

"The Candlemakers Superstore!

ctober 2002 Newsletter!

Volume 4. Issue 10

October 1, 2002

1-877-MELT WAX Don't Forget...

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

WEBSITE:

www.candlesupply.com Call Toll Free:

Do you have a "Tip of the Month" to share? Send it in to us at Tips@candlesupply.com and you could win \$25 in BC Bucks!

We love to hear your suggestions on new scents and products! Looking for a product we don't have? Use our product suggestion form & let us know!

Try our website search to find what you need

Track your order online from our website!

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.

INSIDE THIS ISSUE:

- BONUS SCENT!
- SALE ITEMS!
- **NEW SCENTS!**
- **NEW PRODUCTS!**
- COMING SOON!
- COMPANY NEWS!
- WEBSITE NEWS!
- TIP OF THE MONTH!

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

*Limit 1 oz. ea. scent

per customer please.

More for your \$:

Remember, buy

five different 1 oz.

or 2 oz. scents and

get a 6th scent of

the same size

FREE!

*Not applicable to sale

priced scents.

HaPPY

Halloween!

Don't forget to

stock up on plenty

Reminder:

scents, or some

old ones too!

* NEW SCENTS: IN STOCK NOW:

~ Lemon Pucker - A fresh. tart lemon with lots of zing! Great in Soy & safe for Bath & Body Products too!

Bonus Scent of the Month:

Fresh Baked Bread

Buy 4 lbs. of any regular priced

fragrance, and get 1 lb of the

bonus scent for only \$8.00!

* NEW PRODUCTS:

- ~ Silk Rose Petals! 🚥 8 gorgeous colors in stock, plus green rose leaves! Complete instructions for making Soap Petals are on our site!
- ~ Birch Cones are here!

- Great in Soy & Bath & Body!
- ~ Antiqued Tin Candle Pans! 4 popular sizes coming soon: Votive, Oval, Cake & 3 wick! These scalloped edge pans look adorable with some of our rosehips for primitive fixins!
- ~ Stuffed Teddy Bears! HOT!

*SALE ITEMS:

~ Cobalt Blue Glasses!

Our closeout 8 oz. blue glasses are beautiful for fall and winter! Get a dozen FREE with any order of \$100 or more this month!!

These look great in potpourri blends or just by themselves!

💢 COMING SOON...

- ~ New Fragrance Coming Soon: Sweet Grass!
- You need these little guys to make the ever popular Wax Dipped Bears! Full instructions will be added to our site for making these adorable critters!

of extra Fall and Christmas scents during busy season! We try to keep

plenty in stock but they do sell out fast so order ahead!

COMPANY NEWS:

We apologize for the delay on our Suspending Shower Gel. There was a problem with our last shipment, but our manufacturer is working on it and should have it resolved soon. Thank you for your patience!

* WEBSITE NEWS: **Customer of the Month:**

Melissa Hollingsworth

Congrats & enjoy your BC Bucks!

TIP OF THE MONTH: Creative Marketing -

With all the competition in candle products these days, the only way to get ahead is to be unique! We started setting trends in creative and unique fragrance names back in 1998 and soon others started to follow in our footsteps. Why? Because our ideas were a success! You can apply the same ideas to your business! Think about renaming your fragrances instead of using the same old names... try being different. Here's an example: Take a fragrance like "A Northwoods Christmas" and think of a new name for it... how bout "Winter Nights" or maybe "Winter Solstice"! Pour a pure white candle in our cobalt blue glass tumblers, and tie a metallic silver ribbon around the glass. You could even get some silver charms like snowflakes to hang from the ribbon for a classy "Votivo" kind of look! Sprinkle a tiny bit of glitter on the tops of the candles, and viola! A new product with pizzazz! When you put your mind to it, you can dream up some really creative and innovative packaging ideas, fragrance names and blends, to make your business stand out above the rest!