

PRICINGGUIDE

Effective 3/1/2002-8/31/2002



quixtar.com

P R O D U C T
HOW TO ORDER
P R I C I N G G U I D E

quixtar.com

You must be registered with Quixtar to use the QUIXTAR® site.

**After log-in, select "Shop/Order" to shop the site.
As you shop, items may be added to your shopping cart.**

Use the multiline form if you know the SKUs of the items you want to order.

To order by phone

1-800-253-6500

TDD 1-800-548-3878

Information you'll need

- | | | | |
|---|---|---|---|
| 1 | Your IBO number. | 4 | The street address where the order should be shipped. (No rural route or P.O. boxes, please.) |
| 2 | How you'll pay for your order – credit/debit card or electronic bank draft? | 5 | Stock number and quantity of items you want to order. |
| 3 | Who receives the PV/BV? (If other than yourself, provide the IBO number as the volume IBO.) | | |

Paying for your order

Debit/Credit Card: Visa, MasterCard, or Discover/Novus.†

Electronic Bank Draft: Electronically withdraws funds from your bank account. You must be authorized by your upline Platinum to use personal checks, and have a signed SA-1680 (Electronic Bank Draft/Payment Authorization Form) on file.

†Trademarks: Visa (Visa International Service Association, Foster City, Calif.); MasterCard (MasterCard International Inc., Purchase, N.Y.); Discover/Novus (Discover and Novus, Novus Credit Services, Inc., Riverwoods, Ill.).

For e-mail assistance

e-mail to:

order.support@quixtar.com

How to Use the *Product Pricing Guide* as a stand-alone Business Resource, with the QUIXTAR® site, or with your *Choices Catalog*.

- ◆ Remember, it is no longer necessary to use different stock numbers to order individual or case quantities of the same product. The products will be ordered only as a “selling unit.” Some selling units offer case quantity discounts. Refer to page 4, Case Discount Pricing, for further explanation. We are using the term “Selling Unit” to indicate pricing for a single product or the smallest quantity available.
- ◆ To find specific product prices you can:
 - Refer to the Brand Name, Category, and Generic Index on pages 7 and 8. Look for the type of product or Brand Name in the alphabetized listing.
 - If you know the stock number for the product, refer to the Stock Number Index in the back of the *Product Pricing Guide* to locate the page on which pricing for that stock number appears.
 - Refer to the Cross Reference Listing on page 6. The product groups listed here correspond to the organization of your *Choices Catalog*. Beneath each grouping you will be referred to the corresponding pages in the new *Choices Catalog* and in this SA-13 *Product Pricing Guide*.
 - Flip through the pricing pages. The pricing information is presented by generic product categories that are arranged alphabetically. These “blue bar” generic categories are also highlighted in blue in the Brand Name, Category, and Generic Index on pages 7 and 8.
- ◆ To find CDs, Literature, and Videos about a Product
 - Refer to the section containing the product (in the blue area).
 - Product Sales Aids, found in the blue shaded areas at the end of appropriate categories, are indicated with a case quantity of 1. The number of items in a package is indicated in the description.
- ◆ To find non-product CDs, Literature, Videos, Forms, and Publications
 - Refer to the section “Items to Support Your Business” in the back portion of this *Product Pricing Guide*.

Please note:

All products that are **new** to this Product Pricing Guide are indicated with an “**N**” at the beginning of the product description.

All products that have pricing changes from last printing in this Product Pricing Guide are indicated with a “b” footnote symbol.

See page 4 for information on ordering quantity and discount pricing.



Save yourself time,
money, and even a few paper cuts.

Check out the online *Product Pricing Guide*.

Did you know that you can get all the info here – SKUs, IBO cost, suggested retail pricing, case pricing, PV/BV, and more – online?

Or do a search for more than 1,400 SKUs, and get instant results?

Think of the time you'll save! Not to mention the page flipping!

You can also download a PDF of the online *Pricing Guide* for future searches. Try it today. You may never go back to paper!

quixtar.com > office > business info > product price guides



How to download the PDF

Windows users:

1. Right-click on the link.
2. Select “Save target as” and choose a location on your computer.
3. Click save.

Mac users:

Drag the link to your desktop.

How to Calculate Delivery Charges

We've simplified ordering by creating one standard process for calculating all product delivery charges. Follow the steps below and refer to the chart for the rate that's applicable to your order value and the method of delivery you prefer: standard, ground express, or premium delivery. *Note: All jewelry prices from this catalog include delivery. Jewelry does not apply to the total order value when calculating your delivery charges.* When you call in your order, the Customer Service Representative will gladly give you the total order value and the delivery charge for your order. Keep in mind, preset delivery charges for specific items, as indicated in the item description, are added separately. For example, your order totals \$60 for two items, both without preset delivery charges, but you are also buying an item with a preset delivery charge of \$3. For standard delivery, your delivery charge would be \$5.50 plus the \$3 preset = \$8.50 total.

Value-based Delivery Charges*

Order Total without Presets ¹	Standard delivery for Choices items (2-5 business days) ²	Ground Express for SFM/Hot Buys (3-5 business days) ³	Delivery Outside the Contiguous U.S. ⁴
\$0 to \$80	\$ 5.50	\$ 7.20	\$ 8.20
\$80.01 to \$120	\$ 5.70	\$ 8.20	\$ 9.20
\$120.01 to \$140	\$ 6.80	\$ 9.20	\$10.20
\$140.01 to \$160	\$ 7.80	\$10.20	\$11.20
\$160.01 to \$180	\$ 8.80	\$11.20	\$12.20
\$180.01 to \$200	\$ 9.80	\$12.20	\$13.20
\$200.01 to \$300	\$13.20	\$17.20	\$18.20
\$300.01 to \$400	\$15.20	\$19.20	\$22.20
\$400.01 to \$500	\$18.20	\$22.20	\$26.20
\$500.01 to \$749.99	\$20.20	\$26.20	\$30.20
\$750 or more	FREE	\$30.20	FREE

¹**PRESET DELIVERY CHARGES:** Some items, especially those that are heavy or oversized, have a preset delivery charge that will be indicated on the QUIXTAR® Web site and catalog product pages. Exclude the purchase amount for those items when calculating your total order amount for delivery. For deliveries outside the contiguous U.S., you must also multiply any preset delivery charge amount by 1.5.

²**STANDARD DELIVERY:** Orders from the Choices Catalog and the Health, Self, Home, and Options products available on quixtar.com will arrive in 2-5 days from your scheduled ship date. STORE FOR MORE™ orders have a Standard Delivery time of 3-10 days, unless otherwise specified.

³**GROUND EXPRESS DELIVERY:** Ships next business day; delivery in 3-5 business days. Use Ground Express delivery for Choices Catalog items that you want shipped before your scheduled ship day or for STORE FOR MORE and Hot Buy items. Ground Express is not available for truck-shipped items.

⁴**OUTSIDE THE U.S.:** Delivery outside the contiguous U.S. includes delivery charges to Alaska, Hawaii, Puerto Rico, the U.S. Virgin Islands, and the Pacific Rim Islands. Ground Express and Premium Delivery are not available outside the contiguous 48 states.

PREMIUM DELIVERY: 2nd day delivery is available in the continental U.S. on orders weighing 30 lbs. or less. The charge will be the Standard Delivery charge PLUS a flat fee of \$19.95.

MORE DELIVERY INFORMATION: For more information on delivery charges and shipping, visit quixtar.com > View Cart > Help, or call Business Information Services at 616-787-7828.

SALES TAX: Some jurisdictions include delivery charges when calculating sales tax. See page 5 for state and local tax information.

*Delivery charges are subject to change without notice.

ADDITIONAL INFORMATION FOR ALL IBOS

IBO Registration

Register IBOs at quixtar.com or with the Registration Pack (AD-2101Q). Payment of \$112 at registration includes the \$37 for QUIXTAR® Business Services Support and product catalogs, membership in the Independent Business Owners Association International, Independent Business Owners Benefits Association (IBOBA) liability insurance, and the optional Product Intro Pack (E-9745) and IBO Publications *ACHIEVE*® Magazine and *THE LOOP*™ Newsletter (SA-2333).

Case Discount Pricing

Many products are available with case discount pricing. Items offering a case discount have pricing shown on the right side of the page under the column "Save when you buy a case." If you want a full case (and the case discount), order the quantity indicated under the column "Case Quantity." We will automatically apply appropriate price discounts when the number of selling units ordered matches (or is a multiple of) the number of units in a case. If pricing is shown in the selling unit column only, a case discount does not apply.

Refer to the product description to determine how much product you will receive. For example: on page 10, MINT CONDITION® Car Wash Concentrate (E-745). If you want one, order a quantity of 1. If you want a case, order quantity of 12. If you order a quantity of 13, you will receive a case of 12 and the case discount pricing on those, and one more at the selling unit pricing.

If you are buying a case and then selling the units from that case at your cost to your downline or to a customer, a calculated unit cost is provided for your convenience.

Advance Order

Some items that are not yet ready to ship can be ordered in advance of their availability. *THE LOOP* Newsletter, the 1st Dibs Pack, and What's New on the QUIXTAR site will advise you about products on advance order.

Ditto Delivery

DITTO DELIVERY™ service is an agreement to automatically deliver products found in the *Choices* catalog and select products from *Products for Your Business* catalog based on a customer-determined shipping schedule. Delivery can be made to IBO, Member, or Client addresses (see Offshore exception below). Payment is by Visa, MasterCard, or Discover/Novus[†] debit/credit card.

End-of-the Month Orders

On the last business day of the month, all mail-in orders received by 5 p.m. or electronic or phone orders received by midnight (ET) will be counted toward that month's PV/BV. Orders received after that time will be credited to the new month. Refer to *THE LOOP* Newsletter for End-of-the Month ordering dates.

Returns

Use the Service Return Form (SA-112Q), or, from the QUIXTAR site, click on Customer Service > About My Order > Returns/Exchanges.

Defective, Damaged, Not as ordered (previously O, S, & D)

Call Customer Service at 1-800-950-7732. Monday–Friday 8:30–6 p.m. and Saturday 8:30–5p.m.

[†]Trademarks: Visa (Visa International Service Association, Foster City, Calif.); MasterCard (MasterCard International Inc., Purchase, N.Y.);

Discover/Novus (Discover and Novus, Novus Credit Services, Inc., Riverwoods, Ill.).

State and Local Taxes

The Corporation pre-collects the applicable sales tax at the tax rate for the ZIP code of the first ship-to address. The rates below are the state rate only. Additional local taxes may be applicable in the states in **bold** type. State and local taxes can be viewed from the QUIXTAR site. Click on Office/Business Info/Tax Info.

Alabama	4%	Illinois	6.25%	Montana	0%	Rhode Island	7%
Alaska	*	Indiana	5%	Nebraska	5%	South Carolina	5%
Arizona	5.6%	Iowa	5%	Nevada	4.25%	South Dakota	4%
Arkansas	5.125%	Kansas	4.9%	New Hampshire	0%	Tennessee	6%
California	6%	Kentucky	6%	New Jersey	6%	Texas	6.25%
Colorado	2.9%	Louisiana	4%	New Mexico	5%	Utah	4.75%
Connecticut	6%	Maine	5%	New York	4%	Vermont	5%
Delaware	0%	Maryland	5%	North Carolina	4.5%	Virginia	4.5%
Dist. of Columbia	5.75%	Massachusetts	5%	North Dakota	5%	Washington	6.5%
Florida	6%	Michigan	6%	Ohio	5%	West Virginia	6%
Georgia	4%	Minnesota	6%	Oklahoma	4.5%	Wisconsin	5%
Hawaii	4%	Mississippi	7%	Oregon	0%	Wyoming	4%
Idaho	5%	Missouri	4.225%	Pennsylvania	6%		

*Alaska has no state sales tax, however, many counties and cities do have a sales tax. It is the responsibility of each Alaskan IBO to collect and remit the sales tax due.

There is no sales tax on orders delivered to AK, DE, MT, NH, and OR.

Sales tax is charged on the total merchandise on deliveries to AZ, ID, IL, MA, MD, MO, MN, NJ, OH, OK, UT, VA, and WY.

Sales tax is charged on the total merchandise plus delivery charges on deliveries to AL, AR, CA, CO, CT, DC, FL, GA, HI, IN, IA, KS, KY, LA, ME, MI, MS, NE, NV, NM, NY, NC, ND, PA, RI, SC, SD, TN, TX, VT, WA, WV, and WI.

MORE ADDITIONAL INFORMATION FOR OFFSHORE IBOS

There is no longer a separate *Product Pricing Guide* for Offshore IBOs. Please refer to page 4, How to Calculate Delivery Charges, for additional Offshore information.

Quixtar and the "IMC" business methods model is available in the U.S., Canada, Puerto Rico, U.S. Virgin Islands, Guam, and the Pacific Islands of America Samoa: Federal States of Micronesia, Marshall, Northern Marianna, Palau, and Wake.

Dominican Republic and Haiti (independent affiliates)

Please contact Business Information Services (616-787-7828) for additional information.

Puerto Rico

Orders for delivery within PR can be placed on a daily basis and will be delivered within three business days. Delivery orders may also be placed by phone to Customer Service (1-800-253-6500) and electronically.

The Puerto Rico Service Center includes a Product Selection Center. Service Center Authorized IBOs and Members can select their own core-line products and purchase with credit or debit cards. The hours of operation for the Product Selection Center are Tuesday–Friday 8:30 a.m. to 4:30 p.m., Saturday 12 to 5:30 p.m.

U.S. Virgin Islands

Orders ship weekly from the Puerto Rico Service Center.

U.S. Trust Territories (of the Pacific Rim)

You may place orders with the Pacific Islands Service Center by fax using a credit card, or by mail using a certified check, money order, or credit card (unless bank draft authorized). Orders will be shipped to addresses serviced by the U.S. Post Office only. First Class mail service will be used for most shipments. Fourth Class will be used for freight shipments sent by ship, where required.

Caribbean and Atlantic Islands (excluding Puerto Rico, Virgin Islands, Dominican Republic, and Haiti)

Products are not shipped to these islands. For information, call Business Information Services.

Guam

Products in this *Product Pricing Guide* ship weekly from the Pacific Islands Service Center. Refer to page 2 for ordering guidelines.

Choices Catalog and Product Pricing Guide CROSS REFERENCE LISTING

To use this index, find the product grouping you are looking for and then the category. The pages for both *Choices Catalog* and the *Product Pricing Guide* are listed beside each category.

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Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Agricultural Products												
E-9079	All Purpose Spray Adjuvant, 2.5 gal <i>Wetting agent used with liquid fertilizers. Biodegradable.</i>	av	18.45	48.35	43.55	53.60	1					23%
	APSA-80® All Purpose Spray Adjuvant											
E-9268	Concentrate, 2.5 gal <i>Concentrated wetting agent for use with liquid fertilizers.</i>	av	28.60	74.90	63.55	80.10	1					26%
E-9267	Concentrate, Drum, 30 gal	av	271.45	711.15	654.30	759.00	1					16%
E-4120	Defoamer, 1 L <i>Eliminates excessive foaming in farm spray equipment.</i>	av	8.20	21.20	17.65	22.55	12	98.40	254.40	205.80	270.60	31%
								Calculated Unit Cost:		17.15		
Air Fresheners												
Z-6672	Air Freshener, Citrus, 3.5 oz		1.30	2.61	5.55	5.99	6	7.80	15.66	31.32	35.94	14%
								Calculated Unit Cost:		5.22		
Z-6673	Air Freshener, Country Fresh, 3.5 oz		1.30	2.61	5.55	5.99	6	7.80	15.66	31.32	35.94	14%
								Calculated Unit Cost:		5.22		
Z-6671	Air Freshener, Vanilla, 3.5 oz		1.30	2.61	5.55	5.99	6	7.80	15.66	31.32	35.94	14%
								Calculated Unit Cost:		5.22		
J-0852	Smells Begone® Citrus Odor Eliminating Spray, two 12 oz bottles		3.32	6.65	18.00	19.99	1					11%
X-1321	Smells Begone® Odor Eliminating Spray, two 12 oz bottles		3.32	6.65	18.00	19.99	1					11%
X-0823	Smells Begone® Solid, three 14 oz		4.99	9.99	27.00	29.99	1					11%
Air Treatment												
Advanced Air Treatment System												
E-2526	Complete system		272.15	713.00	713.00	815.05	1					14%
E-2527	Replacement Carbon Filter (Filter 1)		22.95	59.15	59.25	74.10	1					25%
E-2528	Replacement Particulate Filter (Filter 2)		38.50	99.40	99.40	124.30	1					25%
Heating and Air Conditioning Filters												
E-4721	Furnace Filter 12x24, 2 pk	u	15.60	40.25	36.75	46.00	1					25%
E-4720	Furnace Filter 14x20, 2 pk	u	15.60	40.25	36.75	46.00	1					25%
E-4719	Furnace Filter 14x25, 2 pk	u	15.60	40.25	36.75	46.00	1					25%
E-4715	Furnace Filter 16x20, 2 pk	u	15.60	40.25	36.75	46.00	1					25%
E-4716	Furnace Filter 16x25, 2 pk	u	15.60	40.25	36.75	46.00	1					25%
E-4718	Furnace Filter 20x20, 2 pk	u	15.60	40.25	36.75	46.00	1					25%
E-4717	Furnace Filter 20x25, 2 pk	u	15.60	40.25	36.75	46.00	1					25%
E-4722	Furnace Filter 20x30, 2 pk	u	15.60	40.25	36.75	46.00	1					25%
PUREFLOW® Air Treatment System II												
E-1793	Carbon Filter Panel (Filter 1)		24.55	64.35	66.70	86.80	1					30%
AL-677	Filter Retainer Bracket Bar		0.20	0.50	1.65	1.65	1					0%
E-1794	HEPA/Carbon Filter (Filter 2)		31.80	83.35	85.55	111.25	1					30%

a Commercial product. MSDSs and additional information can be obtained by calling 1-800-992-6929, ext. 5.
 u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.
 v Not available from Puerto Rico and Pacific Islands Service Center.

N Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Stock No.							Qty.	Footnote	BV	IBO Cost		
Literature												
SA-2189	Advanced Air Treatment Brochure, 10 per package						1		0.00	10.50		

Automotive

Car Care

E-8194	FREEDOM® Fuel Additive, 12 oz		4.85	12.70	10.60	13.95	12	58.20	152.40	121.80	167.40	37%
								Calculated Unit Cost:	10.15			
	MINT CONDITION®											
E-745	Car Wash Concentrate, 1 L		2.90	7.65	6.60	8.90	12	34.80	91.80	73.20	106.80	45%
								Calculated Unit Cost:	6.10			
E-9114	Gel Bug & Tar Remover, 11.5 oz		3.15	8.30	6.65	8.85	12	37.80	99.60	74.40	106.20	42%
								Calculated Unit Cost:	6.20			
E-8967	SILICONE GLAZE® Auto Polish, 16.9 fl oz		4.80	12.45	9.65	13.65	12	57.60	149.40	110.40	163.80	48%
								Calculated Unit Cost:	9.20			
E-777	Trim & Tire Protectant, 8 fl oz		2.65	6.95	6.25	7.70	12	31.80	83.40	70.20	92.40	31%
								Calculated Unit Cost:	5.85			
E-1820	WONDER MIST® Silicone Lubricant and Corrosion Inhibitor, 8.3 oz		2.80	7.30	6.10	8.20	12	33.60	87.60	67.80	98.40	45%
								Calculated Unit Cost:	5.65			

Baby Products

	Baby Food, Healthy Times™ <i>Specify flavor number when ordering</i>											
C-0931	🌀Organic Fruit, 24 four oz containers <i>01 Country Apple; 02 Juicy Golden Pears; 03 Orchard Fruit Peekaboo; 04 Tropical Fruit Medley; 05 Sun-Sweet Strawberry/Kiwi; 06 Peach, Banana, Muesli; 07 Cabana Banana.</i>		3.16	6.33	17.48	18.99	1					8%
C-1051	🌀Vegetables, 24 four oz containers <i>01 Garden Fresh Carrots; 02 Baby Sweet Peas; 03 Butternut Squash; 04 Sweet Potatoes; 05 Harvest Time Vegetable Dinner; 06 Little Veggie Stew; 07 Farmhouse Country Vegetable.</i>		3.16	6.33	17.48	18.99	1					8%
C-0930	🌀Whole Grain Cereal, six 8 oz containers <i>01 Brown Rice; 02 Oatmeal with Banana; 03 Barley.</i>		2.49	4.99	13.80	14.99	1					8%
Z-6362	🌀Baby Lotion, Kozy Kids™, 9 oz, 6 pk		1.99	3.99	11.04	11.99	1					8%
Z-6360	🌀Baby Powder, Kozy Kids™, 15 oz, 4 pk		1.99	3.99	11.04	11.99	1					8%
Z-6355	🌀Baby Shampoo, Kozy Kids™, 15 oz, 4 pk		1.99	3.99	11.04	11.99	1					8%
Z-6361	🌀Baby Wash, Kozy Kids™, 9 oz, 6 pk		1.99	3.99	11.04	11.99	1					8%
	Baby Wipes, Kozy Kids™											
X-0270	Baby Wipes <i>80 count Dispenser plus five 80 ct refills.</i>		3.66	7.33	19.80	21.99	1					11%
X-3289	Baby Wipes, Premium <i>80 count Dispenser plus four 80 ct refills.</i>		3.66	7.33	19.80	21.99	1					11%
Z-3920	Baby Wipes, Toddler <i>Dispenser (filled with 50) plus four 50 ct refills.</i>		2.99	5.99	16.20	17.99	1					11%

🌀 Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Diapers, Earthpure Degradable												
X-8766	Extra Large, two 30 ct bags	ou	3.66	7.33	20.24	21.99	1					8%
X-8769	Large, two 34 ct bags	ou	3.66	7.33	20.24	21.99	1					8%
X-8768	Medium, two 38 ct bags	ou	3.66	7.33	20.24	21.99	1					8%
Diapers, Kozy Kids™												
X-1345	Extra Extra Large, four 18 ct	s	4.99	9.99	27.60	29.99	1					8%
X-1343	Ⓞ Extra Large, four 22 ct	s	4.99	9.99	27.60	29.99	1					8%
X-1341	Ⓞ Large, four 24 ct	s	4.99	9.99	27.60	29.99	1					8%
X-1340	Medium, four 28 ct	s	4.99	9.99	27.60	29.99	1					8%
X-1330	Ⓞ Small, four 40 ct	s	4.99	9.99	27.60	29.99	1					8%
Kozy Kids™ Infant Formula												
Z-2373	Powdered Infant Formula, six 1 lb cans	u	9.99	19.99	57.00	59.99	1					5%
Z-5545	Soy Infant Formula, six 1 lb cans	u	9.99	19.99	57.00	59.99	1					5%
Kozy Kids™ Training Pants												
Z-4234	Large, four 11 ct bags	o	3.99	7.99	22.08	23.99	1					8%
Z-4228	Medium, four 13 ct bags	o	3.99	7.99	22.08	23.99	1					8%

Batteries

Kodak® Batteries												
Z-2911	9-Volt Alkaline, 6 ct		2.33	4.66	12.60	13.99	1					11%
Z-3792	AA Alkaline, 24 ct		2.83	5.66	15.30	16.99	1					11%
Z-0202	AA Alkaline, 48 ct		4.99	9.99	27.00	29.99	1					11%
Z-4754	AAA Alkaline, 24 ct		2.83	5.66	15.30	16.99	1					11%
Z-4763	C Alkaline, 12 ct		2.33	4.66	12.60	13.99	1					11%
Z-5145	D Alkaline, 12 ct		2.33	4.66	12.60	13.99	1					11%

Beverages

ACTIVE 8® Beverage Crystals												
E-9973	Regular, Concord Grape Flavor, four 3.5 oz pouches		3.45	8.85	8.15	9.95	6	20.70	53.10	46.20	59.70	29%
E-9971	Regular, Tangerine/Orange Flavor, four 3.38 oz pouches		3.40	8.85	8.15	9.95	6	20.40	53.10	46.20	59.70	29%
E-9919	Sugar Free Fruit Punch Flavor, three .58 oz pouches		4.25	10.95	9.80	12.15	4	17.00	43.80	37.40	48.60	30%
ACTIVE 8® FRUIT SQUEEZE®												
E-9507	Apple Flavor Juice Drink, 27 boxes, 8.45 fl oz each		7.65	20.25	25.20	30.60	1					21%
E-9518	Fruit Punch Flavor Juice Drink, 27 boxes, 8.45 fl oz each		7.65	20.25	25.20	30.60	1					21%
E-2275	Grape Flavor Juice Drink, 27 boxes, 8.45 fl oz each		7.65	20.25	25.20	30.60	1					21%

o Please add \$2.75 delivery charge per item to the suggested retail price or IBO cost.
 s Please add \$5.50 delivery charge per item to the suggested retail price or IBO cost.
 u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

Ⓞ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
E-9506	Orange Flavor Juice Drink, 27 boxes, 8.45 fl oz each		7.65	20.25	25.20	30.60	1					21%
Z-5510	Apple Cranberry Concentrate, 12 pack, 11.5 fl oz		3.32	6.65	18.40	19.99	1					8%
Z-3106	Apple Juice Concentrate, Citrus Valley®, twenty-seven 8 oz pkgs <i>Each yields one quart.</i>	u	6.65	13.33	36.80	39.99	1					8%
Z-1831	Berry Concentrate, 12 pack, 11.5 fl oz	u	3.32	6.65	18.40	19.99	1					8%
Z-2242	Chocolate Milk, 44 ct, 4 fl oz		3.66	7.33	20.24	21.99	1					8%
Z-2466	Citrus Squeeze Juice, 24 ct, 8 fl oz	u	3.16	6.33	17.29	18.99	1					10%
	CRITIC'S CHOICE®											
Z-7175	Assorted Drink Mixes, CRITIC'S CHOICE®, 9 ct	u	4.49	8.99	24.84	26.99	1					8%
Z-1555	☉ Drink, Citrus, eighteen 11 oz		3.32	6.65	18.00	19.99	1					11%
Z-2100	Fat Free Vanilla Rice Drink, 6 ct, 32 fl oz	u	3.60	7.20	14.40	15.99	1					11%
Z-5365	Fruit Juice, Orange/Cranberry, 24 ct, 11.5 fl oz	u	4.16	8.33	23.00	24.99	1					8%
Z-1540	☉ Fruit Punch Juice Box, twenty-seven 8.45 oz		2.49	4.99	13.50	14.99	1					11%
Z-1774	Hansens® Smoothie, 24 ct <i>Four natural fruit juice blends.</i>		4.16	8.33	23.00	24.99	1					8%
E-2677	HARVEST 12™ 100% Vegetable Juice, 27 ct, 8 fl oz single serve boxes		12.15	31.50	31.05	39.15	1					25%
Z-4752	Juice Variety, 44 ct <i>16 orange, 16 fruit punch & 12 apple. 4.23 oz boxes.</i>	u	3.66	7.33	20.24	21.99	1					8%
Z-6231	Lemonade Mix, Crystal Light®, 96 packets	u	4.99	9.99	27.60	29.99	1					8%
X-7331	Mott's In a Minute Grape, 12 cans, 11.5 oz	u	3.32	6.65	18.40	19.99	1					8%
E-9974	NUTRILITE® Acerola Cherry Drink Mix, four 3.14 oz packets		4.25	10.95	9.80	12.15	4	17.00	43.80	37.40	48.60	29%
								Calculated Unit Cost:		9.35		
Z-1554	☉ Orange Carrot Drink, eighteen 11 oz		3.32	6.65	18.00	19.99	1					11%
Z-1539	☉ Orange Juice Box, Fruit Blasters, twenty-seven 8.45 oz		2.49	4.99	13.50	14.99	1					11%
Z-3095	Orange Juice Concentrate, Citrus Valley®, twenty-seven 8.45 oz pkgs <i>Each yields one quart.</i>	u	6.65	13.33	36.80	39.99	1					8%
Z-3938	Orange Juice, 6 ct, 32 fl oz	v	2.49	4.99	13.80	14.99	1					8%
E-9623	POSITRIM® Drink Mix, Dutch Cocoa Flavor, bulk packaging, 4.5 lbs <i>6 count</i>	a	102.90	265.50	213.90	278.40	1					30%
E-9248	POSITRIM® Drink Mix, Dutch Cocoa Flavor, fourteen 1.5 oz pouches		8.00	20.70	17.75	22.50	6	48.00	124.20	103.50	135.00	30%
								Calculated Unit Cost:		17.25		
J-1031	Soy Beverage, Plain, six 32 oz pkgs	u	4.27	8.55	17.10	17.99	1					5%
Z-3888	Soy Beverage, Vanilla, 6 ct, 32 fl oz		4.27	8.55	17.10	17.99	1					5%
	STRIVE® Sports Drink											
E-2763	Citrus-flavored drink mix, six 1.4 fl oz pouches		3.00	7.70	7.80	8.85	6	18.00	46.20	44.10	53.10	20%
								Calculated Unit Cost:		7.35		
E-5002	Wild Red® Cherry Flavor Drink Mix, six 1.4 fl oz pouches		3.00	7.70	7.80	8.85	6	18.00	46.20	44.10	53.10	20%
								Calculated Unit Cost:		7.35		

a Commercial product. MSDSs and additional information can be obtained by calling 1-800-992-6929, ext. 5.
 u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.
 v Not available from Puerto Rico and Pacific Islands Service Center.

☉ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Z-1524	☉Tea, Hansen's Green, 24 ct, 10.14 oz		3.32	6.65	18.00	19.99	1					11%
Z-1531	☉Tea, Hansen's Lemon, 24 ct, 10.14 oz		3.32	6.65	18.00	19.99	1					11%
Z-4339	V-8® Splash, 24 ct, 6.75 fl oz	v	3.16	6.33	17.48	18.99	1					8%
Z-1535	☉West Soy Singles 12 ct		1.99	3.99	10.80	11.99	1					11%
60-0001	☉Whey Protein Shake, Chocolate Fudge Flavor <i>Ready-to-drink, twelve 11 oz shakes.</i>		12.45	24.90	24.90	29.29	1					17%
60-0002	☉Whey Protein Shake, Strawberries and Cream Flavor <i>Ready-to-drink, twelve 11 oz shakes.</i>		12.45	24.90	24.90	29.29	1					17%
Z-3105	White Milk, 44 ct, 4 fl oz	u	3.66	7.33	20.24	21.99	1					8%

Body Care

BODY SERIES®												
E-2170	4-in-1 Family Bar Soap, six 5.3 oz bars <i>Cleanse, moisturize, deodorize and help eliminate bacteria with one soap bar.</i>		3.75	9.65	9.80	11.70	12	45.00	115.80	111.60	140.40	25%
									Calculated Unit Cost:	9.30		
E-2171	Antibacterial Liquid Hand Soap, 8.45 fl oz <i>Use to eliminate more than 90% of germs and bacteria.</i>		1.75	4.60	4.70	5.35	12	21.00	55.20	51.00	64.20	25%
									Calculated Unit Cost:	4.25		
AD-1668	Bath Sponge, 2/bag <i>2 count</i>		1.40	3.70	7.65	7.65	1					0%
E-2179	Deodorant/Anti-perspirant Pump, 3.38 fl oz <i>Long-lasting odor and wetness protection.</i>		1.15	3.05	3.40	3.85	12	13.80	36.60	36.00	46.20	27%
									Calculated Unit Cost:	3.00		
E-2178	Deodorant/Anti-perspirant Roll-On, 3.38 fl oz <i>Long-lasting odor and wetness protection.</i>		1.35	3.50	3.85	4.35	24	32.40	84.00	82.80	104.40	25%
									Calculated Unit Cost:	3.45		
E-2166	Deodorant/Anti-perspirant Stick, 2.64 oz <i>Long-lasting odor and wetness protection.</i>		1.70	4.40	4.60	5.25	12	20.40	52.80	50.40	63.00	25%
									Calculated Unit Cost:	4.20		
E-2181	Glycerine & Honey Complexion Bar, three 3 oz bars <i>A gentle cleanser that contains two conditioners, a mild alternative for teen and sensitive skin.</i>		3.30	8.55	7.10	9.70	12	39.60	102.60	79.80	116.40	45%
									Calculated Unit Cost:	6.65		
E-2175	Hand & Body Lotion, 13.4 fl oz <i>Intensive daily moisturizer with SPF 8.</i>		3.50	9.00	9.10	10.85	12	42.00	108.00	103.80	130.20	25%
									Calculated Unit Cost:	8.65		
E-2162	Refreshing Body Wash, 13.5 fl oz <i>Use to moisturize, cleanse and help control odor.</i>		2.15	5.65	5.65	6.55	12	25.80	67.80	62.40	78.60	25%
									Calculated Unit Cost:	5.20		
E-2164	Refreshing Body Wash, 33.8 fl oz		4.70	12.30	11.70	14.00	6	28.20	73.80	67.20	84.00	25%
									Calculated Unit Cost:	11.20		
E-2173	Rich Foaming Bath, 13.5 fl oz <i>Dermatologically and allergy-tested.</i>		2.20	5.70	5.95	6.90	12	26.40	68.40	66.00	82.80	25%
									Calculated Unit Cost:	5.50		
E-5600	Travel Trio, three 3.38 fl oz <i>Includes BODY SERIES® Refreshing Body Wash, Hand & Body Lotion and SATINIQUE® Daily Balance 2 in 1 shampoo.</i>		5.45	14.05	13.90	16.85	6	32.70	84.30	80.70	101.10	25%
									Calculated Unit Cost:	13.45		
NATURE SHOWER®												
E-9797	Hand & Body Lotion, 11.4 fl oz <i>Moisturizer enriched with aloe and protein.</i>		1.75	4.65	4.75	5.50	12	21.00	55.80	51.60	66.00	27%
									Calculated Unit Cost:	4.30		
AD-868	Hand & Body Lotion, Pump for 11.4 fl oz		0.20	0.55	1.30	1.30	1					0%
AD-6668	Hand & Body Lotion, Travel Size, 2 fl oz each <i>12 count</i>		4.20	10.80	24.60	24.60	1					0%

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Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Camera Film and Film Processing												
X-7339	100 ISO, Kodak®, 24 exposure, 8 pk		4.49	8.99	24.30	26.99	1					11%
Color Film												
X-2200	200 ISO, Kodak Gold®, 24 exposures, 4 pk		2.58	5.16	13.95	15.49	1					11%
X-5402	400 ISO, Kodak Max®, 24 exposures, 4 pk		2.91	5.83	15.75	17.49	1					11%
Photo Mailers												
X-7332	24-27 Prints-Double, 4 pk		6.65	13.33	36.00	39.99	1					11%
X-7334	24-27 Prints-Single, 4 pk		4.99	9.99	27.00	29.99	1					11%

Catalogs

All items here can be ordered one month before their effective date, and will be shipped when printing is completed.

Please also note that the BUSINESS TO BUSINESS SOLUTIONS® Catalog can be found, along with other Business to Business support materials, on page 64.

Stock No.	Description	Qty.	Footnote	BV	IBO Cost
Literature					
SA-2317	Choices Catalog, 2 pk <i>196-page full-color catalog depicts nearly all products exclusive to you. Price code gives IBO cost, PV/BV, and case information. Shows Suggested Retail. Also see J-2899 for new Choices Gift Album.</i>	1		0.00	3.75
SA-1787	PERSONAL ACCENTS™ Catalog <i>A dazzling collection of beautiful jewelry and designer fragrances. 40 pages, full color. Effective Aug. 1 through Aug. 31 of following year. Includes 10 Catalogs and 10 Customer Service information fliers.</i>	1		0.00	8.99
STORE FOR MORE™ Catalogs					
SA-2243	Fall-Winter <i>An in-home shopping mall with great brand names. Effective Aug. 1 through Feb. 28 of the following year.</i>	1		0.00	5.00
SA-2205	Fall-Winter, 3 pk <i>Fall-Winter, four 3 pks</i>	1		0.00	12.00
SA-2508	Fall-Winter, four 3 pks <i>Holiday, 3 pk</i>	1		0.00	36.00
SA-2217	Holiday, 3 pk <i>Effective Sept. 15 through Jan. 31 of the following year</i>	1		0.00	7.50
SA-2510	Holiday, Four 3 pks <i>Spring-Summer, 3 pk</i>	1		0.00	22.50
SA-2259	Spring-Summer, 3 pk <i>Spring-Summer</i>	1	b	0.00	12.00
SA-2260	Spring-Summer <i>An expanded selection of brand-name merchandise. Includes fashion, home furnishings, seasonal, electronics, essentials, and more. Effective each year, Feb. 1 through Aug. 31.</i>	1		0.00	5.00
SA-2475	Spring-Summer, four 3 pks <i>Spring-Summer, four 3 pks</i>	1		0.00	36.00

Cleaners and Disinfectants

Z-5467	Dust Control Spray, four 17 oz cans		4.35	8.70	17.40	19.99	1					15%
Z-5468	Furniture Polish Spray, four 17 oz cans		4.35	8.70	17.40	19.99	1					15%

b Indicates Pricing and/or PV/BV change.

