Sc	Scent-Sations, Inc. Cost & Retail Analysis - USA Page 1								
		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		

				Retail Analysis - USA			Page 2
		Autoship		Associate		Vendor	
	MSRP	Wholesale	C.V.	Wholesale	C.V.	Wholesale	C.V.
Bella Bakery	¢40.05	<u>Ф</u> 44.ОГ	<u>Ф11 ОГ</u>		<u>Ф45 54</u>	<u> </u>	<u> Ф40 Г</u>
Single Pie	\$19.95	\$11.95	\$11.95	\$15.54	\$15.54	\$12.55	\$12.5
Designer Series Orchard Line	\$15.95	¢9.05	\$8.95	\$11.64	\$11.64	\$9.40	\$9.40
	· ·	\$8.95	•		•	· · · ·	
Orchard Line – 1 of each	\$49.95	\$26.85	\$26.85	\$34.92	\$34.92	\$28.19	\$28.19
Wine Line		<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>
Single	\$19.95	\$12.95	\$12.95	\$16.84	\$16.84	\$13.60	\$13.60
1 of each	\$59.95	\$38.85	\$38.85	\$50.52	\$50.52	\$40.79	\$40.79
Limited							
Holiday Jar	\$21.95	\$13.95	\$13.95	\$18.15	\$18.15	\$14.65	\$14.6
Foaming Hand Wash							
Single	\$8.95	\$6.25	\$6.25	\$8.12	\$8.12	\$6.56	\$6.56
33oz Refill	\$29.95	\$18.95	\$18.95	\$24.64	\$24.64	\$19.90	\$19.90
Bella Balm							
Single	\$13.95	\$6.95	\$6.95	\$9.04	\$9.04	\$7.30	\$7.30
Car Air Fresheners							
Single	\$2.95	\$2.25	\$2.25	\$2.38	\$2.38	\$2.36	\$2.36
Dozen	\$35.40	\$22.40	\$22.40	\$28.60	\$28.60	\$23.56	\$23.56
Mia Melts							
Single	\$11.95	\$5.95	\$5.95	\$7.74	\$7.74	\$6.25	\$6.25
Designer Melts							
Single	\$11.95	\$5.95	\$5.95	\$7.74	\$7.74	\$6.25	\$6.25
Winter Melts							
Single	\$7.95	\$3.95	\$3.95	\$5.14	\$5.14	\$4.15	\$4.15
Scent-Simmer Pot w/ bulb							
Single	\$17.95	\$6.95	\$6.95	\$9.05	\$9.05	\$7.30	\$7.30
Single (marble)	\$17.95	\$6.95	\$6.95	\$9.05	\$9.05	\$7.30	\$7.30

Sc	ent-Sati	ons, Inc. C	Cost & F	Retail Analy	ysis - USA		Page 3
		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 orde	All votives are ordered by a box of six of the same scent.		
<b>C.V.</b> = Commissionable Volume				All prices are based on MSRP and do not include specials.			cials.
				Rev 10/31/16			