



Candle Supply, Inc.

"The Candlemakers Superstore!"

# May 2004 Newsletter!

Volume 6, Issue 5

May 5, 2004 (5am cst)

WEBSITE:

[www.candlesupply.com](http://www.candlesupply.com)

Call Toll Free:

1-877-MELT WAX

## Bonus Scent of the Month:

**Almond**

Buy 4 lbs. of any regular priced fragrance, and get 1 lb of the bonus scent for only **\$ 8.00!**

## SAVER SAMPLERS!

### The Dozen Deal: 12 for \$20.00!

Pick 12 different 1 oz. scents of your choice! A perfect way to try our new scents, or some old ones too!

*\*Limit 2 oz. ea. scent per customer please.*

### Half Dozen Deal:

Buy five different 1 oz. scents and get a 6th one **FREE!**

*\*Not applicable to sale priced scents.*

### FREE Sniffies!

Every order over \$100 gets a free 1/2 oz scent sample of your choice!



### Don't Forget

You must mention the newsletter specials when ordering to receive the sale price!

## ★ NEW PRODUCTS:

~ 16 oz. Jelly Jar/Pint Mason Jars! These do not come with lids, so you can choose your own lids! **CALL**

~ New Closeout Fragrances!  
Apple Blossom, Apricot Vanilla, Brandied Apples, Cherry Plum, Chocolate Brownie, Cinnamon Vanilla, Citrus Musk, Evergreen, Fresh Linen, Grapefruit, Honeydew, Orange Creamsicle, Spiced Apple.

~ 3 New HTP Wicks!  
We now have HTP93, HTP126, and HTP1312!

## ★ COMING SOON...

~ Astorlite 101 Wax!  
~ Astorlite 123 Wax!

~ Crushed Ginger FO!  
Just like real fresh ginger!  
Great mixer, body safe!

## ★ NOTES:

Don't forget to look for us at the Illinois Candle Gathering on May 22<sup>nd</sup>! Check the gathering site at [www.ilcandlemakersgathering.com](http://www.ilcandlemakersgathering.com) for our special offers for attendees! All of our BCN & BCS fragrances will be on display, so come sniff away!

## ★ SALE ITEMS:

### May Flowers Sale!

This month, get 1 oz. samples for only \$1.00 of these "flower" scents:

Apple Blossom, Carnation, Freesia, Gardenia, Heather, Honeysuckle, Hyacinth, Jasmine, Lavender, Lilac, Lily of the Valley, Magnolia, Orchid, Plumeria, Victorian Rose.

(sales end at midnight central 5/31)  
**Must mention newsletter specials!**



## TIP OF THE MONTH:

An easy way to share your scents with customers without having to carry around bulky and breakable glass samples. I use 1/4 oz white double wall lip pots which have proven to work great for samples of each candle scent. I label each pot with the scent using the return address labels and place them in a nice napkin lined basket. These make a great presentation of your variety of scents. I currently have over 85 scents and they all fit nicely in one basket and are very lightweight. I allow many customers to take the basket home for a couple of days and I must say I think these have helped increase my sales tremendously. My customers love being able to smell the scents and order from the catalog which I send along with each sample basket in the comfort of their home. Works great when a friend or family member helps you sell at their workplace or to their friends, too. They pick up a basket, catalogues and take the orders. You give them free candles for their efforts and your sales increase!

Thanks Brenda in Ohio!  
**You've won \$25 in BC Bucks!**

## CONTESTS:

Customer of the Month!  
All online orders of \$50 or more are automatically entered each month to **win \$10 in BC Bucks!**

### This Month's Winner:

**Delores Dibrindisi**

Do you have a "Tip of the Month" to share?  
Send it in to us at [Tips@candlesupply.com](mailto:Tips@candlesupply.com) and you could **Win \$25 in BC Bucks!**



## NOTES:

**Don't forget...  
Mother's Day is  
May 9th! Mom's  
love Candles!**

As always, we appreciate your patronage and look forward to being of service to you!

**Doneen & Rich  
& The BC Crew!**

*All sales & specials published in this issue are good until date of the next published newsletter issue unless otherwise noted.*

Bitter Creek..... Finding New Ways to Serve You Better!