Ⓜ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Bathroom Cleaners												
	L.O.C.™ Plus											
E-6661	Bathroom Cleaner Combo Pack <i>Includes 16.9 oz Bathroom Cleaner and spray bottle.</i>		1.85	4.85	7.35	7.95	1					7%
E-3854	Bathroom Cleaner, 16.9 oz <i>Use to remove tough lime-scale buildup.</i>		1.60	4.20	4.50	5.10	20	32.00	84.00	81.00	102.00	25%
E-6662	Daily Shower Cleaner Combo Pack <i>Includes 16.9 oz Daily Shower Cleaner and spray bottle.</i>	b	1.65	4.30	6.80	7.25	1					6%
E-8757	Daily Shower Cleaner, 16.9 oz <i>Spray daily to help prevent soap scum buildup and mildew stains.</i>		1.40	3.65	3.95	4.40	20	28.00	73.00	70.00	88.00	25%
EE-222	PURSUE® Toilet Bowl Cleaner, 24 fl oz <i>Helps remove rust and hard-water mineral stains.</i>		1.45	3.75	4.10	4.50	12	17.40	45.00	43.20	54.00	25%
J-0693	Septic Tank Aids, MEADOWBROOK®, six 12 tablet tubes		21.75	43.51	45.00	49.99	1					11%
X-8700	Toilet Bowl Gel, Apple, six 7 oz pks	u	4.16	8.33	21.75	24.99	1					15%
X-8100	Toilet Bowl Gel, Orange, six 7 oz pks		4.16	8.33	21.75	24.99	1					15%
Cleaning Aids												
EAD-639	All-Purpose Brush		0.40	1.00	4.05	4.05	4	1.60	4.00	14.60	14.60	0%
X-7003	Disposable Dish Cloths, MEADOWBROOK®, 120 ct		3.32	6.65	18.40	19.99	1					8%
AL-6824	pH Paper <i>pH-sensitive paper for testing the pH of solutions.</i>		0.00	0.00	6.70	6.70	1					0%
X-9659	Scouring Sponge, 12 ct		2.83	5.66	15.30	16.99	1					11%
E-6407	SCRUB BUDS® Stainless Steel Pads, 4 pk		2.85	7.30	6.00	8.20	12	34.20	87.60	67.20	98.40	46%
X-7000	Sponge Cloths, MEADOWBROOK®, 24 ct		3.32	6.65	18.40	19.99	1					8%
AD-2046	Water Hardness Test Strips		0.00	0.00	5.30	5.30	6	0.00	0.00	29.40	29.40	0%
General Household Cleaners												
X-5506	Ⓢ Bio-Drain Free Cleaner, four 20.5 oz bottles		4.35	8.70	17.40	19.99	1					15%
E-9767	Home Cleaning Starter Pack <i>Includes L.O.C.® Multi-Purpose Cleaner 1 L, PURSUE® Bowl Cleaner 24 oz, Dish Drops® 1 L, PURSUE® Disinfectant Cleaner 1 L, and a sprayer bottle.</i>		11.20	29.10	29.40	35.30	1					19%
E-32	INDUSTROCLEAN® Heavy Duty Cleaner, 1 L		2.50	6.45	5.70	7.45	12	30.00	77.40	62.40	89.40	43%
E-6659	L.O.C.™ Plus Glass Cleaner Combo Pack <i>Includes 16.9 oz Glass Cleaner and spray bottle.</i>		1.90	4.95	7.05	7.55	1					7%
E-7485	L.O.C.™ Plus Glass Cleaner, 16.9 oz <i>For glass windows and mirrors. Like SEE SPRAY® Concentrate.</i>		1.65	4.30	4.20	4.70	20	33.00	86.00	75.00	94.00	25%
MAD-2095	L.O.C.® Labels <i>Labels for your pistol grip sprayers. Four to a page, two pages.</i>		0.00	0.00	1.40	1.40	1					0%

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			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
E-3897	L.O.C.® Multi-Purpose Cleaner Towelettes <i>Four 25 towelette packs per box.</i>		3.10	8.10	8.25	9.80	12	37.20	97.20	93.60	117.60	25%
								Calculated Unit Cost:		7.80		
E-1	L.O.C.® Multi-Purpose Cleaner, 1 L <i>No-rinse formula for household cleaning jobs.</i>		2.75	7.15	6.25	8.10	12	33.00	85.80	69.00	97.20	40%
								Calculated Unit Cost:		5.75		
E-8785	L.O.C.® Multi-Purpose Cleaner, 4 L		9.20	24.10	20.30	27.35	6	55.20	144.60	117.00	164.10	40%
								Calculated Unit Cost:		19.50		
Z-1281	Oven & Grill Cleaner, six 19 oz PURSUE®		4.66	9.33	25.20	27.99	1					11%
E-9765	Disinfectant Cleaner Combo Pack <i>Includes 33.8 oz Disinfectant Cleaner and spray bottle.</i>		3.85	9.90	10.60	12.70	1					19%
E-3878	Disinfectant Cleaner Concentrate, 1 L		3.60	9.25	7.75	9.85	12	43.20	111.00	87.00	118.20	35%
								Calculated Unit Cost:		7.25		
E-3879	Disinfectant Cleaner Concentrate, 4 L		13.20	34.10	26.90	35.30	6	79.20	204.60	156.60	211.80	35%
								Calculated Unit Cost:		26.10		
MAD-696	Disinfectant Cleaner Concentrate Test Strips <i>Use to test effectiveness of disinfectant solution.</i>		0.00	0.00	8.35	8.35	1					0%
E-23	Disinfectant/Deodorizer Spray, 16.6 oz <i>Now with fresh linen scent.</i>	a	2.80	7.20	6.20	8.40	12	33.60	86.40	69.00	100.80	46%
								Calculated Unit Cost:		5.75		
E-8346	Foam Cleaner, 18 oz	a	1.50	3.90	4.25	5.15	12	18.00	46.80	45.60	61.80	35%
								Calculated Unit Cost:		3.80		
	SEE SPRAY®											
E-8116	Glass Cleaner, Aerosol, 18 oz		2.20	5.70	5.15	6.70	12	26.40	68.40	56.40	80.40	42%
								Calculated Unit Cost:		4.70		
E-8330	Lens Cleaner, 0.42 oz		1.55	4.05	3.60	4.65	24	37.20	97.20	76.80	111.60	45%
								Calculated Unit Cost:		3.20		
Kitchen Cleaners												
	DISH DROPS®											
EE-86	Automatic Dishwashing Concentrate for hard water, 50 oz		3.15	8.25	8.45	9.85	10	31.50	82.50	79.00	98.50	24%
								Calculated Unit Cost:		7.90		
EE-244	Automatic Dishwashing Concentrate for hard water, 85 oz		4.90	12.85	12.85	15.30	6	29.40	77.10	73.50	91.80	24%
								Calculated Unit Cost:		12.25		
EE-245	Automatic Dishwashing Concentrate for soft water, 50 oz		3.15	8.25	8.45	9.85	10	31.50	82.50	79.00	98.50	24%
								Calculated Unit Cost:		7.90		
EE-246	Automatic Dishwashing Concentrate for soft water, 85 oz		4.90	12.85	12.85	15.30	6	29.40	77.10	73.50	91.80	25%
								Calculated Unit Cost:		12.25		
EE-247	Automatic Dishwashing Concentrate Tablets, 60 tabs		4.20	11.05	11.05	13.20	10	42.00	110.50	105.50	132.00	25%
								Calculated Unit Cost:		10.55		
E-9095	Concentrated Dishwashing Liquid, 1 L <i>Helps maintain sponges and dish cloths in a sanitary condition.</i>		3.15	8.20	8.35	9.85	12	37.80	98.40	94.20	118.20	25%
								Calculated Unit Cost:		7.85		
E-9096	Concentrated Dishwashing Liquid, 4 L		11.25	29.45	28.95	35.15	6	67.50	176.70	168.60	210.90	25%
								Calculated Unit Cost:		28.10		
X-5560	Kitchen Klenzer, 12 ct		2.16	4.33	11.70	12.99	1					11%
	L.O.C.™ Plus											
E-6660	Kitchen Cleaner Combo Pack <i>Includes 16.9 oz Kitchen Cleaner and spray bottle. Like Zoom® Cleaner.</i>		2.00	5.25	7.35	7.95	1					7%
E-7477	Kitchen Cleaner, 16.9 oz <i>Use to clean grease and food spills. Like Zoom® cleaner.</i>		1.75	4.60	4.50	5.10	20	35.00	92.00	81.00	102.00	25%
								Calculated Unit Cost:		4.05		

a Commercial product. MSDSs and additional information can be obtained by calling 1-800-992-6929, ext. 5.

Ⓢ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
E-8770	Kitchen Cleaner, 4 L		9.65	25.30	21.95	28.60	6	57.90	151.80	126.90	171.60	35%
								Calculated Unit Cost:		21.15		
E-94	☉Metal Cleaner <i>For use on cookware bottoms & stainless steel.</i>		1.40	3.65	3.80	4.20	24	33.60	87.60	80.40	100.80	25%
								Calculated Unit Cost:		3.35		
E-951	SCRUB BRITE® Soft Cleanser, 21 oz		2.00	5.25	4.80	5.85	12	24.00	63.00	52.20	70.20	33%
								Calculated Unit Cost:		4.35		
Stock No.							Qty.	Footnote	BV	IBO Cost		
CD												
CD-2158	☉Home Demonstration "Just Add Water".....						1		0.00	7.50		
	<i>Several video demonstrations for products like SA8 with BioQUEST®, L.O.C.® Multi-purpose Cleaner, DISH DROPS® Concentrated Dishwashing Liquid, and more.</i>											
Literature												
SA-2089	Switch! to Our Laundry and Home Care Products Brochure, 10 per pack						1		0.00	6.75		

Clothing

Men's Socks												
X-2840	Crew Socks, 6 pair		4.49	8.99	23.49	26.99	1					15%
C-0021	Odor Sockers, 9 pair <i>Indicate color when ordering: (10) White; (50) Black</i>		3.32	6.65	17.40	19.99	1					15%
X-2841	Quarter top Socks, 6 pair		4.16	8.33	21.75	24.99	1					15%
Women's												
	Pantyhose <i>When ordering, state color number: (20) beige; (81) nude; (50) black; (24) taupe; (82) Ivory, and size letters: (PM) Petite/Med., (MT) Med./Tall, (Q) Queen.</i>											
CS-8583	Silken Sheer, Control Top <i>Nylon/Lycra® Spandex, 4 pair.</i>		2.99	5.99	15.66	17.99	1					15%
CS-8584	Silken Sheer, Regular <i>Nylon/Lycra® Spandex, 4 pair.</i>		2.66	5.33	13.92	15.99	1					15%
C-7254	Silken Sheer, Knee Highs <i>Available in five colors (see Pantyhose), 12 pair.</i>		2.66	5.33	13.92	15.99	1					15%
J-2597	☉Sport Socks, Crew, Anti-microbial, 3 pair		1.83	3.66	9.57	11.00	1					15%
J-1353	Sport Socks, Quarter, Anti-microbial, 3 pair		1.66	3.33	8.70	10.00	1					15%

Coffee & Hot Beverages

Coffee												
	KAHVE™											
T-0062	French Roast, Ground, 24 ct	x	34.37	34.37	51.30	53.99	1					5%
T-0065	French Roast, Whole Bean, three 15 oz bags	x	22.91	22.91	34.20	35.99	1					5%
T-0239	Hazelnut, Ground, 24 pks	x	34.37	34.37	51.30	53.99	1					5%
T-0240	Hazelnut, Whole Bean, three 15 oz bags	x	22.91	22.91	34.20	35.99	1					5%
T-0002	Kona Ground, 24 ct	x	34.37	34.37	51.30	53.99	1					5%

x Not available to ship to or order from Puerto Rico.

☉ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
T-0003	Kona Whole Bean, three 15 oz bags	x	22.91	22.91	34.20	35.99	1					5%
T-0066	Vienna Roast, Ground, 24 ct	x	34.37	34.37	51.30	53.99	1					5%
T-0064	Vienna Roast, Whole Bean, three 15 oz bags	x	22.91	22.91	34.20	35.99	1					5%
NINE TO FIVE®												
X-5739	4 Cup, 50 ct	x	9.82	9.82	15.12	17.99	1					19%
X-1676	Bold Bodied, 42 ct	x	19.65	19.65	30.24	35.99	1					19%
J-0260	Can Coffee, six 7 oz	x	10.66	10.66	28.80	31.99	1					11%
Z-3647	Colombian Brick, 3 ct	x	8.33	8.33	22.50	24.99	1					11%
J-0505	Colombian Filter Pack, 36 ct	x	18.56	18.56	28.56	33.99	1					19%
X-5738	Colombian, Bold Bodied, 30 ct	x	21.29	21.29	32.76	38.99	1					19%
Z-3591	Colombian, In a Bag, 75 ct	x	8.33	8.33	22.50	24.99	1					11%
X-5736	Colombian, Medium Bodied, 30 ct	x	18.56	18.56	28.56	33.99	1					19%
X-5117	Extra Bold Bodied, 42 ct	wx	24.57	24.57	37.80	44.99	1					19%
X-5741	Filter Pack, 36 ct	wx	14.74	14.74	22.68	26.99	1					19%
Z-5530	Flavored Variety Pack, 24 ct	x	19.65	19.65	30.24	35.99	1					19%
Z-2790	Instant Coffee, 100 ct	x	3.66	3.66	10.25	10.99	4	14.64	14.64	39.60	43.96	11%
										Calculated Unit Cost:	9.90	
X-1674	Light Bodied, 42 ct	wx	14.74	14.74	22.68	26.99	1					19%
X-5734	Medium Bodied, 30 ct	x	14.19	14.19	21.84	25.99	1					19%
X-1675	Medium Bodied, 42 ct	x	18.01	18.01	27.72	32.99	1					19%
Coffee, Decaf												
J-0307	Colombian Brick, 3 ct	x	8.99	8.99	24.30	26.99	1					11%
T-0063	KAHVE™ Decaf Vienna, Ground, 24 ct	x	34.37	34.37	51.30	53.99	1					5%
NINE TO FIVE®												
X-5740	4 Cup, 50 ct	x	10.37	10.37	15.96	18.99	1					19%
X-1681	Bold Bodied, 42 ct	wx	24.02	24.02	36.96	43.99	1					19%
Z-6400	Decaf Coffee Variety Pack, 24 packets	ux	21.84	21.84	33.60	39.99	1					19%
Z-2793	Instant Coffee, 100 ct	x	3.99	3.99	11.15	11.99	4	15.96	15.96	43.20	47.96	11%
										Calculated Unit Cost:	10.80	
X-5735	Medium Bodied, 30 ct	bwX	14.19	14.19	21.84	25.99	1					19%
X-1680	Medium Bodied, 42 ct	wx	19.65	19.65	30.24	35.99	1					19%
X-5747	Reduced Caffeine, 30 ct	bx	13.65	13.65	21.00	24.99	1					19%
Z-5814	Reduced Caffeine, 42 ct	x	18.56	18.56	28.56	33.99	1					19%
Coffee, Gourmet												
Z-2774	A CUP ABOVE™ Ground Brick Coffee, 3 ct	x	5.66	5.66	15.77	16.99	4	22.64	22.64	61.20	67.96	11%
										Calculated Unit Cost:	15.30	
Z-9549	FAR CORNERS® Colombian, Whole Bean, 3 ct	x	6.33	6.33	17.10	18.99	1					11%
Coffee, Supplies												
Z-3584	Cups, Styrofoam, 8 oz, 1000 ct	u	9.33	9.33	25.20	27.99	1					11%
E-9461	KAHVE™ Permanent Filter <i>Long-lasting stainless steel mesh eliminates the need for paper filters.</i>		2.40	6.35	12.73	15.95	1					25%

b Indicates Pricing and/or PV/BV change.
 u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.
 w Not available from Pacific Islands Service Center.
 x Not available to ship to or order from Puerto Rico.

Ⓜ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
NINE TO FIVE®												
Z-2809	NINE TO FIVE® Creamer Dispenser, four 12 oz	u	2.49	2.49	7.27	7.49	6	14.94	14.94	40.50	44.94	11%
									Calculated Unit Cost:		6.75	
Z-2807	NINE TO FIVE® Sugar Dispenser, four 20 oz	u	2.77	2.77	8.14	8.33	6	16.62	16.62	45.00	49.98	11%
									Calculated Unit Cost:		7.50	
Z-4609	Non-dairy Creamer, Carnation Coffee-Mate® 180 single serve containers.	u	4.99	4.99	13.05	14.99	1					15%
Z-9118	Non-dairy Creamers, twelve 8 oz canisters	u	8.33	8.33	21.75	24.99	1					15%
X-0920	NutraSweet® Artificial Sweetener, 500 ct	u	8.33	8.33	22.50	24.99	1					11%
Z-2745	Sweet 'n Low® Packets, 800 ct	u	5.66	5.66	15.30	16.99	1					11%
Hot Drinks												
Z-2768	Cappuccino, 100 ct	ux	9.99	9.99	27.00	29.99	1					11%
X-5732	Cappuccino, Instant, Flavored Variety, 48 ct	xw	9.99	9.99	27.00	29.99	1					11%
Z-5828	Cappuccino, Instant, three 16 oz canisters	ux	5.66	5.66	15.30	16.99	1					11%
X-1690	Gourmet Hot Chocolate Variety, 72 ct	u	9.99	9.99	27.00	29.99	1					11%
X-3386	Herbal Tea Variety, 168 ct	x	8.33	8.33	22.50	24.99	1					11%
Z-2795	Hot Spiced Cider, 168 ct	u	12.33	12.33	33.30	36.99	1					11%
Z-2748	Kayo® Hot Chocolate, 50 ct		4.33	4.33	12.23	12.99	4	17.32	17.32	46.80	51.96	11%
									Calculated Unit Cost:		11.70	
Z-2782	Kayo® Lite Hot Chocolate, 50 ct	u	4.33	4.33	12.23	12.99	4	17.32	17.32	46.80	51.96	11%
									Calculated Unit Cost:		11.70	
NINE TO FIVE®												
X-8603	Green Tea, 400 ct	u	6.65	6.65	18.00	19.99	1					11%
X-2574	Tea, Orange Pekoe Decaf, 100 ct	x	2.32	2.32	6.65	6.98	6	13.92	13.92	37.74	41.88	11%
									Calculated Unit Cost:		6.29	
Z-2732	Tea, Regular, 100 ct	x	1.76	1.76	5.13	5.29	6	10.56	10.56	28.62	31.74	11%
									Calculated Unit Cost:		4.77	

Cookware and Cutlery

Queen Cookware												
EE-250	11 Piece set		205.95	539.55	490.50	613.15	1					25%
E-8309	20 Piece set		415.65	1,072.60	730.10	1,095.25	1					50%
AD-646	Finger Guard <i>Fits only the pans that have the logo on the side.</i>		0.25	0.65	2.15	2.15	1					0%
E-9870	Fry/Sauté Pan Set, 1.5 and 3 Quart/Liter		85.05	222.85	222.85	289.75	1					30%
AD-6894	Lid Knob with Brass Insert <i>Fits only the pans that have the logo on the side.</i>		0.40	1.05	3.30	3.30	1					0%
AD-6294	Long Handle <i>Fits only the pans that have the logo on the side.</i>		0.50	1.30	4.35	4.35	1					0%
E-6940	Saucepan and Lid, 1 Quart/Liter		29.60	76.30	53.65	80.00	1					49%
E-7177	Saucepan Set, 2 and 3 Quart		83.70	219.30	219.30	285.10	1					30%
AD-5955	Side Handle <i>Fits only the pans that have the logo on the side.</i>		0.40	1.05	3.30	3.30	1					0%

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

w Not available from Pacific Islands Service Center.

x Not available to ship to or order from Puerto Rico.

Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
E-6948	Steamer/Colander, fits 6 and 8 Quart		26.40	68.15	52.35	73.35	1					40%
E-6932	Stockpot w/Steamer, 4 Quart/Liter (3-piece set)		63.65	164.25	148.50	194.55	1					31%
E-8378A	Stockpot, 8 Quart/Liter		84.05	220.25	183.60	238.70	1					30%
EE-185	Specialty Nonstick 10" Fry Pan <i>Exclusive QuanTanium® coating makes this nonstick the toughest, longest-lasting, most durable pan in the world.</i>		38.65	99.75	83.15	112.25	1					35%
EE-88	Specialty Nonstick 10" Fry Pan Lid <i>Optional lid for EE-185 Fry Pan.</i>		1.85	4.85	14.85	20.10	1					35%
EE-184	Specialty Nonstick 8" Fry Pan <i>Exclusive QuanTanium® coating makes this nonstick the toughest, longest-lasting, most durable pan in the world.</i>		26.70	70.00	58.35	78.80	1					35%
EE-211	Specialty Nonstick 8" Fry Pan Lid <i>Optional lid for EE-184 Fry Pan.</i>		1.45	3.75	11.40	15.40	1					35%
EE-212	Specialty Nonstick Casserole Lid <i>Optional lid for EE-198 Casserole Pan.</i>		2.10	5.55	16.95	22.90	1					35%
EE-198	Specialty Nonstick Casserole Pan <i>Exclusive QuanTanium® coating makes this nonstick the toughest, longest-lasting, most durable pan in the world.</i>		37.10	97.20	81.00	109.35	1					35%
Cutlery												
E-3981	Kitchen Knife Set		81.30	209.80	174.95	227.45	1					30%
E-6946	Multipurpose Shears		19.00	49.00	38.50	52.80	1					37%
Stock No.							Qty.	Footnote	BV	IBO Cost		
Literature												
40-0006	Queen Cookware Cookbook in Spanish <i>Make over 20 delicious international recipes with your Queen Cookware.</i>						1	I	0.00	10.00		
Video												
40-0005	Queen Cookware video in Spanish <i>Make over 20 delicious international recipes with your Queen Cookware.</i>						1	I	0.00	15.00		

Cosmetics

ARTISTRY®

All products in this category are ARTISTRY® brand unless noted otherwise.

Accessories

AD-222	Cosmetic Case <i>Professional aluminum case with fold-out trays. 12" x 9.5" x 10.5"</i>		9.60	25.20	76.50	76.50	1					0%
AD-870	Liquid Foundation Pump, 5/bag		0.65	1.75	4.20	4.20	1					0%
AD-2234	Mini-Lipstick Tray (empty)		0.00	0.00	8.15	8.15	1					0%
X-8228	Mirror		1.51	3.02	8.10	8.99	1					11%
AD-2058	Paper Totes, large <i>25 count</i>		0.00	0.00	12.60	12.60	1					0%
AD-2057	Paper Totes, small <i>25 count</i>		0.00	0.00	11.25	11.25	1					0%
AD-2646	Pencil Sharpeners <i>Use with Softsticks and Jumbo Pencils.</i>		0.90	2.35	5.10	5.10	1					0%

I This item can be ordered only from the Puerto Rico Service Center, 787-269-3620. Delivery will be by U.S. postal system. The shipping cost is \$7.95 per invoice, regardless of the number of items ordered.

Ⓜ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
AD-824	Placemats, Laminated, 4/pk		0.00	0.00	4.00	4.00	1					0%
AD-2232	Powder Foundation Tray, Five-well <i>Use with Versatile Matte & Featherlight Maximum foundations.</i>		0.00	0.00	8.15	8.15	1					0%
AD-810	Presentation Case Suitcase (Bag only)	b	0.00	0.00	35.35	35.35	1					0%
AD-811	Storage Caddy, 20 single pans <i>Use with Eye Colour & Powder Blush.</i>		0.75	2.00	4.50	4.50	1					0%
X-8188	Vanity Case		21.75	43.51	45.00	50.00	1					11%
ARTISTRY® Merchandising System (A.M.S.)												
AD-2120	AMS Basic Colour Kit		22.20	58.10	116.40	116.40	1					0%
AD-2121	AMS Basic Foundations/Concealers Kit		17.20	45.00	90.00	90.00	1					0%
	Kit Refills											
MAD-624	Absolute Oil Control (10 Light-Medium shades) 0.05 fl oz		1.90	5.00	15.70	15.70	1					0%
MAD-695	Absolute Oil Control (6 Medium-Dark shades) 0.05 fl oz		1.15	3.00	9.40	9.40	1					0%
MAD-471	Self-Defining Sheer (10 Light-Medium shades) 0.05 fl oz		1.90	5.00	15.70	15.70	1					0%
MAD-472	Self-Defining Sheer (6 Medium-Dark shades) 0.05 fl oz		1.15	3.00	9.40	9.40	1					0%
	Mini-Lip Colour Refill for A.M.S. <i>Each pack contains 23 mini-lip colours.</i>		1.40	3.65	7.35	7.35	1					0%
Assortment Pack	AD-2189	Aurora			AD-2180 x				Bronzed Brown		AD-2170 x	
Cherries Jubilee	AD-2178 x	Crystal Rose			AD-2176 x				Embers		AD-2179 x	
Fatale	AD-2174 x	French Beige			AD-2169 x				Matador		AD-2168 x	
Matisse	AD-2171 x	Metallic Wine			AD-2173 x				Metro		AD-2166 x	
Mountain Laurel	AD-2172 x	Naïve			AD-2175 x				Sacred		AD-2167 x	
Sheer Berry	AD-2184 x	Sheer Black Cherry			AD-2182 x				Sheer Champagne		AD-2187 x	
Sheer Gloss	AD-2188 x	Sheer Honey			AD-2181 x				Sheer Jazz		AD-2183 x	
Sheer Melon	AD-2185 x	Sheer Silver			AD-2186 x				Venetian Plum		AD-2177 x	
To view colours, please refer to the ARTISTRY® Colour Card, SA-972.												
Cheeks												
	Blush, Powder Refill <i>Use with your refillable ARTISTRY® Compact.</i>		3.85	9.90	7.70	11.60	1					50%
Amber Peach	A-4878	Antique Rose			A-4876				Basic Beige		A-7761	
Dusk	A-325	Henna			A-7762				Innocence		A-8317	
Island Spice	A-4883	Maple Rose			A-326				Tyrian		A-7763	
To view colours, please refer to the ARTISTRY® Colour Card, SA-972.												
	Cheek Tinte <i>Liquid blush for natural rosy-looking cheeks. 15 ml</i>		4.70	12.35	9.45	12.75	1					35%
N Cyber Glow T	10-0247	N First Blush T			10-0246				To view colours, please refer to the ARTISTRY® Colour Card, SA-972.			

b Indicates Pricing and/or PV/BV change.
x Not available to ship to or order from Puerto Rico.

N Item new to this edition.
T Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Compacts												
A-4983	Four-Pan with Applicators <i>For eye and blush refills.</i>		1.95	5.05	10.45	14.15	1					35%
A-9773	Hydroplenish Foundation <i>For use with TIME DEFIANCE® Hydroplenish Foundation only.</i>		1.85	4.80	9.60	13.00	1					35%
A-4981	Powder Foundation with Sponge Applicator <i>Holds one powder foundation refill.</i>		1.75	4.65	9.70	13.05	1					34%
A-4982	Two-Pan with Applicators <i>Holds 2 Eye Colour refills or 1 Blush Colour.</i>		1.70	4.40	9.25	12.45	1					34%
Cosmetic Applicators and Brushes												
AD-771	Blush Brushes, 5/bag		1.00	2.65	5.60	5.60	1					0%
AD-814	Blush Brushes, disposable, 5/bag		0.00	0.00	3.95	3.95	1					0%
X-0732	Brush Set, 7 piece		8.70	17.40	36.00	39.99	1					11%
AD-772	Eye Colour Applicator Sponges, 5/bag		0.50	1.25	2.90	2.90	1					0%
AD-773	Eye Colour Brushes, 5/bag		0.50	1.25	2.90	2.90	1					0%
AD-813	Eye Shadow Applicators, disposable, 25 pk <i>Foam, double-ended</i>		0.00	0.00	5.30	5.30	1					0%
AD-818	Lip Color Brushes, disposable, 25 pk		0.00	0.00	5.50	5.50	1					0%
AD-866	Loose Powder Puffs, 10/bag		0.80	2.05	4.90	4.90	1					0%
AD-819	Mascara/Eyeliner Brushes, disposable, 25 pk		0.00	0.00	6.45	6.45	1					0%
AD-817	Powder Foundation Sponges, 10 pk <i>Refills for Powder Foundation compact.</i>		1.35	3.55	8.60	8.60	1					0%
AD-816	Sponges, Foundation, disposable, 40 pk <i>For blending and applying.</i>		0.00	0.00	3.40	3.40	1					0%
Eyes												
	Eye Colour Refill <i>Long-lasting, crease-resistant. Use with refillable ARTISTRY® Compact. 0.04 oz</i>		2.60	6.70	5.10	7.65	1					50%
Ash Black	A-4896	Cameo ①			10-0127					Drama ①		10-0130
Duchess ①	10-0129	Fawn			A-4941					Graphite		A-4875
Ink	A-5841	Java			A-7793					Misty		A-4915
Pacific Mist	A-8953	Salute ①			10-0128					Sand		A-4892
Savanna	A-7771	Shell			A-8966					Smokey Amethyst		A-4907
Storm	A-8954	Thistle			A-8965					Truffle		A-235
Vanilla	A-5842	Violet Ice			A-4899					Wheat		A-5843
												To view colours, please refer to the ARTISTRY® Colour Card, SA-972.
	Eye Gloss <i>Soft, creamy eye colour for sheer to opaque coverage. .32 oz</i>	①	3.30	8.55	7.15	9.70	1					35%
① Envy ①	10-0244	① Fusion ①			10-0245					① Paradise ①		10-0242
												To view colours, please refer to the ARTISTRY® Colour Card, SA-972.
	Fineliner/Eyeliner <i>Rich liquid liner. 0.14 oz</i>		5.15	13.25	9.85	14.85	1					50%
Black	A-4924	Brown			A-4925					To view colours, please refer to the ARTISTRY® Colour Card, SA-972.		

① Item new to this edition.

① Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
	Mascara 200, Smudgeproof <i>Thickens lashes, 200%. 0.25 oz</i>		5.10	13.40	10.15	15.30	1					50%
Black	A-4920		Brown		A-4922			Mica		A-4921		
To view colours, please refer to the ARTISTRY® Colour Card, SA-972.												
	Mascara 200, Waterproof <i>Oil-based. Conditions lashes. 0.25 oz</i>		5.10	13.40	10.15	15.30	1					50%
Black	A-4916		Brown		A-4918			Mica		A-4917		
To view colours, please refer to the ARTISTRY® Colour Card, SA-972.												
	Softsticks for Brows <i>Slender tip pencil to define and shape brows. 0.035 oz</i>		3.25	8.40	6.60	9.95	1					50%
Black	A-4935		Blond		A-4939			Charcoal		A-4936		
Dark Brown	A-4937		Medium Brown		A-4938			To view colours, please refer to the ARTISTRY® Colour Card, SA-972.				
	Softsticks for Eyes <i>0.035 oz</i>		4.35	11.40	8.65	13.05	1					50%
Charcoal Grey	A-4932		Classic Black		A-4927			Evening Blue		A-329		
Hazelnut	A-7335		Walnut		A-4928			To view colours, please refer to the ARTISTRY® Colour Card, SA-972.				
Foundations/Powders												
	Concealer, Enhancing <i>Concealer and eye foundation in one package. 0.05 oz</i>		5.75	14.75	11.30	15.30	1					35%
Dark	A-8011		Fair		A-8008			Medium		A-8009		
			Tan		A-8010			To view colours, please refer to the ARTISTRY® Colour Card, SA-972.				
	Concealer, Ultimate Coverage <i>Formula with maximum coverage. 0.05 fl oz</i>		6.65	17.10	13.10	17.70	1					35%
Light	A-8071		Light-Medium		A-8072			Medium-Dark		A-8073		
To view colours, please refer to the ARTISTRY® Colour Card, SA-972.												
	Foundation, Absolute Oil Control <i>SPF15 formula controls oil with a lightweight, matte finish. 1.0 fl oz</i>		9.50	24.95	18.85	25.50	1					35%
Bronzed Auburn	A-2512		Cappuccino		A-281			Chestnut Glow		A-2513		
Deep Mahogany	A-2514		Evening Ochre		A-2490			Fawn Beige		A-275		
Fresh Bisque	A-284		Honey Creme		A-278			Ivory		A-283		
Misty Ochre	A-2454		Mocha		A-280			Natural		A-276		
Satin Beige	A-2510		Shell Bisque		A-274			Simply Natural		A-2502		
			True Beige		A-277			To view colours, please refer to the ARTISTRY® Colour Card, SA-972.				
	Foundation, Featherlight Maximum <i>Creme-to-powder formula with SPF 15 provides maximum coverage and moisturization. 0.49 oz. Use in Powder Foundation Compact.</i>		9.60	24.70	18.10	24.50	1					35%
Bronzed Auburn	A-2415		Cappuccino		A-8067			Chestnut Glow		A-2417		
Deep Mahogany	A-2422		Evening Ochre		A-2315			Fawn Beige		A-8061		
Fresh Bisque	A-8069		Honey Creme		A-8064			Ivory		A-8068		
Misty Ochre	A-2314		Mocha		A-8066			Natural		A-8062		

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 ② Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Satin Beige	A-2364		Shell Bisque		A-8060		Simply Natural		A-2320			
			True Beige		A-8063		To view colours, please refer to the ARTISTRY® Colour Card, SA-972.					
	Foundation, Self-Defining Sheer <i>Lightweight foundation contains SPF 15. 1.0 fl oz</i>		9.15	23.65	17.45	23.60	1					35%
Bronzed Auburn	A-2266		Cappuccino		A-75		Chestnut Glow		A-2268			
Deep Mahogany	A-2274		Evening Ochre		A-2260		Fawn Beige		A-69			
Fresh Bisque	A-78		Honey Creme		A-72		Ivory		A-76			
Misty Ochre	A-2213		Mocha		A-74		Natural		A-70			
Satin Beige	A-2265		Shell Bisque		A-67		Simply Natural		A-2263			
			True Beige		A-71		To view colours, please refer to the ARTISTRY® Colour Card, SA-972.					
	Foundation, TIME DEFIANCE® Hydroplenish <i>Hydrating foundation reduces the appearance of fine lines/wrinkles and improves the skin's firmness, smoothness, texture, and moisture.</i>		7.45	19.50	16.29	22.00	1					35%
Bronzed Auburn	A-9591		Cappuccino		A-9573		Chestnut Glow		A-9595			
Deep Mahogany	A-9598		Evening Ochre		A-9588		Fawn Beige		A-9557			
Fresh Bisque	A-9580		Honey Crème		A-9562		Ivory		A-9574			
Misty Ochre	A-9584		Mocha		A-9572		Natural		A-9558			
Satin Beige	A-9590		Shell Bisque		A-9554		Simply Natural		A-9589			
			True Beige		A-9559		To view colours, please refer to the ARTISTRY® Colour Card, SA-972.					
	Foundation, Versatile Matte <i>Foundation & Powder. 100% oil-free. All skin types. 0.39 oz. Use in Powder Foundation Compact.</i>		7.05	18.15	13.30	20.00	1					50%
Cappuccino	A-29		Evening Ochre		A-8081		Fawn Beige		A-21			
Fresh Bisque	A-26		Honey Creme		A-19		Ivory		A-23			
Misty Ochre	A-8097		Mocha		A-30		Natural		A-17			
Satin Beige	A-8078		Shell Bisque		A-16		Simply Natural		A-7361			
			True Beige		A-18		To view colours, please refer to the ARTISTRY® Colour Card, SA-972.					
	Loose Powders and Bronzers <i>Sets makeup. Creates a smooth matte finish. 0.9 oz</i>		6.70	17.60	12.80	19.25	1					50%
Dark	A-4873		Fair		A-4871		Medium		A-4872			
Rich Bronze	A-8319		True Bronze		A-8318		To view colours, please refer to the ARTISTRY® Colour Card, SA-972.					
Lips												
	Lip Colour, Glossy Lip Shine <i>High-shine lip gloss. 0.14 fl oz</i>	Ⓢ	7.20	18.90	14.00	18.95	1					35%
Clear	10-0122	Ⓢ	Embrace	Ⓢ	10-0124		Platinum	Ⓢ	10-0123			
							To view colours, please refer to the ARTISTRY® Colour Card, SA-972.					

