

Scent-Sations, Inc. Cost & Retail Analysis

		AUTO PRICE		Associate Price	
	S.R.P	Wholesale	C.V.	Wholesale	C.V.
16oz. Jar Candles					
Single	\$18.95	\$9.50	\$4.75	\$13.00	\$6.50
6-Pack	\$113.70	\$57.00	\$28.50	\$78.00	\$39.00
Dozen	\$227.40	\$114.00	\$57.00	\$156.00	\$78.00
Candle for the Cure					
Single	\$22.95	\$13.50	\$4.75	\$17.55	\$6.50
2.5oz Votives					
Dozen	\$36.00	\$12.00	\$6.00	\$16.00	\$8.00
6 Pack	\$18.00	\$6.25	\$3.00	\$8.33	\$3.25
26oz. Jar Candles					
Single	\$24.95	\$13.95	\$6.97	\$18.14	\$9.07
6 Pack	\$149.70	\$83.70	\$41.82	\$108.84	\$54.42
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	\$5.25
Box(16)	\$143.20	\$60.00	\$60.00	\$78.00	\$78.00
Bella Bakery					
Single Pie	\$19.95	\$11.95	\$5.97	\$15.54	\$7.77
Dozen Pies	\$239.40	\$131.45	\$65.72	\$170.94	\$85.47
Designer Series					
Holiday Jar	\$21.95	\$13.95	\$6.97	\$18.15	\$9.07
Foaming Hand Wash					
Single	\$8.95	\$6.25	\$4.06	\$8.12	\$5.27
Dozen	\$107.40	\$71.40	\$46.41	\$92.82	\$60.33
Bella Balm					
Single	\$13.95	\$6.95	\$5.21	\$9.04	\$6.78
Car Air Fresheners					
Single	\$2.95	\$2.25	\$1.68	\$2.38	\$1.68
Dozen	\$35.40	\$22.40	\$16.56	\$28.60	\$22.76
Mia Melts					
Single	\$9.95	\$3.95	\$2.96	\$5.10	\$3.83
Scent-Simmer Pot					
Single	\$18.95	\$11.95	\$8.95	\$15.55	\$11.66
Signature Series					
Single	\$24.95	\$16.95	\$8.48	\$22.04	\$11.02
Four Pack	\$99.80	\$50.85	\$25.44	\$66.11	\$33.05
Spa Sations					
Single	\$19.95	\$12.95	\$6.47	\$16.84	\$8.42
Four Pack	\$79.80	\$38.85	\$19.41	\$50.51	\$25.23
Mia Bella Beauty					

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 10/21/09

S.R.P. = Suggested Retail Price

C.V. = Commissionable Volume

Note: All 16oz Jar Candles are ordered by the case (dozen), 6 pack or 2 pack and can be mixed scents.

All 26oz Jar Candles are ordered by either a 6 pack or 2 pack and can be mixed scents. (Not available in all scents

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