



- New Account (Dealer Application Required)
- Reorder
- Show Order

**FALL | HOLIDAY 2020**

1.877.7VOTIVO | 1.877.786.8486 | FAX: 864.585.6147

TEXT CUSTOMER SERVICE 864.633.3341

www.votivo.com

Payment Type:

- Master Card
- Discover
- Visa
- Net 30
- American Express
- Payment by Company Check

Credit Card # \_\_\_\_\_

Security Code \_\_\_\_\_ Ex. Date \_\_\_\_\_

Signature \_\_\_\_\_

Order Date \_\_\_\_\_ PO# \_\_\_\_\_

Ship Date \_\_\_\_\_ Cancel Date \_\_\_\_\_

Ship To \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Territory Manager \_\_\_\_\_

Bill To \_\_\_\_\_

Street \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Contact \_\_\_\_\_



















Email \_\_\_\_\_

		AROMATIC CANDLES				REED DIFFUSER		AUTO	
		MUST ORDER IN MULTIPLES OF 6 MAY ASSORT FRAGRANCES		MUST ORDER IN MULTIPLES OF 12 MAY ASSORT FRAGRANCES		PREPACK OF 6	MUST ORDER IN MULTIPLES OF 6 MAY ASSORT FRAGRANCES		PREPACK OF 6
		LARGE GLASS CANDLE	GLASS CANDLE	GLASS CANDLE *TESTER*	TRAVEL TIN	NEW! JAR CANDLE	REED DIFFUSER	REED DIFFUSER *TESTER*	AUTO FRAGRANCE
		\$25.00	\$14.00	\$7.00	\$6.00	\$6.00	\$22.00	\$11.00	\$5.00
		LG		T	TR	AB	R	RT	AF
Black Ginger®	VT35								
Champaca™	VT42								
Clean Crisp White®	VT19								
Desert Cactus™	VT510								
Forgotten Sage®	VT44								
Grey Vetiver™	VT45								
Honeysuckle™	VT68								
Island Grapefruit™	VT60								
Juniper Rain™ NEW!	VT514								
Moroccan Fig®	VT41								
Peony Blush™	VT512								
Pink Mimosa™	VT16								
Red Currant®	VT96								
Rush of Rose™	VT55								
Saint Germain Lavender®	VT03								
Smoked Wood & Amber™	VT62								
Spiced Chai™	VT85								
Sumatra Lemongrass®	VT04								
Teak®	VT37								
Tuscan Olive®	VT53								
Venetian Leather™	VT511								
White Ocean Sands®	VT58								
TOTAL UNITS									
TOTAL CASES									
PRICE PER CASE		\$150.00	\$168.00	\$7.00	\$72.00	\$36.00	\$132.00	\$11.00	\$30.00
TOTAL →									

**PLEASE NOTE :** Product case packs vary by category. Reference category headings to determine if items are available in an assortment of 6, 12 or prepacks of a single fragrance.

**PAGE 1 TOTAL \$** \_\_\_\_\_ **ORDER TOTAL \$** \_\_\_\_\_

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RED CURRANT COLLECTION (DUST COVER UPDATE FOR ALL STYLES)		ITEMS PER CASE	PRICE PER CASE	PRICE PER ITEM	TOTAL CASES	TOTAL COST
	<b>BEADED BLUSH</b> 8.1oz (65 hours)	96FF123	6	\$84.00	\$14.00	
	<b>BRUSHED SLATE</b> 10.2oz (80 hours)	96FF126	4	\$56.00	\$14.00	
	<b>CALICO LACE</b> 7.8oz (70 hours)	96FF128	6	\$72.00	\$12.00	
	<b>COSMIC GLEAM</b> 6.5oz (50 hours)	96FF125	4	\$48.00	\$12.00	
	<b>EBONY ECHO</b> 11.1oz (75 hours)	96FF130	4	\$60.00	\$15.00	
	<b>GOLDEN ALLURE</b> 22.9oz (95 hours)	96FF121	4	\$80.00	\$20.00	
	<b>GOLD ONYX</b> 11oz (80 hours)	96FF119	6	\$90.00	\$15.00	
	<b>HAMMERED STONE</b> 15.5oz (50 hours)	96FF114	4	\$72.00	\$18.00	
	<b>PETITE PEDESTAL</b> 7oz (60 hours)	96FF124	6	\$72.00	\$12.00	
	<b>POLISHED CHIC</b> 6.9oz (55 hours)	96FF122	6	\$72.00	\$12.00	
	<b>POSH PRISM</b> 4oz (35 hours)	96FF127	6	\$48.00	\$8.00	
	<b>RADIANT TWILIGHT</b> 22oz (90 hours)	96FF110	4	\$80.00	\$20.00	
	<b>RED OPULENCE</b> 16.2oz (70 hours)	96FF117	4	\$76.00	\$19.00	
	<b>STUDED GLAMOUR</b> 7.9oz (60 hours)	96FF113	6	\$84.00	\$14.00	
	<b>TIMBERED GEM</b> 11oz (75 hours)	96FF120	4	\$64.00	\$16.00	
	<b>TIMELESS TORTOISE</b> 10.2oz (70 hours)	96FF129	6	\$90.00	\$15.00	
	<b>WIRED IRIDESCENCE</b> 13.7oz (110 hours)	96FF118	4	\$68.00	\$17.00	
	<b>LIQUID SOAP</b> 12fl.oz	96LSP	4	\$44.00	\$11.00	
<b>TOTAL →</b>						