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			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
	Lip Colour, Jumbo Lip Pencils <i>Lip colour & liner in one. Long-wearing formula. 0.07 oz</i>		4.50	11.80	8.75	13.20	1					50%
Adobe	A-8323		Chablis		A-8324		Clove		A-7794	To view colours, please refer to the ARTISTRY® Colour Card, SA-972.		
			Vintage Wine		A-7791							
	Lip Colour, Perfect Moisture <i>Long-lasting formula hydrates and seals in moisture. 0.1 oz</i>		5.25	13.50	10.05	13.65	1					35%
Aurora	A-403		Bronzed Brown		A-8241		Cherries Jubilee		A-8214			
Crystal Rose	A-7889		Embers		A-402		Fatale		A-409			
French Beige	A-8218		Matador		A-401		Matisse		A-412			
Metallic Wine	A-8245		Metro		A-400		Mountain Laurel		A-8050			
Naïve	A-411		Sacred		A-417		Venetian Plum		A-8049	To view colours, please refer to the ARTISTRY® Colour Card, SA-972.		
	Lip Colour, Sheer with SPF 15 <i>Glossy colour with sunscreen and moisturizers. 0.1 oz</i>		5.25	13.50	10.05	13.65	1					35%
Sheer Berry	A-9614		Sheer Black Cherry		A-9627		Sheer Champagne		A-9622			
Sheer Dew	10-0248		Sheer Gloss		A-9613		Sheer Honey		A-9619			
Sheer Jazz	A-9628		Sheer Melon		A-9626		Sheer Pout		10-0249			
			Sheer Silver		A-9625					To view colours, please refer to the ARTISTRY® Colour Card, SA-972.		
	Lip Line, Lasting <i>Smooth, long-wearing mechanical lip liner. 0.007 oz.</i>	Ⓢ	4.85	12.65	9.50	12.80	1					35%
Diva	10-0125		Downtown		10-0126					To view colours, please refer to the ARTISTRY® Colour Card, SA-972.		
Z-4400	Lipchic Lipstick Protectant <i>Seals lipstick to prevent smudging and feathering.</i>		7.39	14.79	15.30	16.99	1					11%
	Softsticks for Lips <i>Pencil lip liner.</i>		4.00	10.30	7.80	11.75	1					50%
Bare Essentials	A-7766		Berry		A-4973		Chocolate		A-133			
Port	A-327		Virtual Red		A-7764					To view colours, please refer to the ARTISTRY® Colour Card, SA-972.		

Stock No.	Qty.	Footnote	BV	IBO Cost
CD				
CD-2163	1	Ⓢ The ARTISTRY® Brand Beautiful Possibilities CD <i>ARTISTRY® Skin Care and Cosmetics products bring the whole beautiful picture together for you on this interactive CD.</i>	0.00	7.50
Literature				
SA-1929	1	q ARTISTRY® News Newsletter on Standing Order	0.00	1.60
VA-1929	1	q ARTISTRY® News Newsletter on Standing Order, 5 per package	0.00	5.00
SA-2474	1	b ARTISTRY® Colour Sampler, Spring 2002, 10 per package <i>Eye gloss and lip colour samples from Spring 2002 Trend Collection.</i>	0.00	11.00
SA-1036	1	ARTISTRY® Cosmetics Client Profile, 20 count	0.00	4.75
SA-972	1	ARTISTRY® Cosmetics Colour Card, 10 per package <i>Features all shades for eyes, cheeks, nails, foundation.</i>	0.00	13.75

b Indicates Pricing and/or PV/BV change.
q Available on Standing Order. Complete a SA-6971Q order form available online at Quixtar.com.

Ⓢ Item new to this edition.
Ⓢ Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Stock No.							Qty.	Footnote	BV	IBO Cost		
SA-1035	ARTISTRY® Cosmetics Order Form, 10 count						1		0.00	4.00		
SA-2199	ARTISTRY® Foundation Selection Tool, 5 per package						1		0.00	11.50		
	<i>Used to help select foundation shade.</i>											
SA-1037	ARTISTRY® Merchandising Literature						1		11.80	22.50		
	<i>Includes Learning Guide, Colour Card, Foundation Selection Tool, Product Brochure, Order Form, and Client Profile.</i>											
VA-2030	ARTISTRY® Presentation Case Update Pack, available on Standing Order.....						1	q				
	<i>Price varies according to contents of pack.</i>											
SA-983	ARTISTRY® Product Brochure, 10 per package						1		0.00	9.45		
SA-2379	Hydroplenish Foundation Sampler Card, 10 per package.....						1		0.00	8.50		
Video												
VA-2152 S	ARTISTRY® video in Spanish.....						1	l	0.00	11.00		
42-1900 S	Belleza Vibrante in Spanish.....						1	l	0.00	2.33		
	<i>Everything you need to know about ARTISTRY® to have vibrant beauty.</i>											

Floor Care

Cleaning Products

J-0624	Carpet Deodorizer, Scot's Tuff™, three 16 oz containers		2.16	4.33	11.70	12.99	1					11%
Z-5434	Carpet Shampoo, two 24 oz + 64 oz		4.35	8.70	17.40	19.99	1					15%
AD-5337	MEDLEY® Carpet Freshener Pistor Grip Sprayer		0.15	0.45	1.45	1.45	1					0%
J-0397	Rhino™ Deck & Concrete Cleaner with brush, 2 half gallons		3.32	6.65	18.00	19.99	1					11%
J-0611	Scot's Tuff™ Moptastic™ 3-in-1 Floor Finish, three 32 oz bottles		3.32	6.65	18.00	19.99	1					11%

Equipment

Carpet Maintenance System												
E-1245	CLEAR TRAK® Carpet Maintenance System	u	304.90	786.75	617.55	833.75	1					35%
	<i>Versatile, powerful bagless vacuum.</i>											
CMS 1000® and CLEAR TRAK® Accessories/Replacement Parts												
AL-451	Above the Floor Cleaning Hose		4.35	11.25	34.45	34.45	1					0%
	<i>Blue Hose</i>											
AL-6673	Brush Assembly		3.20	8.30	25.75	25.75	1					0%
AL-6417	Cone Seal Gasket		0.25	0.60	3.35	3.35	1					0%
	<i>Seals between the cone and inner dirt trap inside the dust bin.</i>											
AL-6394	Cord Set		2.85	7.35	22.90	22.90	1					0%
	<i>Thirty-foot replacement cord set.</i>											
AL-6420	Crevice Tool		0.20	0.55	3.15	3.15	1					0%
AL-6386	Cyclone Gasket O-Ring		0.15	0.40	2.00	2.00	1					0%
	<i>Gasket for top of "inner assembly" inside the dust bin.</i>											

l This item can be ordered only from the Puerto Rico Service Center, 787-269-3620. Delivery will be by U.S. postal system. The shipping cost is \$7.95 per invoice, regardless of the number of items ordered.

q Available on Standing Order. Complete a SA-6971Q order form available online at Quixtar.com.

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

Ⓝ Item new to this edition.

Ⓞ Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup	
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail		
AL-436	Dirt Bin & Trap <i>Obtain additional capacity with older CMS 1000® (must be used with AL-435). Also serves as a replacement part for the CLEAR TRAK®.</i>		3.65	9.60	26.90	26.90	1						0%
AD-6383	Filter Foam Pad		0.90	2.40	2.70	2.70	1						0%
AL-6390	Filter Tray & Gasket <i>Slides into the back of the CMS 1000® or CLEAR TRAK® to hold sub-micron filter and foam filter.</i>		0.75	2.00	7.40	7.40	1						0%
AL-6392	Flex Hose, 8 inch <i>Grey hose connects brush assembly to diverter.</i>		0.55	1.40	5.30	5.30	1						0%
AL-435	Inner Air Separation Chamber (Blue Cone) <i>Obtain additional lift with older CMS 1000® (must be used with AL-436). Also serves as a replacement part for the CLEAR TRAK®.</i>		2.60	6.70	18.85	18.85	1						0%
AL-6399	Rear Viewing Panel & Screws <i>Top rear, clear viewing panel replacement part for both CMS 1000® and CLEAR TRAK®.</i>		0.75	2.00	7.40	7.40	1						0%
AL-6401	Rear Viewing Panel Gasket <i>Fits between upper tower assembly and clear viewing panel.</i>		0.25	0.60	3.10	3.10	1						0%
AD-6672	Replacement Belts (Black Brush), 3/pk <i>Wide belt, not to be used on grey brush assembly. For CMS 1000® with serial number C37022 or higher, or any CLEAR TRAK®.</i>		1.35	3.50	5.45	5.45	1						0%
AD-6620	Sub-Micron Filter, 4/pk <i>Use on either CMS 1000® or CLEAR TRAK®.</i>		1.95	5.05	5.45	5.45	1						0%
AL-6413	Tool Kit Angle Adapter, Replacement		0.40	1.05	4.25	4.25	1						0%
AL-6410	Tool Kit Dusting Brush <i>Round, soft bristled attachment for dusting.</i>		0.40	1.05	4.25	4.25	1						0%
AL-6409	Tool Kit Extension Wand <i>Contains one 19.25" wand. Order two to receive set.</i>		0.40	1.05	4.25	4.25	1						0%
AL-6408	Tool Kit Hose, Grey, 8 feet		1.85	4.90	15.55	15.55	1						0%
AL-454	Tool Kit Two-Way Floor Brush <i>Can be used on low-pile carpet or vinyl flooring type surfaces.</i>		3.25	8.40	25.90	25.90	1						0%
AL-455	Tool Kit Upholstery Brush <i>Oval upholstery tool with removable brush.</i>		0.80	2.05	7.40	7.40	1						0%
	CMS 1000® only												
AL-6388	Above Floor Cleaning Hose <i>Blue Hose. Comes with wand grip and elbow.</i>		4.30	11.10	33.85	33.85	1						0%
AL-6385	Dust Bin, Replacement		3.35	8.60	28.45	28.45	1						0%
AL-6391	Inner Cyclone Unit Assembly (Blue Cone), Replacement		2.30	6.00	18.40	18.40	1						0%
AD-6370	Replacement Belts (for Grey Brush), 3/pk <i>Narrow belt for any CMS 1000® with a serial number less than C37022.</i>		1.95	5.05	5.45	5.45	1						0%
X-5619	Roller Mop with refill		3.32	6.65	18.00	19.99	1						11%

N Item new to this edition.

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			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Food Storage												
	MEADOWBROOK®											
Z-7974	Aluminum Foil, Heavy Duty, four 18" x 50' rolls		4.16	8.33	23.00	24.99	1					8%
Z-7973	Aluminum Foil, two rolls 12" x 250'		3.32	6.65	18.40	19.99	1					8%
X-2389	Disposable containers, entree size, 30 ct	u	3.32	6.65	18.40	19.99	1					8%
X-2393	Disposable containers, soup size, 30 ct		3.32	6.65	18.40	19.99	1					8%
X-4083	Dry Wax Paper, two boxes 500 interfolded sheets per box.		2.99	5.99	16.56	17.99	1					8%
Z-6294	Freezer Bags, Gallon, 200 ct		3.66	7.33	20.92	21.99	3	10.98	21.99	60.72	65.97	8%
								Calculated Unit Cost:		20.24		
Z-6293	Freezer Bags, Quart, 300 ct		3.66	7.33	20.92	21.99	4	14.64	29.32	80.96	87.96	8%
								Calculated Unit Cost:		20.24		
X-8419	Heavy Duty Plastic Wrap, two 12" x 500' rolls	u	3.32	6.65	18.40	19.99	1					8%
Z-6295	Plastic Food Wrap, two 12" x 600' rolls		3.32	6.65	18.40	19.99	1					8%
Z-6279	Sandwich Bags, 1000 ct	u	1.66	3.33	9.20	9.99	1					8%
Z-2897	Snack Storage Bags, 500 ct	u	2.33	4.66	12.88	13.99	1					8%
Z-6292	Storage Bags, Gallon, 200 ct		2.66	5.33	15.30	15.99	3	7.98	15.99	44.16	47.97	8%
								Calculated Unit Cost:		14.72		
Z-6280	Storage Bags, Pint, 500 ct		2.49	4.99	14.34	14.99	3	7.47	14.97	41.40	44.97	8%
								Calculated Unit Cost:		13.80		
Z-6291	Storage Bags, Quart, 400 ct		3.32	6.65	19.00	19.99	3	9.96	19.95	55.20	59.97	8%
								Calculated Unit Cost:		18.40		
X-2611	Slider Bags, Freezer, Gallon, 100 ct	u	3.32	6.65	18.40	19.99	1					8%
X-2619	Slider Bags, Freezer, Quart, 150 ct	u	3.32	6.65	18.40	19.99	1					8%
X-2617	Slider Bags, Storage, Gallon, 150 ct	u	3.32	6.65	18.40	19.99	1					8%
X-2628	Slider Bags, Storage, Quart, 200 ct	u	3.32	6.65	18.40	19.99	1					8%
X-7999	Snack Containers, disposable, 36 ct		3.32	6.65	18.40	19.99	1					8%

Foods

Breakfast Cereals												
Z-6660	100% Natural, CRITIC'S CHOICE®, 3 pk		2.51	5.02	11.01	11.50	2	5.02	10.04	20.94	23.00	10%
								Calculated Unit Cost:		10.47		
Z-1772	Apple Raspberry Cereal, CRITIC'S CHOICE®, 6 pk	u	4.33	8.66	23.40	25.99	1					11%
Z-0725	Bite Size Frosted Wheat, CRITIC'S CHOICE®, 3 pk	u	2.29	4.58	10.07	10.50	2	4.58	9.16	19.12	21.00	10%
								Calculated Unit Cost:		9.56		
Z-8282	Bite Size Mini Wheat's, Kellogg's®, 6 pk	u	3.66	7.33	20.24	21.99	1					8%
Z-2600	Cheerios, General Mills®, 6 pk	u	3.32	6.65	18.40	19.99	1					8%
Z-2500	Cinnamon Toast Crunch, General Mills®, 6 pk	u	3.99	7.99	22.08	23.99	1					8%
Z-6681	Corn Flakes, CRITIC'S CHOICE®, 3 pk		1.96	3.93	8.79	9.00	2	3.92	7.86	16.38	18.00	10%
								Calculated Unit Cost:		8.19		
Z-6743	Corn Flakes, Sugar Coated, CRITIC'S CHOICE®, 3 pk		2.45	4.91	10.84	11.25	2	4.90	9.82	20.48	22.50	10%
								Calculated Unit Cost:		10.24		
Z-8281	Corn Pops, Kellogg's®, 6 pk		3.66	7.33	20.24	21.99	1					8%
X-1660	Crispix Cereal, Kellogg's®, 6 pk	u	3.66	7.33	20.24	21.99	1					8%
Z-6731	Crispy Rice, CRITIC'S CHOICE®, 3 pk	u	2.18	4.36	9.70	10.00	2	4.36	8.72	18.20	20.00	10%
								Calculated Unit Cost:		9.10		

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			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Z-6761	Fancy Fruit, CRITIC'S CHOICE®, 3 pk		2.51	5.02	10.95	11.50	2	5.02	10.04	20.94	23.00	10%
								Calculated Unit Cost:		10.47		
Z-1771	Flax Cereal, CRITIC'S CHOICE®, 6 pk	u	4.33	8.66	23.40	25.99	1					11%
Z-4163	Frosted Flakes, Kellogg's®, 6 pk	u	3.99	7.99	22.08	23.99	1					8%
Z-6760	FRUITY DOOS®, CRITIC'S CHOICE®, 3 pk	u	2.40	4.80	10.55	11.00	2	4.80	9.60	20.02	22.00	10%
								Calculated Unit Cost:		10.01		
Z-2477	Golden Grahams®, General Mills®, 6 pk	u	3.83	7.66	21.16	22.99	1					8%
Z-6676	HAPPY DAYS®, CRITIC'S CHOICE®, 3 pk	u	2.73	5.46	11.92	12.50	2	5.46	10.92	22.76	25.00	10%
								Calculated Unit Cost:		11.38		
Z-5207	High Fiber Cereal, Back to Nature®, six 14 oz boxes	u	4.33	8.66	22.62	25.99	1					15%
Z-6714	HONEY DOOS®, CRITIC'S CHOICE®, 3 pk	u	2.73	5.46	11.92	12.50	2	5.46	10.92	22.76	25.00	10%
								Calculated Unit Cost:		11.38		
Z-9130	Honey Nut Cheerios®, General Mills®, 6 pk	u	3.83	7.66	21.16	22.99	1					8%
X-7893	Hot Cereal Variety Cup, The Spice Hunter®, twelve 1.9/2.0 oz cups	u	2.66	5.33	13.92	15.99	1					15%
Z-6959	Kids Cereal Sampler, CRITIC'S CHOICE®, 6 pk	u	5.46	10.92	22.75	24.99	1					10%
Z-6401	Krunchy Raisin Bran, CRITIC'S CHOICE®, 3 pk	u	2.73	5.46	11.92	12.50	2	5.46	10.92	22.76	25.00	10%
								Calculated Unit Cost:		11.38		
Z-3499	Lowfat Natural Granola, 3 pk	u	2.51	5.02	11.07	11.50	2	5.02	10.04	20.94	23.00	10%
								Calculated Unit Cost:		10.47		
Z-6657	Oatmeal, Instant, Variety Pack, 80 ct		4.16	8.33	22.75	24.99	1					10%
Z-3482	Organic Oven Toasted Oats, Country Choice®, eight 18 oz canisters	u	3.99	7.99	20.88	23.99	1					15%
Z-4858	Quick Oatmeal, Good 'n Hearty™, eight 18 oz pks	u	2.99	5.99	16.38	17.99	1					10%
Z-6745	Raisin Bran, CRITIC'S CHOICE®, 3 pk	u	2.51	5.02	11.07	11.50	2	5.02	10.04	20.94	23.00	10%
								Calculated Unit Cost:		10.47		
Z-0724	Shredded Wheat, CRITIC'S CHOICE®, 3 pk	u	2.40	4.80	10.52	11.00	2	4.80	9.60	20.02	22.00	10%
								Calculated Unit Cost:		10.01		
Z-5210	Soy Granola Cereal, Back to Nature®, six 16 oz boxes	u	4.33	8.66	22.62	25.99	1					15%
Z-6694	Toasted Oats, Honey and Nut, CRITIC'S CHOICE®, 3 pk		2.40	4.80	10.55	11.00	2	4.80	9.60	20.02	22.00	10%
								Calculated Unit Cost:		10.01		
Z-8288	Variety Pack for Kids, Kellogg's®, 72 ct		6.65	13.33	36.80	39.99	1					8%
Z-5423	Variety Pack, CRITIC'S CHOICE®, 6 pk <i>Three flavors: 100% Natural, Cranberry Apple Bounty and Banana Bounty.</i>	u	5.46	10.92	22.75	24.99	1					10%
Z-8399	Variety Pack, General Mills®, 70 ct		6.16	12.33	34.04	36.99	1					8%
X-2027	Variety Pack, Kellogg's®, 72 ct		6.65	13.33	36.80	39.99	1					8%
Breakfast, Miscellaneous												
Z-0722	Apple-Cinnamon Cereal Bar, 32 ct	v	3.83	7.66	20.93	22.99	1					10%
Z-3131	Maple Flavored Syrup, three 24 oz bottles		2.00	4.00	11.64	12.00	2	4.00	8.00	21.84	24.00	10%
								Calculated Unit Cost:		10.92		
Z-4235	Pancake Mix, four 10.5 oz containers		1.27	2.55	7.52	7.66	3	3.81	7.65	20.94	22.98	9%
								Calculated Unit Cost:		6.98		
Z-2693	Pop Tarts®/Blueberry, Kellogg's®, 3/12 ct	u	1.79	3.59	10.36	10.79	2	3.58	7.18	19.64	21.58	10%
								Calculated Unit Cost:		9.82		
Z-2763	Pop Tarts®/Cherry, Kellogg's®, 3/12 ct	u	1.79	3.59	10.36	10.79	2	3.58	7.18	19.64	21.58	10%
								Calculated Unit Cost:		9.82		

