

Scent-Sations, Inc. Cost & Retail Analysis

	S.R.P	AUTO		Assoc.	
		Wholesale	C.V.	Wholesale	C.V.
9oz Jar Candles					
Single	\$13.95	\$7.95	\$7.95	\$10.34	\$10.34
6-Pack	\$83.70	\$47.70	\$47.70	\$62.04	\$62.04
16oz. Jar Candles					
Single	\$19.95	\$10.95	\$10.95	\$14.25	\$14.25
6-Pack	\$119.70	\$65.70	\$65.70	\$85.50	\$85.50
Dozen	\$239.40	\$131.40	\$131.40	\$171.00	\$171.00
Candle for the Cure					
Single	\$22.95	\$13.50	\$4.75	\$17.55	\$6.50
Personalized Candles					
Wedding Candles	\$26.95	\$20.95	\$10.95	\$20.95	\$10.95
2.5oz Votives					
6 Pack	\$18.00	\$6.25	\$6.25	\$8.33	\$8.33
26oz. Jar Candles					
Single	\$25.95	\$14.95	\$14.95	\$19.45	\$19.45
6 Pack	\$155.70	\$89.70	\$89.70	\$116.70	\$116.70
Bella Bars					
Single	\$6.95	\$4.55	\$4.55	\$5.92	\$5.92
Dozen	\$83.40	\$51.00	\$51.00	\$66.30	\$66.30
Case	\$500.40	\$277.20	\$277.20	\$360.36	\$360.36
Bella Buns					
Single	\$8.95	\$5.25	\$5.25	\$6.83	\$6.83
Box(16)	\$143.20	\$60.00	\$60.00	\$78.00	\$78.00
Bella Bakery					
Single Pie	\$19.95	\$11.95	\$11.95	\$15.54	\$15.54
Dozen Pies	\$239.40	\$131.45	\$131.45	\$170.94	\$170.94
Designer Series					
Orchard Line	\$15.95	\$8.95	\$8.95	\$11.64	\$11.64
Orchard Line – 1 of each	\$49.95	\$26.85	\$26.85	\$34.92	\$34.92
Wine Line					
Single	\$19.95	\$12.95	\$12.95	\$16.84	\$16.84
1 of each	\$59.95	\$38.85	\$38.85	\$50.52	\$50.52
Limited					
Holiday Jar	\$21.95	\$13.95	\$13.95	\$18.15	\$18.15
Foaming Hand Wash					
Single	\$8.95	\$6.25	\$6.25	\$8.12	\$8.12
33oz Refill	\$29.95	\$18.95	\$18.95	\$24.64	\$24.64
Dozen Singles	\$107.40	\$71.40	\$71.40	\$92.82	\$92.82
Bella Balm					
Single	\$13.95	\$6.95	\$6.95	\$9.04	\$9.04
Car Air Fresheners					
Single	\$2.95	\$2.25	\$2.25	\$2.38	\$2.38
Dozen	\$35.40	\$22.40	\$22.40	\$28.60	\$28.60

Mia Melts					
Single	\$11.95	\$5.95	\$5.95	\$7.74	\$7.74
Designer Melts					
Single	\$13.95	\$7.95	\$7.95	\$10.34	\$10.34
Scent-Simmer Pot w/bulb					
Single	\$18.95	\$11.95	\$11.95	\$15.55	\$15.55
Single (marble)	\$23.95	\$13.95	\$13.95	\$18.14	\$18.14
Scent-Simmer W/O Bulb					
Single	\$19.95	\$11.95	\$11.95	\$15.54	\$15.54
Single (designer)	\$23.95	\$13.95	\$13.95	\$18.14	\$18.14
Plug-Ins					
Single	\$14.95	\$8.95	\$8.95	\$11.64	\$11.64
Single (snowman)	\$16.95	\$10.95	\$10.95	\$14.24	\$14.24
Signature Series					
Single	\$24.95	\$16.95	\$16.95	\$22.04	\$22.04
Four Pack	\$99.80	\$50.85	\$50.85	\$66.11	\$66.11
Spa Sations					
Single	\$19.95	\$12.95	\$12.95	\$16.84	\$16.84
Four Pack	\$79.80	\$38.85	\$38.85	\$50.51	\$50.51
Dermal Renu					
Single	\$259.95	\$215.00	\$215.00	\$225.00	\$225.00
4 Pack Special	\$1,039.80	\$750.00	\$750.00	\$780.00	\$780.00
Smooth Reveal	\$47.50	\$34.50	\$34.50	\$36.00	\$36.00
Clean Start	\$50.15	\$37.20	\$37.20	\$39.00	\$39.00
Sunshield	\$55.35	\$41.00	\$41.00	\$43.00	\$43.00
Dayshield	\$109.15	\$80.90	\$80.90	\$84.25	\$84.25
Night Restore	\$119.75	\$88.75	\$88.75	\$92.30	\$92.30
Mia Bella Beauty					
Angled Soft Focus Brush	\$11.95	\$9.05	\$9.05	\$10.41	\$10.41
EyeLiner	\$11.95	\$8.40	\$8.40	\$9.66	\$9.66
Eye Shadow	\$13.95	\$9.75	\$9.75	\$11.70	\$11.70
Lipstick	\$12.95	\$8.95	\$8.95	\$10.74	\$10.74
Lip Gloss	\$12.95	\$8.95	\$8.95	\$10.74	\$10.74
Loose Powder Fnd.	\$21.95	\$15.35	\$15.35	\$18.42	\$18.42
Bronzer	\$21.95	\$15.35	\$15.35	\$18.42	\$18.42
Finisher	\$21.95	\$15.35	\$15.35	\$18.42	\$18.42
Pressed Powder Fnd.	\$18.95	\$13.26	\$13.26	\$17.24	\$17.24
Blush	\$17.95	\$12.55	\$12.55	\$15.06	\$15.06
Mascara	\$13.95	\$9.75	\$9.75	\$11.70	\$11.70
Eye Shadow Brush	\$18.00	\$15.00	\$15.00	\$18.00	\$18.00
Loose Powder Brush	\$21.95	\$15.35	\$15.35	\$18.42	\$18.42
Large Kabuki Brush	\$25.00	\$17.50	\$17.50	\$21.00	\$21.00
Travel Brush Collection	\$59.95	\$41.95	\$41.95	\$50.34	\$50.34

Rev 10/25/2011

S.R.P. = Suggested Retail Price

C.V. = Commissionable Volume

All votives are ordered by a box of six of the same scent.

All prices are based on retail and do not include specials.