### NOTES

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HOLIDAY COLLECTION SHIPS JUNE 1ST - DECEMBER 15TH		HOLIDAY CANDLES				REED DIFFUSER	
		PREPACK OF 4		PREPACK OF 6	PREPACK OF 4	PREPACK OF 4	
		HOLIDAY CANDLE	HOLIDAY CANDLE *TESTER*	HOLIDAY VOTIVE	NEW! HOLIDAY THREE WICK	REED DIFFUSER	REED DIFFUSER *TESTER*
	\$17.50	\$8.75	\$6.50	\$30.00	\$17.50	\$8.75	
	H	HT	HV	H3W	HR	HRT	
Christmas Sage™	VT78						
Icy Blue Pine™	VT82						
Joie de Noel™	VT77						
Red Currant*	VT96						
Spiced Tobacco™ NEW!	VT513						
<b>TOTAL UNITS</b>							
<b>TOTAL CASES</b>							
<b>PRICE PER CASE</b>		\$70.00	\$8.75	\$39.00	\$120.00	\$70.00	
<b>TOTAL →</b>						\$8.75	

DISPLAYS & SIGNAGE		PRICE PER ITEM	TOTAL UNITS	TOTAL COSTS
Auto Fragrance Display	VT8004	\$25.00		
Votivo Dome (3 Pack)	VT8007	\$20.00		
Votivo Small Logo Sign	VTSIGN006	\$15.00		
<b>TOTAL →</b>				

PAGE 2 TOTAL \$ \_\_\_\_\_

ORDER TOTAL \$ \_\_\_\_\_

PLEASE REFERENCE VOTIVO CATALOG FOR:

**ORDER TERMS & CONDITIONS**

# VOTIVO®

## ORDER TERMS & CONDITIONS

**MINIMUMS:** Opening Order: \$500 Reorders: \$150

**AUTHORIZED DEALERSHIP:** In order to maintain authorized dealership status, retailers must maintain a minimum annual purchase of \$1000.00 or more.

**ACCOUNT STATUS:** Accounts can be closed at any time at the sole discretion of the corporate office, with or without cause. ALL accounts will be closed after 18 months of inactivity. Once an account is closed, to re-establish an account all retailers must go through the new accounts approval process: completed dealer application, updated state tax certificate, and a minimum opening order will be required.

**PAYMENT OPTIONS:** Net 30 terms are available with approved credit. Credit limits are based on credit history and/or Credit References. Orders processed with approved terms must be paid with a company check (credit cards will not be accepted). Prepayment options include Visa, Mastercard, Discover, American Express, and company check. NO C.O.D orders are accepted.

**EXTENDED PAYMENT OPTIONS:** Existing Net 30 customers who purchase over \$2500 in previous year and also dealers who surpass \$2500 shipped in current year (\$2500 per "ship to" location) are eligible for consideration for Net 60 terms once per quarter, max 4 times per year. Net 60 is pending approval based on payment history. Note on Order: Net 60.

**FREIGHT ALLOWANCE PROGRAM:** Invoice must be paid within terms to earn freight allowances. Program includes displays. If a retailer chooses freight collect, our freight allowance will not apply. Freight allowance for a single shipments/single invoices to a single location is given as follows:

\$700 - \$999 5% of merchandise amount // Over \$1000 qualifies for 100% freight incentive

(Except direct to Alaska and Hawaii, over \$1500, 10% of merchandise amount)

**FREIGHT CAP:** Freight capped at 15% of the merchandise total. Freight incentives apply. The freight cap will not apply to orders shipped outside the continental US and/or expedited orders (Next Day, 2nd Day, etc).

**SHIPMENTS:** Unless otherwise directed, VOTIVO will always automatically shop for the least expensive rate, ship accordingly, and pass the savings on to you. F.O.B. Spartanburg, SC. VOTIVO preferred carriers include FedEx Ground, USPS, and truckline carriers.