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			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Z-2792	Pop Tarts®/Chocolate, Kellogg's®, 3/12 ct	u	1.79	3.59	10.36	10.79	2	3.58	7.18	19.64	21.58	10%
								Calculated Unit Cost:		9.82		
Z-2764	Pop Tarts®/Cinnamon, Kellogg's®, 3/12 ct	u	1.79	3.59	10.36	10.79	2	3.58	7.18	19.64	21.58	10%
								Calculated Unit Cost:		9.82		
Z-2689	Pop Tarts®/Strawberry Unfrosted, Kellogg's®, 3/12 ct	u	1.79	3.59	10.36	10.79	2	3.58	7.18	19.64	21.58	10%
								Calculated Unit Cost:		9.82		
Z-2690	Pop Tarts®/Strawberry, Kellogg's®, 3/12 ct	u	1.79	3.59	10.36	10.79	2	3.58	7.18	19.64	21.58	10%
								Calculated Unit Cost:		9.82		
Z-3125	Ready Crisp Bacon, 10 boxes	u	4.99	9.99	27.60	29.99	1					8%
Z-0630	Strawberry Cereal Bars, 32 ct	v	3.83	7.66	20.93	22.99	1					10%
Condiments												
Z-6793	A.1.® Steak Sauce 11 oz bottles, 6 ct	u	4.99	9.99	27.60	29.99	1					8%
Z-1533	BBQ Sauce, Sweet Baby Ray's, twelve 18 oz		4.49	8.99	24.30	26.99	1					11%
X-7389	Kaukauna® Salsa Medium, eight 12 oz jars	u	3.32	6.65	18.40	19.99	1					8%
Z-2444	Ketchup 28 oz bottles, 2 ct		0.66	1.33	4.00	4.00	6	3.96	7.98	22.08	24.00	8%
								Calculated Unit Cost:		3.68		
X-9364	Mayonnaise, CRITIC'S CHOICE® 64 oz jars, 2 ct	u	2.66	5.33	14.72	15.99	1					8%
X-4919	Salsa, six 10 oz	u	5.22	10.44	20.88	23.99	1					15%
Z-5369	Seasoning Salt, Lawry's®, two 40 oz	u	4.16	8.33	23.00	24.99	1					8%
Z-1534	Yellow Mustard, eight 20 oz		1.99	3.99	10.80	11.99	1					11%
Cookies												
Z-5193	Fiber Cookie, Chocolate Fudge flavor, 24 ct	u	5.22	10.44	20.88	23.99	1					15%
Z-5206	Fiber Cookie, Oatmeal Raisin flavor, 24 ct	u	5.22	10.44	20.88	23.99	1					15%
	SMART MENU™											
X-8230	Cocoa Nutty Cookies, six 10 oz packages		2.49	4.99	13.50	14.99	1					11%
X-8231	Natural Lemon Flavor Animal Cookies, six 10 oz packages	u	2.49	4.99	13.50	14.99	1					11%
X-8229	Tropical Fruit Cookies, six 10 oz packages		2.49	4.99	13.50	14.99	1					11%
Cooking Sprays and Oils												
X-8249	Butter Flavor Pan Coating & Flavoring Spray, MODERN MAGIC MEALS®, 6 oz, 2 c		2.02	4.05	8.10	8.99	1					11%
Z-5336	Canola Oil, six 12.7 oz bottles		4.13	8.26	16.53	18.99	1					15%
Z-2123	Garlic Mist/Olive Mist, 6 oz, 2 ct		2.02	4.05	8.10	8.99	1					11%
X-8250	Vegetable Oil Pan Coating Spray, MODERN MAGIC MEALS®, 6 oz, 2 ct		2.02	4.05	8.10	8.99	1					11%
Entrees												
	ACTION ENTRÉES™											
X-8239	Beef Stew, 9 oz, 6 ct		4.49	8.99	23.49	26.99	1					15%
X-8247	Grilled Turkey Breast w/Gravy and Mashed Potatoes, 10 oz, 6 ct		4.49	8.99	23.49	26.99	1					15%
X-8253	Lemon Herb Chicken, 9 oz, 6 ct		4.49	8.99	23.49	26.99	1					15%
X-5926	Pot Roast, 10 oz, 6 ct		4.49	8.99	23.49	26.99	1					15%
X-8235	Stroganoff Sauce and Beef w/Noodles, 9 oz, 6 ct		4.49	8.99	23.49	26.99	1					15%
X-8252	Vegetable Lasagna, 8 oz, 6 ct		4.49	8.99	23.49	26.99	1					15%

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X-7926	Beef with Mashed Potatoes, six 10 oz pkgs	u	5.87	11.74	23.49	26.99	1						15%
X-7938	Chicken Gumbo, six 8 oz pkgs	u	5.87	11.74	23.49	26.99	1						15%
X-1847	Hamburger Helper® Variety Pack, 12 ct 6 Chicken, 6 Hamburger.	v	4.33	8.66	23.92	25.99	1						8%
X-7939	Jamaican Chicken, six 8 oz pkgs	u	5.87	11.74	23.49	26.99	1						15%
X-7937	Lentils with Beef, six 8 oz pkgs	u	5.87	11.74	23.49	26.99	1						15%
X-7948	Mashed Potatoes with Chicken, six 8 oz pkgs	u	5.87	11.74	23.49	26.99	1						15%
X-7914	Pasta Chicken Parmesan, six 10 oz pkgs	u	5.87	11.74	23.49	26.99	1						15%
X-7958	Turkey Chili with Beans, six 8 oz pkgs	u	5.87	11.74	23.49	26.99	1						15%
X-7951	Vegetable Pasta Fagioli, six 8 oz pkgs	u	5.87	11.74	23.49	26.99	1						15%
Food Bars													
E-358	POSITRIM® Food Bars, Peanut Butter Flavor, eight 1.75 oz bars		6.15	15.85	13.85	17.35	6	36.90	95.10	80.40	104.10		29%
								Calculated Unit Cost:		13.40			
Foods, Miscellaneous													
X-7794	Almond Butter, four 8 oz jars	v	4.50	9.00	18.00	19.99	1						11%
Z-5664	Apple Sauce, 72 ct		3.99	7.99	22.08	23.99	1						8%
Z-2101	Chicken Broth, Organic, Pacific®, six 32 oz pkgs CRITIC'S CHOICE®	u	2.99	5.99	17.10	17.99	1						5%
Z-5182	Chocolate Flavored Syrup, six 24 oz squeeze bottles	u	2.99	5.99	16.56	17.99	1						8%
Z-7801	Creamy Peanut Butter, two 28 oz jars		1.22	2.44	7.29	7.33	3	3.66	7.32	20.25	21.99		8%
								Calculated Unit Cost:		6.75			
Z-2421	Crunchy Peanut Butter, two 28 oz jars		1.22	2.44	7.29	7.33	3	3.66	7.32	20.25	21.99		8%
								Calculated Unit Cost:		6.75			
Z-9611	Tuna Fish, twenty-four 6 oz cans		4.16	8.33	23.00	24.99	1						8%
X-3593	Honey, Sue Bee®, three 12 oz bottles		1.37	2.75	8.00	8.25	4	5.48	11.00	30.36	33.00		8%
								Calculated Unit Cost:		7.59			
X-7894	Pasta Variety Cup, The Spice Hunter®, twelve 1.8/1.9 oz cups	u	2.83	5.66	14.79	16.99	1						15%
Z-5228	Soy Nut Butter, six 18 oz	u	6.52	13.05	26.10	29.99	1						15%
Fruit Spreads													
X-3461	Jelly, Algood® Variety, 12 ct 6 each of Grape and Strawberry. 18 oz jars.		4.99	9.99	27.60	29.99	1						8%
X-7869	Raspberry Fruit Spread, 10 oz 6 ct		6.63	13.27	22.50	24.99	1						11%
X-7859	Strawberry Fruit Spread, 10 oz 6 ct		6.63	13.27	22.50	24.99	1						11%
Sauces													
X-8232	Marinara Pasta Sauce, CHATEAU D'ERMO®, six 25 oz jars		4.66	9.33	25.20	27.99	1						11%
X-3576	Spaghetti Sauce, twelve 28 oz cans		3.83	7.66	21.16	22.99	1						8%
Side Dishes													
X-9935	Creamy Shells and Cheese, 12 ct		4.49	8.99	24.84	26.99	1						8%
Z-9610	Mac 'n Cheese, White Cheddar, 24 ct	u	3.99	7.99	22.08	23.99	1						8%
X-8255	Macaroni & Cheese, MODERN MAGIC MEALS®, 2.5 oz, 12 ct		4.72	9.45	18.90	20.99	1						11%

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Z-3696	Potato Variety Pack, Idahoan®, twelve pkgs <i>Four pkgs of each variety.</i>	u	3.32	6.65	18.40	19.99	1					8%
Z-2304	Rice, Variety Pack, 12 ct		4.16	8.33	23.00	24.99	1					8%
Z-1518	Spaghetti, eight 16 oz bags	u	1.83	3.66	10.95	11.00	3	5.49	10.98	30.36	33.00	8%
								Calculated Unit Cost:		10.12		
X-7805	Spaghetti, Organic, 16 oz, 6 ct		4.77	9.55	16.20	17.99	1					11%
Z-4572	Stuffed Potato Variety, 12 ct	v	2.79	5.59	15.45	16.79	1					8%
Snacks												
Z-5325	Barnum Animal® Crackers, Nabisco®, 24 boxes	u	3.99	7.99	21.60	23.99	1					11%
Z-5251	Beef Jerky variety, six 2 oz	u	3.16	6.33	17.10	18.99	1					11%
X-3428	Cheese 'N' Peanut Butter, Austin® Crackers, 120 ct	v	4.99	9.99	27.00	29.99	1					11%
Z-2140	Cheese/Salsa Variety, Kaukauna®, six 12 oz pkgs, 2 each flavor	u	2.99	5.99	16.20	17.99	1					11%
Z-8324	Cookie Variety Pack, Keebler®, twenty-eight 1.75 oz bags	u	3.66	7.33	19.80	21.99	1					11%
X-5488	Cookie Variety Pack, Nabisco®, 48 ct	v	5.49	10.99	29.70	32.99	1					11%
X-4317	Cookies, Famous Amos®, thirty-six 2 oz bags		3.32	6.65	18.00	19.99	1					11%
X-9343	Cookies, Oreo®, 48 ct		5.49	10.99	29.70	32.99	1					11%
	CRITIC'S CHOICE®											
Z-6110	Cheese Curlies, forty-eight 1.5 oz bags	u	3.99	7.99	21.60	23.99	1					11%
X-3894	Chips, Variety Pack, 60 ct	u	3.99	7.99	21.60	23.99	1					11%
Z-2597	Freezer Pops, 96 ct		2.83	5.66	15.30	16.99	1					11%
Z-6794	Popcorn, Giant Pop, 24 ct	u	2.83	5.66	15.30	16.99	1					11%
X-9883	Popcorn, Lite Butter, 24 ct		2.83	5.66	15.30	16.99	1					11%
X-9882	Popcorn, Lite Natural, 24 ct		2.83	5.66	15.30	16.99	1					11%
Z-3345	Popcorn, More Butter, 24 ct		2.83	5.66	15.30	16.99	1					11%
X-5362	Popcorn, Regular Butter, 24 ct	u	2.83	5.66	15.30	16.99	1					11%
X-5356	Popcorn, Regular Natural, 24 ct		2.83	5.66	15.30	16.99	1					11%
Z-6877	Potato Chip Variety Pack, 60 ct	v	3.99	7.99	21.60	23.99	1					11%
Z-6179	Potato Chips, Natural, sixty 1 oz bags	u	3.99	7.99	21.60	23.99	1					11%
Z-2785	Pudding, Chocolate <i>Forty-eight single-serving cups. Requires no refrigeration.</i>	u	4.16	8.33	23.00	24.99	1					8%
Z-2823	Pudding, Vanilla <i>Forty-eight single-serving cups. Requires no refrigeration.</i>	u	4.16	8.33	23.00	24.99	1					8%
X-8010	Snack Variety Pack, 60 ct	u	3.99	7.99	21.60	23.99	1					11%
Z-3304	Tortilla Chips, six 14 oz bags	u	2.99	5.99	16.20	17.99	1					11%
X-2359	Fruit By The Foot™, three flavors, 96 ct	u	6.65	13.33	36.00	39.99	1					11%
Z-5525	Fruit Cups, Mixed, 24 ct	u	3.49	6.99	19.32	20.99	1					8%
J-5554	Fruit Roll-Ups®, 72 ct	u	4.49	8.99	24.30	26.99	1					11%
Z-1557	🍌 Fruit Snacks, forty-eight 1.75 oz		4.99	9.99	27.00	29.99	1					11%
Z-8272	Fruit Snacks, Hi-C™, 50 ct	u	3.32	6.65	18.00	19.99	1					11%
X-2012	Gardetto's® Snack-ens, 30 ct	u	3.16	6.33	17.10	18.99	1					11%

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Z-7223	Goldfish® Crackers, 60 ct	v	4.49	8.99	24.30	26.99	1					11%
Z-6182	Honey Roasted Peanuts, Ferris®, forty-eight 1 oz pkgs	u	2.83	5.66	15.30	16.99	1					11%
Z-1742	MooTown® Sticks and Cheese, 60 pkgs	u	4.66	9.33	25.20	27.99	1					11%
Z-2089	Nature Select® Soy Nuts, twelve 3.5 oz. bags	u	3.32	6.65	17.40	19.99	1					15%
Z-1809	Nature Valley® Granola Bars, Honey/Oat 28 ct		3.32	6.65	18.00	19.99	1					11%
Z-3278	O'Brien's® Beef Sticks, 24 ct	u	2.66	5.33	14.40	15.99	1					11%
X-1967	Orchard Naturals® Fruit Cup, Diced Peaches, 24 ct 3.5 oz	u	3.49	6.99	19.32	20.99	1					8%
Z-1567	Orville Smart Pop, 18 ct		2.49	4.99	13.50	14.99	1					11%
Z-1578	Orville Sweet n' Buttery, 18 ct		2.49	4.99	13.50	14.99	1					11%
Z-1537	Potato Chips, Ripple, six 13 oz		2.99	5.99	16.20	17.99	1					11%
Z-6410	Pretzels, Frito Lay® Rold Gold® Tiny Twists, twelve 7 oz canisters	u	4.16	8.33	22.50	24.99	1					11%
Z-1548	Rice Krispies Treats, Chocolate, Kellogg's®, twenty 1.3 oz		2.33	4.66	12.60	13.99	1					11%
Z-6322	Rice Krispies Treats® bar, Kellogg's®, twenty 1.3 oz bars	u	2.33	4.66	12.60	13.99	1					11%
X-0636	Ritz Bitz, Nabisco, forty-eight 1.5 oz bags		5.49	10.99	29.70	32.99	1					11%
Z-8303	Strawberry Fruit Snacks, forty-eight 2.5 oz pkgs	u	4.99	9.99	27.00	29.99	1					11%
Z-5291	Strawberry Natural Bar, Hansen's®, fifteen 1.76 oz bars	u	2.49	4.99	13.50	14.99	1					11%
Z-5728	SunMaid® Raisins, sixty 1 oz boxes	u	3.99	7.99	21.60	23.99	1					11%
Z-1671	Teddy Grahams® Variety, Nabisco®, sixty .75 oz bags	u	4.99	9.99	27.00	29.99	1					11%
X-3430	Toasty Peanut Butter, Austin® Crackers, 120 ct	v	4.99	9.99	27.00	29.99	1					11%
Z-7226	Trail Mix Variety, Ferris®, three 2 lb pkgs	u	4.16	8.33	22.50	24.99	1					11%
Z-5558	Trail Mix, 60 ct		5.99	11.99	32.40	35.99	1					11%
Z-5303	Tropical Fruit Natural Bar, Hansen's®, fifteen 1.76 oz bars	u	2.49	4.99	13.50	14.99	1					11%
X-1640	Twizzlers® Strawberry Twists, 105 ct	u	1.66	3.33	9.00	9.99	1					11%
Z-6411	Variety Canister, Frito Lay®, 12 ct	v	4.16	8.33	22.50	24.99	1					11%
X-7884	Veggie Stix®, Good Health®, twenty-four 1.5 oz bags	u	4.99	9.99	26.10	29.99	1					15%
Z-5317	Wylers'™ Italian Ice, 160 ct, 2 oz pops	u	4.99	9.99	27.00	29.99	1					11%
Soups												
Z-6766	Chicken Noodle Soup, Campbell's®, 24 ct	u	4.16	8.33	23.00	24.99	1					8%
J-1571	Cup-A-Soup® Variety, 90 ct	u	13.33	13.33	36.00	39.99	1					11%

Fragrances, Designer

Men's

T-0206	Candie's® Cologne Spray, 1.7 fl oz	t	11.02	22.05	31.50	35.00	1					11%
T-0266	Candie's® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-1001	Cerutti Image EDT Spray, 1.7 fl oz	t	11.97	23.94	34.20	38.00	1					11%

t Not available in some Offshore locations. Available via ground service only to Alaska and Hawaii.
 u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.
 v Not available from Puerto Rico and Pacific Islands Service Center.

Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
T-1000	Cerutti Image Gift Set	t	16.38	32.76	46.80	52.00	1					11%
T-0300	CK One® EDT Spray, 6.7 fl oz	t	15.75	31.50	45.00	50.00	1					11%
T-0288	Cool Water® Aftershave, 2.5 fl oz	t	11.34	22.68	32.40	36.00	1					11%
T-0287	Cool Water® EDT Spray, 2.5 fl oz	t	14.49	28.98	41.40	46.00	1					11%
T-0205	Curve® Cologne Spray, 2.5 fl oz	t	11.02	22.05	31.50	35.00	1					11%
T-0265	Curve® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0191	Grey Flannel® EDT Spray, 2.0 fl oz	t	9.45	18.90	27.00	30.00	1					11%
T-9996	Grey Flannel® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0193	Halston® Z-14 Cologne Spray, 2.5 fl oz	t	9.45	18.90	27.00	30.00	1					11%
T-0293	Halston® Z-14 Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0290	Hugo EDT Spray, 3.4 fl oz	t	14.49	28.98	41.40	46.00	1					11%
T-0299	Joop!® EDT Spray, 2.5 fl oz	t	13.07	26.14	37.35	41.50	1					11%
T-1002	Lagerfeld EDT Spray, 2.0 fl oz	t	11.34	22.68	32.40	36.00	1					11%
T-1003	Lagerfeld Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0195	Nautica® Cologne Spray, 1.7 fl oz	t	10.23	20.47	29.25	32.50	1					11%
T-0194	Nautica® Competition Cologne Spray, 2.4 fl oz	t	10.23	20.47	29.25	32.50	1					11%
T-0199	Nautica® Competition Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0200	Nautica® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0298	Paul Sebastian Cologne Spray, 4.0 fl oz	t	13.86	27.72	39.60	44.00	1					11%
T-0198	Paul Sebastian Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0213	Perry Ellis® 360° Gift Set	bt	14.17	28.35	40.50	45.00	1					11%
T-1213	Perry Ellis® 360° EDT Spray, 1.7 fl oz	t	11.02	22.05	31.50	35.00	1					11%
T-0280	Pi EDT Spray, 1.7 fl oz	t	12.60	25.20	36.00	40.00	1					11%
T-0281	Pi Gift Set	t	12.60	25.20	36.00	40.00	1					11%
Women's												
T-0274	5th Avenue EDP Spray, 2.5 fl oz	t	13.54	27.09	38.70	43.00	1					11%
T-0275	5th Avenue Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0235	Amarige EDT Spray, 1-2/3 fl oz	t	17.32	34.65	49.50	55.00	1					11%
T-0255	Amarige Gift Set	t	17.32	34.65	49.50	55.00	1					11%
T-0203	Candie's® EDT Spray, 1.7 fl oz	t	11.02	22.05	31.50	35.00	1					11%
T-0273	Candie's® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0204	Curve® EDT Spray, 1.7 fl oz	t	11.02	22.05	31.50	35.00	1					11%
T-0254	Curve® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0277	Design Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0276	Design Parfum Spray, 1.7 fl oz	t	11.97	23.94	34.20	38.00	1					11%
T-0190	Dune® Body Lotion, 6.8 fl oz	t	14.17	28.35	40.50	45.00	1					11%
T-0189	Dune® EDT Spray, 1.7 fl oz	t	14.96	29.92	42.75	47.50	1					11%
T-0312	Green Tea® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0212	Green Tea® Scent Spray, 1.7 fl oz	t	7.87	15.75	22.50	25.00	1					11%
T-0251	Indecence EDP Spray, 1.7 fl oz	t	18.27	36.54	52.20	58.00	1					11%
T-0250	Indecence Gift Set	t	18.27	36.54	52.20	58.00	1					11%
T-0237	Organza® Gift Set	t	18.27	36.54	52.20	58.00	1					11%
T-0187	Organza® Spray, 1-2/3 fl oz	bt	18.27	36.54	52.20	58.00	1					11%

b Indicates Pricing and/or PV/BV change.

t Not available in some Offshore locations. Available via ground service only to Alaska and Hawaii.

Ⓢ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
T-0282	Oscar de la Renta® EDT Spray, 1.7 fl oz	t	15.75	31.50	45.00	50.00	1					11%
T-0283	Oscar de la Renta® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0289	Red® Body Moisturizer, 6.7 fl oz	t	11.02	22.05	31.50	35.00	1					11%
T-0284	Red Door® EDT Spray, 3.3 fl oz	t	15.59	31.18	44.55	49.50	1					11%
T-0285	Red Door® Gift Set	t	15.75	31.50	45.00	50.00	1					11%
T-0279	Red® EDT Spray, 1.6 fl oz	t	15.43	30.87	44.10	49.00	1					11%
T-0196	Shalimar® Body Lotion, 6.8 fl oz	t	14.80	29.61	42.30	47.00	1					11%
T-0197	Shalimar® Cologne, 2.5 fl oz.	t	15.75	31.50	45.00	50.00	1					11%
T-0209	White Diamonds® EDT Spray, 1.7 fl oz	t	15.27	30.55	43.65	48.50	1					11%
T-0309	White Diamonds® Gift Set	t	15.75	31.50	45.00	50.00	1					11%

Gift Albums

All items here can be ordered one month before their effective date, and will be shipped when printing is completed.

NOTE: Album gift redemptions are shipped from the Catalog Distribution Center in Ada, Michigan. Some items are shipped separately.

Current Gift & Incentive Program
(May 1, 2001 through April 30, 2002)

J-1201	Album A (Generic)	bpu	6.67	6.67	16.00	20.00	1					25%
J-1200	Album A (Generic) Five Pack <i>Please add \$19.75 to the suggested retail price and IBO cost for shipping and handling. This product is exempt from the standard delivery charge. See page 4.</i>	bu	33.31	33.31	80.00	100.00	1					25%
J-1202	Album B (Generic)	pu	8.33	8.33	20.00	25.00	1					25%
J-1203	Album C (Generic)	pu	10.00	10.00	24.00	30.00	1					25%
J-1204	Album D (Generic)	pu	11.66	11.66	28.00	35.00	1					25%
J-1205	Album E (Men's)	pu	13.33	13.33	32.00	40.00	1					25%
J-1206	Album F (Women's)	pu	13.33	13.33	32.00	40.00	1					25%
J-1207	Album G (Generic)	pu	16.66	16.66	40.00	50.00	1					25%
J-1208	Album H (Generic)	pu	25.00	25.00	60.00	75.00	1					25%
J-1209	Album I (Generic)	pu	33.33	33.33	80.00	100.00	1					25%
J-1210	Album J (Generic)	pu	66.66	66.66	160.00	200.00	1					25%
J-1211	Album K (Generic)	pu	100.00	100.00	240.00	300.00	1					25%
J-1212	Album L (Generic)	pu	166.66	166.66	400.00	500.00	1					25%
J-1213	Album M (Sporting Goods)	pu	33.33	33.33	80.00	100.00	1					25%
J-1214	Album N (Teen)	pu	6.65	6.65	16.00	20.00	1					25%
J-1215	Album O (Fruit) <i>Some products included in this album are not available to ship outside the 48 contiguous states.</i>	pu	10.00	10.00	24.00	30.00	1					25%
J-1216	Album P (Baby)	pu	10.00	10.00	24.00	30.00	1					25%
J-1217	Album Q (Men's Accessories)	pu	8.33	8.33	20.00	25.00	1					25%

b Indicates Pricing and/or PV/BV change.

p Please add \$3.95 to the suggested retail price and IBO cost for shipping and handling. These products are exempt from the service charge.

t Not available in some Offshore locations. Available via ground service only to Alaska and Hawaii.

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

N Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
J-1218	Album R (Gourmet) <i>Some products included in this album are not available to ship outside the 48 contiguous states.</i>	pu	16.66	16.66	40.00	50.00	1					25%
J-1219	Album S (Wedding)	pu	16.66	16.66	40.00	50.00	1					25%
J-1220	Album T (Toys)	pu	8.33	8.33	20.00	25.00	1					25%
J-1221	Album U (Gift of Travel, 3 days/2 nights)	pu	66.66	66.66	160.00	200.00	1					25%
J-1222	Album V (Gift of Travel, 4 days/3 nights)	pu	93.33	93.33	224.00	280.00	1					25%
J-1223	Album W (Garden) <i>Some products included in this album are not available to ship outside the 48 contiguous states.</i>	pu	10.00	10.00	24.00	30.00	1					25%
J-1794	Album Y (Fragrances) <i>Some products included in this album are not available to ship outside the 48 contiguous states.</i>	bpu	20.00	20.00	40.00	50.00	1					25%
J-1759	Album Z (Bath & Body)	bpu	12.00	12.00	24.00	30.00	1					25%
Gift & Incentive Program Sample Albums <i>Voided albums for presentation use. May 2001-April 2002. 40/pack</i>			0.00	0.00	13.99	13.99	1					0%
A (Generic)	SA-2478	B (Generic)			SA-2479					C (Generic)		SA-2480
D (Generic)	SA-2481	E (Men's)			SA-2482					F (Women's)		SA-2483
G (Generic)	SA-2484	H (Generic)			SA-2485					I (Generic)		SA-2486
J (Generic)	SA-2487	K (Generic)			SA-2488					L (Generic)		SA-2489
M (Sporting Goods)	SA-2490	N (Teen)			SA-2491					O (Fruit)		SA-2492
P (Baby)	SA-2493	Q (Men's Accessories)			SA-2494					R (Gourmet)		SA-2495
S (Wedding)	SA-2496	T (Toys)			SA-2497					U (Travel)		SA-2498
V (Travel)	SA-2499	W (Garden)			SA-2500					Y (Fragrances)		SA-2515
Z (Bath & Body)	SA-2514											
New Gift & Incentive Program <i>(May 1, 2002 through April 30, 2003)</i>												
J-2241	Ⓢ Album A (Generic)	pu	6.65	6.65	16.00	20.00	1					25%
J-2240	Ⓢ Album A (Generic) Five Pack <i>Please add \$19.75 to the suggested retail price and IBO cost for shipping and handling. This product is exempt from the service charge.</i>	u	26.66	26.66	64.00	80.00	1					25%
J-2242	Ⓢ Album B (Generic)	pu	8.33	8.33	20.00	25.00	1					25%
J-2243	Ⓢ Album C (Generic)	pu	10.00	10.00	24.00	30.00	1					25%
J-2244	Ⓢ Album D (Generic)	pu	11.66	11.66	28.00	35.00	1					25%
J-2245	Ⓢ Album E (Men's)	pu	13.33	13.33	32.00	40.00	1					25%
J-2246	Ⓢ Album F (Women's)	pu	13.33	13.33	32.00	40.00	1					25%
J-2247	Ⓢ Album G (Generic)	pu	16.66	16.66	40.00	50.00	1					25%
J-2248	Ⓢ Album H (Generic)	pu	25.00	25.00	60.00	75.00	1					25%
J-2249	Ⓢ Album I (Generic)	pu	33.33	33.33	80.00	100.00	1					25%
J-2250	Ⓢ Album J (Generic)	pu	66.66	66.66	160.00	200.00	1					25%

b Indicates Pricing and/or PV/BV change.

p Please add \$3.95 to the suggested retail price and IBO cost for shipping and handling. These products are exempt from the service charge.

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

Ⓢ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
J-2251	☉Album K (Generic)	pu	100.00	100.00	240.00	300.00	1					25%
J-2252	☉Album L (Generic)	pu	166.66	166.66	400.00	500.00	1					25%
J-2253	☉Album M (Motivational)	pu	10.00	10.00	24.00	30.00	1					25%
J-2254	☉Album N (Teen)	pu	6.65	6.65	16.00	20.00	1					25%
J-2255	☉Album O (Fruit) <i>Some products included in this album are not available to ship outside the 48 contiguous states.</i>	pu	10.00	10.00	24.00	30.00	1					25%
J-2256	☉Album P (Baby)	pu	10.00	10.00	24.00	30.00	1					25%
J-2257	☉Album Q (Coffee/Treats)	pu	8.33	8.33	20.00	25.00	1					25%
J-2258	☉Album R (Gourmet) <i>Some products included in this album are not available to ship outside the 48 contiguous states.</i>	pu	16.66	16.66	40.00	50.00	1					25%
J-2259	☉Album S (Wedding)	pu	16.66	16.66	40.00	50.00	1					25%
J-2260	☉Album U (Gift of Travel, 3 days/2 nights)	pu	66.66	66.66	160.00	200.00	1					25%
J-2261	☉Album V (Gift of Travel, 4 days/3 nights)	pu	93.33	93.33	224.00	280.00	1					25%
J-2262	☉Album X (Gift of Travel, 4 days/3 nights)	pu	126.66	126.66	342.00	380.00	1					11%
J-2263	☉Album Y (Fragrances) <i>Some products included in this album are not available to ship outside the 48 contiguous states.</i>	pu	20.00	20.00	40.00	50.00	1					25%
J-2264	☉Album Z (Bath & Body)	pu	12.00	12.00	24.00	30.00	1					25%
	☉Gift & Incentive Program Sample Albums <i>Voided Albums for presentation use. May 2002-April 2003, 40 pack.</i>		0.00	0.00	13.99	13.99	1					0%
☉A (Generic)	40-0014	☉I (Generic)			40-0022				☉Q (Coffee/Treats)	40-0050		
☉B (Generic)	40-0015	☉J (Generic)			40-0035			☉R (Gourmet)	40-0051			
☉C (Generic)	40-0016	☉K (Generic)			40-0037			☉S (Wedding)	40-0052			
☉D (Generic)	40-0017	☉L (Generic)			40-0038			☉U (Travel)	40-0053			
☉E (Men's)	40-0018	☉M (Motivational)			40-0039			☉V (Travel)	40-0054			
☉F (Women's)	40-0019	☉N (Teen)			40-0040			☉X (Travel)	40-0055			
☉G (Generic)	40-0020	☉O (Fruit)			40-0048			☉Y (Fragrances)	40-0058			
☉H (Generic)	40-0021	☉P (Baby)			40-0049			☉Z (Bath & Body)	40-0056			
	Choices Gift Album <i>Available March 1, 2002 through February 28, 2003.</i>											
J-2899	☉Album <i>Contains bundles of your favorite exclusive products.</i>		20.00	40.00	40.00	50.00	1					25%
40-0061	☉Sample Albums <i>Forty Voided Albums for presentation use.</i>		0.00	0.00	13.99	13.99	1					0%

p Please add \$3.95 to the suggested retail price and IBO cost for shipping and handling. These products are exempt from the service charge.
 u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

☉ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Stock No.							Qty.	Footnote	BV	IBO Cost		
Literature												
	Gift & Incentive Program											
SA-1596	Catalog of Albums with price sheet, 10 each per package.....						1		0.00	14.50		
AD-1600	Flip Chart Portfolio						1		0.00	19.50		
	<i>Contains 1 flip chart binder, 23 sample albums, 16 sell sheets, 1 catalog of albums, 1 plastic pouch, 1 envelope, and 1 album wrap.</i>											
SA-2504	Presentation Flier with pricing, 25 per package						1		0.00	5.00		
SA-1599	Presentation Flier without pricing, 25 per package						1		0.00	5.00		
SA-1598	Sample Envelopes, 50 per package						1		0.00	5.00		
SA-1597	U.S. Mixed Pack Samples, 46 per package						1		0.00	14.50		

Hair Care



All products in this category are SATINIQUE® brand unless noted otherwise.

Conditioners/Treatment

E-5070	Hair Repair Masque, 5 fl oz <i>Deep conditioning treatment. Use to repair split ends.</i>		4.35	11.35	10.75	13.50	12	52.20	136.20	124.20	162.00	30%
								Calculated Unit Cost:		10.35		
E-5075	Hi Gloss Serum, 2.5 fl oz <i>Tames frizzies and adds shine for all hair types.</i>		5.25	13.75	12.95	16.40	12	63.00	165.00	150.60	196.80	30%
								Calculated Unit Cost:		12.55		
E-5065	Leave-In Protector, 6.75 fl oz <i>Use to seal in moisture to protect against heat damage and UV rays.</i>		4.15	10.90	10.35	13.00	12	49.80	130.80	119.40	156.00	30%
								Calculated Unit Cost:		9.95		
E-5050	Moisturising Detangler, 8.4 fl oz <i>Enriched with vitamin E. Use to repair dry ends. Ideal for normal-dry damaged or chemically treated hair.</i>		3.25	8.35	8.10	10.00	12	39.00	100.20	91.80	120.00	30%
								Calculated Unit Cost:		7.65		
E-5055	Moisturising Detangler, 33.8 fl oz		9.70	25.05	23.55	29.75	6	58.20	150.30	137.10	178.50	30%
								Calculated Unit Cost:		22.85		
E-5040	Volumising Detangler, 8.4 fl oz <i>Enriched with vitamin E. Use to add volume and body. Ideal for fine, thin, limp hair.</i>		3.25	8.35	8.10	10.00	12	39.00	100.20	91.80	120.00	30%
								Calculated Unit Cost:		7.65		
E-5045	Volumising Detangler, 33.8 fl oz		9.70	25.05	23.55	29.75	6	58.20	150.30	137.10	178.50	30%
								Calculated Unit Cost:		22.85		

Shampoo

E-5030	Daily Balance 2-in-1, 10 fl oz <i>Cleanse and condition in one step.</i>		2.90	7.50	7.30	8.95	12	34.80	90.00	82.20	107.40	30%
								Calculated Unit Cost:		6.85		
E-5035	Daily Balance 2-in-1, 33.8 fl oz		7.25	18.70	17.60	22.35	6	43.50	112.20	102.60	134.10	30%
								Calculated Unit Cost:		17.10		
E-5060	Dandruff Control Hair Cleanser, 10 fl oz <i>A mild-medicated shampoo with chamomile.</i>		2.90	7.50	7.30	8.95	12	34.80	90.00	82.20	107.40	30%
								Calculated Unit Cost:		6.85		
E-5000	Gentle Daily Hair Cleanser, 10 fl oz <i>Restores moisture balance to normal-dry, damaged, or chemically treated hair.</i>		2.40	6.30	6.20	7.50	12	28.80	75.60	69.00	90.00	30%
								Calculated Unit Cost:		5.75		
E-5005	Gentle Daily Hair Cleanser, 33.8 fl oz		6.15	15.85	15.00	18.90	6	36.90	95.10	87.00	113.40	30%
								Calculated Unit Cost:		14.50		

Ⓜ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
E-8854	Revitalising Hair Cleanser, 10 fl oz <i>Use to remove excessive product buildup and chlorine.</i>		2.40	6.30	6.20	7.50	12	28.80	75.60	69.00	90.00	30%
								Calculated Unit Cost:		5.75		
E-8855	Revitalising Hair Cleanser, 33.8 fl oz		6.15	15.85	15.00	18.90	6	36.90	95.10	87.00	113.40	30%
								Calculated Unit Cost:		14.50		
E-5020	Volumising Cleanser, 10 fl oz <i>Add volume to fine, thin limp hair.</i>		2.40	6.30	6.20	7.50	12	28.80	75.60	69.00	90.00	30%
								Calculated Unit Cost:		5.75		
E-5025	Volumising Cleanser, 33.8 fl oz		6.15	15.85	15.00	18.90	6	36.90	95.10	87.00	113.40	30%
								Calculated Unit Cost:		14.50		

Styling Products

Contains sunscreen. Use to prevent color fading and thermal damage.

