

Scent-Sations, Inc. Cost & Retail Analysis

	S.R.P	COTM Price		Associate Price	
		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
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
Bella Bars					
Single	\$5.95	\$4.00	\$4.00	\$5.25	\$5.25
Dozen	\$71.40	\$45.00	\$45.00	\$57.00	\$57.00
Case	\$428.40	\$234.00	\$234.00	\$306.00	\$306.00
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
Bella Hand Wash					
Single	\$8.95	\$6.25	\$4.06	\$8.12	\$5.27
Dozen	\$107.40	\$63.00	\$41.16	\$81.90	\$60.06
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

S.R.P. = Suggested Retail Price

C.V. = Commissionable Volume

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

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