grams each) sells for \$29.25 wholesale, a cost

of 30 cents per cookie, or 1 cent per gram.

Schools then retail the cookies with marked-up prices. For example, they often buy the large, 50 gram, wrapped cookies from Terra Cotta at 57 cents each, and sell them to students at \$1 each. On a case of 48 large cookies, the school would make a profit of \$20.64.

A recent switch to generic packaging means that schools no longer have to pay the Harmonized Sales Tax (HST) on TC cookies.



Anne Farquhar operates the Kook-E-King cookie-making machine which presses out rows of dough onto trays for baking.

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