

Scent-Sations, Inc. Cost & Retail Analysis - USA

		Autoship		Associate		Vendor	
	MSRP	Wholesale	C.V.	Wholesale	C.V.	Wholesale	C.V.
9oz Jar Candles							
Single	\$13.95	\$7.95	\$7.95	\$10.34	\$10.34	\$8.35	\$8.35
6-Pack	\$83.70	\$47.70	\$47.70	\$62.04	\$62.04	\$50.10	\$50.10
16oz Jar Candles							
Single	\$19.95	\$10.95	\$10.95	\$14.25	\$14.25	\$11.50	\$11.50
6-Pack	\$119.70	\$65.70	\$65.70	\$85.50	\$85.50	\$69.00	\$69.00
Dozen	\$239.40	\$131.40	\$131.40	\$171.00	\$171.00	\$138.00	\$138.00
Potpourri Lids							
Single	\$23.95	\$12.45	\$12.45	\$16.20	\$16.20	\$13.07	\$13.07
Personalized Candles							
16oz Jar (12 minimum)	\$23.95	\$10.95	\$10.95	\$14.25	\$14.25	\$11.50	\$11.50
Custom Label Fee	.55@	.55@	.55@	.55@	.55@	.55@	.55@
One Time Label Design Fee	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95
9oz Jar (12 minimum)	\$15.95	\$7.95	\$7.95	\$10.34	\$10.34	\$8.35	\$8.35
Custom Label Fee	.55@	.55@	.55@	.55@	.55@	.55@	.55@
One Time Label Design Fee	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95
2.5oz Votives							
Single	\$3.00	\$1.50	\$1.00	\$1.95	\$1.00	\$1.58	\$1.00
6 Pack	\$18.00	\$6.25	\$6.25	\$8.33	\$8.33	\$6.56	\$6.56
26oz Jar Candles							
Single	\$25.95	\$14.95	\$14.95	\$19.45	\$19.45	\$15.70	\$15.70
6 Pack	\$155.70	\$89.70	\$89.70	\$116.70	\$116.70	\$94.20	\$94.20
Bella Bars							
Single	\$8.95	\$4.95	\$4.95	\$6.44	\$6.44	\$5.20	\$5.20
Dozen	\$107.40	\$55.80	\$55.80	\$72.60	\$72.60	\$58.56	\$58.56
Case	\$644.40	\$313.20	\$313.20	\$407.52	\$407.52	\$329.04	\$329.04
Bella Buns							
Single	\$8.95	\$5.25	\$5.25	\$6.83	\$6.83	\$5.51	\$5.51
Box(16)	\$143.20	\$60.00	\$60.00	\$78.00	\$78.00	\$63.00	\$63.00

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		Autoship		Associate		Store	
	MSRP	Wholesale	C.V.	Wholesale	C.V.	Wholesale	C.V.
Scent-Simmer w/out Bulb							
Single	\$17.95	\$6.95	\$6.95	\$9.05	\$9.05	\$7.30	\$7.30
Single (designer)	\$17.95	\$6.95	\$6.95	\$9.05	\$9.05	\$7.30	\$7.30
Painted Scent-Simmer							
Single	\$23.95	\$13.95	\$7.00	\$18.15	\$9.00	\$14.65	\$7.00
Plug-Ins							
Single	\$14.95	\$4.95	\$4.95	\$6.45	\$6.45	\$5.20	\$5.20
Single (snowman)	\$16.95	\$4.95	\$4.95	\$6.45	\$6.45	\$5.20	\$5.20
Signature Series							
Single	\$24.95	\$16.95	\$16.95	\$22.04	\$22.04	\$17.80	\$17.80
Four Pack	\$99.80	\$50.85	\$50.85	\$66.11	\$66.11	\$53.39	\$53.39
Spa Sations							
Single	\$19.95	\$12.95	\$12.95	\$16.84	\$16.84	\$13.60	\$13.60
Four Pack	\$79.80	\$38.85	\$38.85	\$50.51	\$50.51	\$40.79	\$40.79
Pope Francis							
16oz Jar	\$23.95	\$11.50	\$11.50	\$14.95	\$14.95	\$12.08	\$11.50
Signature Jar (Includes Vatican)	\$32.95	\$16.95	\$16.95	\$22.04	\$22.04	\$17.80	\$16.95
Dermal Renu							
Single	\$229.95	\$174.00	\$174.00	\$200.10	\$200.10	\$182.70	\$182.70
4 Pack Special	\$919.80	\$559.95	\$559.95	\$727.95	\$727.95	\$587.95	\$587.95
Smooth Reveal	\$23.00	\$20.00	\$20.00	\$23.00	\$23.00	\$21.00	\$21.00
Clean Start	\$30.00	\$27.25	\$27.25	\$31.35	\$31.35	\$28.61	\$28.61
Sunshield	\$30.00	\$22.00	\$22.00	\$25.30	\$25.30	\$23.10	\$23.10
Dayshield	\$70.00	\$63.50	\$63.50	\$70.00	\$70.00	\$66.68	\$66.68
Night Restore	\$77.00	\$69.50	\$69.50	\$77.00	\$77.00	\$72.98	\$72.98
MSRP = Manufacturers Suggested Retail Price				All votives are ordered by a box of six of the same scent.			
C.V. = Commissionable Volume				All prices are based on MSRP and do not include specials.			
				Rev 10/31/16			