**RETURN POLICY:** Returns are subject to the following conditions: a) Claims must be made within 10 days after receipt of shipped goods. b) Return Authorization "RA" number must be acquired from a Customer Relations Representative by calling 1.877.786.8486. c) "RA" number must be printed in bold on the carton and shipment sent back to Spartanburg, South Carolina. d) No returns will be accepted without authorization of VOTIVO Customer Relations. Based on circumstances of return, a restocking fee may apply.

**REFUSED AND UNDELIVERED ORDER:** All refused or undelivered orders will incur a 15% restocking fee.

**MINIMUM ADVERTISED PRICING POLICY (MAPP):** All products are to be sold at a Minimum Advertised Pricing Policy that is at least 100% markup from the current listed wholesale pricing. Promotions up to 15% are allowed but only periodic, varied in nature and for a duration of no more than 7 days. Testers are intended for In-Store Use only and may not be sold or included as part of any promotional offers to customers including a gift with purchase. Sample items offered to dealers for the express purpose of consumer giveaways and any products that have been discontinued by the manufacture are excluded from this policy.

**Wholesale shipments to US based retailers are strictly licensed and authorized for resale ONLY within the United States and as authorized according to the terms of the VOTIVO Authorized Dealer Policies. International shipments from US based retailers and sales efforts through third party websites (as defined in Section A4) are strictly prohibited as a violation of Authorized Dealer Policies, including, but not limited to, Sections A.1 and A.2 and thereof regarding VOTIVO intellectual property rights. Violation of Authorized Dealer Policies, and of this policy in particular, subjects an offending Authorized Dealer to potential immediate termination for cause, pursuant to Section D of Authorized Dealer Policies.**

Votivo's Dealer Policies may be found in the Dealer Section at [www.Votivo.com](http://www.Votivo.com)

This order is subject to approval by the corporate office in South Carolina.

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It is the corporate policy of VOTIVO to actively pursue remedies for violations of any trademark, trade dress, copyright, and patent rights.

951 SOUTH PINE STREET - SUITE 135 - SPARTANBURG, SOUTH CAROLINA 29302 - 1.877.7VOTIVO (877.786.8486) - FAX 864.585.6147 - WWW.VOTIVO.COM

### 6 FRAGRANCE AROMATIC - WITH DOMES

24 Candles / 4 of each fragrance / \$14.00 each.....\$336.00  
24 Travel Tins / 4 of each fragrance / \$6.00 each.....\$144.00  
2 Cases of Votivo Aromatic Candle Domes / \$20.00 each.....\$40.00  
Aromatic Candle Tester / In each fragrance.....\$42.00

**TOTAL \$562.00**

### 5 FRAGRANCE AROMATIC - AUTO FRAGRANCE

10 Cases of Auto Fragrance / 2 cases of each fragrance / \$30.00 each..\$300.00  
1 All in One Auto Fragrance Display.....FREE

**TOTAL \$300.00**

### 6 FRAGRANCE AROMATIC - NO DOMES

24 Candles / 4 of each fragrance / \$14.00 each.....\$336.00  
24 Travel Tins / 4 of each fragrance / \$6.00 each.....\$144.00  
Aromatic Candle Tester / In each fragrance.....\$42.00

**TOTAL \$522.00**

### 3 FRAGRANCE HOLIDAY

12 Holiday Candles / 4 of each fragrance / \$17.50 each.....\$210.00  
18 Votives / 6 of each fragrance / \$6.50 each.....\$117.00  
12 Holiday Reed Diffusers / 4 of each fragrance / \$17.50 each.....\$210.00  
3 Holiday Candle Testers / 1 of each fragrance .....\$26.25  
3 Holiday Reed Diffuser Testers / 1 of each fragrance.....\$26.25

**TOTAL \$589.50**

### FEATURE FRAGRANCE PACKAGE

12 Aromatic Candles / \$14.00 each.....\$168.00  
4 Aromatic Candle Testers.....\$28.00  
6 Aromatic Reed Diffusers / \$22.00 each.....\$132.00  
2 Aromatic Reed Diffuser Testers.....\$22.00  
12 Aromatic Travel Tins / \$6.00 each.....\$72.00

**TOTAL \$422.00**

### 3 FRAGRANCE HOLIDAY - VIP PACKAGE

36 Holiday Candles / 12 of each fragrance / \$17.50 each.....\$630.00  
36 Votives / 12 of each fragrance / \$6.50 each.....\$234.00  
12 Holiday Reed Diffusers / 4 of each fragrance / \$17.50 each.....\$210.00  
9 Holiday Candle Testers / 3 of each fragrance.....\$78.75  
3 Holiday Reed Diffuser Testers / 1 of each fragrance.....\$26.25

**TOTAL \$1,179.00 (100% FREIGHT INCENTIVE)**