EE-201	Defining Pomade, 2.2 oz <i>Use to shape, sculpt, and mold your hair for maximum texture and definition.</i>		3.40	8.90	8.50	10.55	12	40.80	106.80	97.20	126.60	30%
								Calculated Unit Cost:		8.10		
E-5095	Extra Design Styling Gel, 5.25 oz <i>Provides a hard hold. Use on wet or dry hair.</i>		1.95	5.10	5.05	6.10	12	23.40	61.20	55.80	73.20	30%
								Calculated Unit Cost:		4.65		
E-8942	Final Step Finishing Spray, aerosol (CA only), 7.7 oz <i>Use to create immediate lift and control for optimum hold.</i>		3.05	7.90	7.70	9.45	12	36.60	94.80	87.00	113.40	30%
								Calculated Unit Cost:		7.25		
E-8789	Final Step Finishing Spray, aerosol (U.S. except CA), 7.0 oz <i>Use to create immediate lift and control for optimum hold.</i>		3.05	7.90	7.70	9.45	12	36.60	94.80	87.00	113.40	30%
								Calculated Unit Cost:		7.25		
E-7765	Lock and Hold Styling Spritz, non-aerosol (CA only), 6.75 fl oz <i>Use for maximum hold.</i>		2.90	7.50	7.30	8.95	12	34.80	90.00	82.20	107.40	30%
								Calculated Unit Cost:		6.85		
E-5100	Lock and Hold Styling Spritz, non-aerosol (U.S. except CA), 6.75 fl oz <i>Use for maximum hold.</i>		2.90	7.50	7.30	8.95	12	34.80	90.00	82.20	107.40	30%
								Calculated Unit Cost:		6.85		
E-5090	Sculpting Spray Gel, 6.75 fl oz <i>Use for medium to hard hold.</i>		3.35	8.60	8.25	10.25	12	40.20	103.20	94.20	123.00	30%
								Calculated Unit Cost:		7.85		
E-5085	Volumising Mousse, 5.3 oz <i>Medium hold. Use to create volume, texture, and lift.</i>		2.50	6.45	6.30	7.70	12	30.00	77.40	70.80	92.40	30%
								Calculated Unit Cost:		5.90		

Stock No.		Qty.	Footnote	BV	IBO Cost
Accessories/Sales Aids					
40-0013	Ⓜ SATINIQUE® Hair Care Travel Pack <i>Three empty 2 oz bottles to refill with your favorite hair cleanser, detangler, and sculpting spray.</i>	1	m	1.40	4.25
Literature					
SA-2228 S	Simply Beautiful brochure in Spanish	1	l	0.00	1.00

Health Care

All items in this category are FORMUCARE® brand unless noted otherwise.

Children's Health Care Products

T-5935	Children's Chewable Non-Aspirin, 30 ct	b		0.90	1.80	2.89	2.89	4	3.48	8.28	12.00	14.99	25%
									Calculated Unit Cost:		3.00		

b Indicates Pricing and/or PV/BV change.
 l This item can be ordered only from the Puerto Rico Service Center, 787-269-3620. Delivery will be by U.S. postal system. The shipping cost is \$7.95 per invoice, regardless of the number of items ordered.
 m Available in April.

Ⓜ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
T-5508	Children's Ibuprofen Suspension, 4 oz		1.89	3.78	5.82	6.09	4	7.56	15.12	21.96	24.36	11%
								Calculated Unit Cost:		5.49		
Cough, Cold, Flu, and Allergy Relievers												
T-5506	Allergy Antihistamine Capsules, 24 ct	b	0.93	1.86	2.99	2.99	8	7.44	14.88	21.60	23.92	10%
								Calculated Unit Cost:		2.70		
T-5580	Cough Drops, Cherry, 100 ct	b	1.41	2.82	4.74	5.00	6	8.34	16.74	24.30	26.99	11%
								Calculated Unit Cost:		4.05		
T-5579	Cough Drops, Honey Lemon, 100 ct		1.39	2.79	4.40	4.49	6	8.34	16.74	24.30	26.99	11%
								Calculated Unit Cost:		4.05		
T-5589	Cough Syrup - Tussin DM, 8 oz		1.49	2.98	4.67	4.79	4	5.96	11.92	17.28	19.16	11%
								Calculated Unit Cost:		4.32		
T-5981	Daytime Liquid Cold Formula Capsules, 20 ct <i>Limit of three per order, subject to a maximum monthly order limit. Must be 18 years old to purchase.</i>	x	1.39	2.79	4.36	4.49	1					3%
T-0246	Diphenhydramine Elixir, 4 oz	u	1.08	2.17	3.48	3.49	4	4.32	8.68	12.60	13.96	10%
								Calculated Unit Cost:		3.15		
T-5592	Nasal Decongestant Spray, 1 oz		1.45	2.91	4.56	4.69	4	5.80	11.64	16.92	18.76	11%
								Calculated Unit Cost:		4.23		
T-5594	Nighttime Cold Medicine, 10 oz <i>Limit of three per order, subject to a maximum monthly order limit. Must be 18 years old to purchase.</i>	x	1.39	2.79	4.37	4.49	1					2%
T-5596	Nighttime Cold, Cherry Flavor, 10 oz <i>Limit of three per order, subject to a maximum monthly order limit. Must be 18 years old to purchase.</i>	x	1.39	2.79	4.37	4.49	1					2%
T-0242	Non-Aspirin Cold Tablets, 24 ct <i>Limit of three per order, subject to a maximum monthly order limit. Must be 18 years old to purchase.</i>	x	1.73	3.47	5.36	5.59	1					4%
T-0248	Non-aspirin Flu, 24 gelcaps <i>Limit of three per order, subject to a maximum monthly order limit. Must be 18 years old to purchase.</i>	x	1.24	2.48	3.97	3.99	1					0%
T-5983	Non-Drowsy Sinus Gelcaps, 24 ct <i>Limit of three per order, subject to a maximum monthly order limit. Must be 18 years old to purchase.</i>	x	1.24	2.48	3.90	3.99	1					2%
T-5503	Suphedrine Decongestant, 24 ct <i>Limit of three per order, subject to a maximum monthly order limit. Must be 18 years old to purchase.</i>	x	0.93	1.86	2.99	2.99	1					0%
Creams and Ointments, Topical												
T-5569	Antifungal Cream, 0.5 oz		1.24	2.48	3.90	3.99	6	7.44	14.88	21.60	23.94	11%
								Calculated Unit Cost:		3.60		
T-5212	Antifungal Spray Powder, 4.6 oz		1.49	2.98	4.64	4.79	6	8.94	17.88	25.92	28.74	11%
								Calculated Unit Cost:		4.32		
T-5585	Hydrocortisone Cream, 1% with Aloe, 1 oz		1.24	2.48	3.91	3.99	6	7.44	14.88	21.60	23.94	11%
								Calculated Unit Cost:		3.60		
T-7600	Triple Antibiotic Ointment, 1 oz		1.49	2.98	4.63	4.79	6	8.94	17.88	25.92	28.74	11%
								Calculated Unit Cost:		4.32		

b Indicates Pricing and/or PV/BV change.

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

x Not available to ship to or order from Puerto Rico.

N Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Health Aids, Special-Purpose												
T-5568	Antacid Tablets with Calcium, 150 ct	b	1.02	2.04	3.29	3.29	6	6.12	12.24	17.82	19.74	10%
								Calculated Unit Cost:		2.97		
X-1838	Antacid, Extra Strength, 96 ct		1.11	2.23	3.59	3.59	6	6.65	13.38	19.44	21.54	11%
								Calculated Unit Cost:		3.24		
T-5431	Cimetidine, 50 ct		2.98	5.96	8.97	9.59	3	8.94	17.88	25.92	28.77	11%
								Calculated Unit Cost:		8.64		
X-1767	Fiber Laxative Tab, 90 ct		3.72	7.45	11.13	11.99	2	7.44	14.90	21.60	23.98	11%
								Calculated Unit Cost:		10.80		
X-1769	Loperamide Caplets, 24 ct		2.08	4.16	6.34	6.69	4	8.32	16.64	24.12	26.76	11%
								Calculated Unit Cost:		6.03		
T-5593	Natural Fiber Laxative, 10 oz		2.23	4.47	6.83	7.19	4	8.92	17.88	25.92	28.76	11%
								Calculated Unit Cost:		6.48		
X-1827	Ranitidine, 30 ct		2.48	4.96	7.51	7.99	3	7.44	14.88	21.60	23.97	11%
								Calculated Unit Cost:		7.20		
T-5599	Stomach Relief Liquid, 8 oz		0.93	1.86	2.99	2.99	6	5.58	11.16	16.20	17.94	10%
								Calculated Unit Cost:		2.70		
T-0247	Women's Gentle Stimulant Laxative, 30 tablets		1.24	2.48	3.91	3.99	4	4.96	9.92	14.40	15.96	11%
								Calculated Unit Cost:		3.60		
Health Care, Miscellaneous												
X-1448	Eye Solution, Multi Purpose, 12 oz bottles		0.74	1.49	4.41	4.49	6	4.49	8.98	24.25	26.94	11%
								Calculated Unit Cost:		4.05		
Z-6765	Lip Balm, Mentholatum®, Cherry, 12 pk		2.49	4.99	13.50	14.99	1					11%
Z-6764	Lip Balm, Mentholatum®, Natural, 12 pk		2.49	4.99	13.50	14.99	1					11%
X-1447	Saline Solution, 16 oz bottle		0.49	0.99	2.99	2.99	6	2.99	5.98	16.15	17.94	11%
								Calculated Unit Cost:		2.70		
X-6613	Sheer Strips, Adhere®, Assorted, four 70 ct boxes		2.49	4.99	13.50	14.99	1					11%
Pain Relievers and Analgesics												
T-5504	Added Strength Headache Relief Tablets, 100 ct		1.64	3.29	5.08	5.29	4	6.56	13.16	19.08	21.16	11%
								Calculated Unit Cost:		4.77		
T-5570	Coated Aspirin, 325 mg, 100 ct		0.80	1.61	2.59	2.59	6	4.80	9.66	14.04	15.54	10%
								Calculated Unit Cost:		2.34		
T-0238	Enteric Aspirin, 120 ct		1.14	2.29	3.64	3.69	4	4.56	9.16	13.32	14.76	11%
								Calculated Unit Cost:		3.33		
T-5573	Extra Strength Gels, 100 ct		1.86	3.72	5.71	5.99	4	7.44	14.88	21.60	23.96	11%
								Calculated Unit Cost:		5.40		
T-5502	Extra Strength P.M. Caplet, 50 ct		1.61	3.22	4.99	5.19	4	6.44	12.89	18.69	20.76	11%
								Calculated Unit Cost:		4.68		
X-1738	FORMUCARE® Naproxen, 50 ct		1.70	3.41	5.26	5.49	4	6.80	13.64	19.80	21.96	11%
								Calculated Unit Cost:		4.95		
T-5586	Ibuprofen Tablets, 100 ct		1.86	3.72	5.71	5.99	4	7.44	14.88	21.60	23.96	11%
								Calculated Unit Cost:		5.40		

Insect Control

Z-1586	☉ Ant/Roach Killer, two 18 oz cans		2.82	5.65	11.31	12.99	1					15%
Z-5816	House & Garden Insect Spray, two 14 oz cans		2.82	5.65	11.31	12.99	1					15%
Z-5844	Insect Repellent, two 11 oz cans		2.82	5.65	11.31	12.99	1					15%
Z-1585	☉ Wasp/Hornet Killer, three 15 oz cans		2.82	5.65	11.31	12.99	1					15%

b Indicates Pricing and/or PV/BV change.

☉ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Jewelry												
Please refer to your <i>PERSONAL ACCENTS™</i> Catalog for complete descriptions. All items are not available in Puerto Rico. All items are shipped prepaid. Delivery charges are included in the purchase price. Do not include these items when determining your order total for value-based delivery charges.												
Bracelets												
T-0316	Antique Silvertone Bangle Bracelet	xk	11.23	29.40	29.40	39.99	1					36%
T-0297	Black Pearl Wire Bracelet	xk	2.80	7.35	7.35	9.99	1					36%
T-0303	Black Stone Bracelet	xk	8.42	22.05	22.05	29.99	1					36%
T-0257	Black Tube and Crystal Bracelet	xk	8.42	22.05	22.05	29.99	1					36%
T-0292	Cubic Zirconia Tennis Bracelet	xk	14.03	36.75	36.75	49.99	1					36%
T-0294	Cubic Zirconia Tennis Bracelet	xk	14.03	36.75	36.75	49.99	1					36%
T-0278	Cubic Zirconia Tennis Bracelet	xk	28.07	73.50	73.50	99.99	1					36%
T-0286	Cubic Zirconia Tennis Bracelet	xk	28.07	73.50	73.50	99.99	1					36%
T-0231	Floral Bracelet	xk	11.23	29.40	29.40	39.99	1					36%
T-0270	Floral Bracelet	xk	11.23	29.40	29.40	39.99	1					36%
T-0261	Multi-Crystal Bangle Bracelet	xk	14.03	36.75	36.75	49.99	1					36%
T-0321	Multi-Strand Beaded Bracelet	xk	5.61	14.70	14.70	19.99	1					36%
T-0159	Square Link Crystal Bracelet	xk	14.03	36.75	36.75	49.99	1					36%
T-0318	Two-tone Bracelet	xk	8.42	22.05	22.05	29.99	1					36%
Brooches												
T-0307	Blue Flower Brooch/Pendant	xk	14.03	36.75	36.75	49.99	1					36%
T-0340	Crab Brooch	xk	8.42	22.05	22.05	29.99	1					36%
T-0333	Cuff Links	xk	8.42	22.05	22.05	29.99	1					36%
T-0181	Dragonfly Brooch	xk	5.61	14.70	14.70	19.99	1					36%
T-0259	Giraffe Brooch	xk	8.42	22.05	22.05	29.99	1					36%
T-0328	Starfish Brooch	xk	16.84	44.10	44.10	59.99	1					36%
Combination Sets												
T-0184	Black Pearl Necklace/Bracelet	xk	16.84	44.10	44.10	59.99	1					36%
Earrings												
T-0149	Antique Silver-Tone Earrings	xk	8.42	22.05	22.05	29.99	1					36%
T-0344	Beaded Earrings	xk	4.21	11.02	11.02	14.99	1					36%
T-0313	Black Crystal Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0215	Black Pearl Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0226	Black Pearl Earrings	xk	2.80	7.35	7.35	9.99	1					36%
T-0301	Black Pearl Wire Earrings	xk	2.80	7.35	7.35	9.99	1					36%
T-0304	Black Stone Earrings	xk	4.21	11.02	11.02	14.99	1					36%
T-0258	Black Tube and Crystal Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0326	Blue and Crystal Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0322	Blue Euro-wire Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0308	Blue Flower Earrings	xk	11.23	29.40	29.40	39.99	1					36%
T-0324	Blue Stone Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0217	Cubic Zirconia Earrings	xk	2.80	7.35	7.35	9.99	1					36%

k Delivery charges for PERSONAL ACCENTS® Jewelry is prepaid and included in the purchase price. Do not include these purchase prices when determining your order total for value-based delivery charges.

x Not available to ship to or order from Puerto Rico.

Ⓜ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
T-0218	Cubic Zirconia Earrings	xk	2.80	7.35	7.35	9.99	1					36%
T-0314	Earring Jacket Set	xk	5.61	14.70	14.70	19.99	1					36%
T-0315	Earring Jacket Set	xk	5.61	14.70	14.70	19.99	1					36%
T-0228	Earring Jackets, Crystal	xk	8.42	22.05	22.05	29.99	1					36%
T-0269	Euro-wire Floral Earrings	xk	2.80	7.35	7.35	9.99	1					36%
T-0332	Floral Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0341	Hoop Earrings	xk	2.80	7.35	7.35	9.99	1					36%
T-0342	Hoop Earrings	xk	2.80	7.35	7.35	9.99	1					36%
T-0334	Hoop Earrings w/Crystal Balls	xk	8.42	22.05	22.05	29.99	1					36%
T-0331	Hoop Earrings w/Crystal Balls	xk	8.42	22.05	22.05	29.99	1					36%
T-0306	Leather Look Earrings	xk	4.21	11.02	11.02	14.99	1					36%
T-0272	Magnetic Earrings	xk	8.42	22.05	22.05	29.99	1					36%
T-0271	Magnetic Earrings	xk	8.42	22.05	22.05	29.99	1					36%
T-0262	Multi-Crystal Earrings	xk	11.23	29.40	29.40	39.99	1					36%
T-0338	Princess Cut Cubic Zirconia Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0339	Princess Cut Cubic Zirconia Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0267	Square Crystal Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0160	Square Link Crystal Earrings	xk	8.42	22.05	22.05	29.99	1					36%
T-0329	Starfish Earrings	xk	8.42	22.05	22.05	29.99	1					36%
T-0319	Two-tone Earrings	xk	5.61	14.70	14.70	19.99	1					36%
T-0227	White Pearl Earrings	xk	2.80	7.35	7.35	9.99	1					36%
Necklaces												
T-0327	36" Pearl Necklace	xk	8.42	22.05	22.05	29.99	1					36%
T-0148	Antique Silver-Tone Necklace	xk	11.23	29.40	29.40	39.99	1					36%
T-0311	Black Crystal Necklace	xk	11.23	29.40	29.40	39.99	1					36%
T-0295	Black Pearl and Wire Necklace	xk	4.21	11.02	11.02	14.99	1					36%
T-0214	Black Pearl Solitaire Necklace	xk	8.42	22.05	22.05	29.99	1					36%
T-0302	Black Stone Cuff Necklace	xk	11.23	29.40	29.40	39.99	1					36%
T-0252	Black Tube Crystal Necklace	xk	11.23	29.40	29.40	39.99	1					36%
T-0325	Blue and Crystal Necklace	xk	14.03	36.75	36.75	49.99	1					36%
T-0323	Blue Stone Necklace	xk	5.61	14.70	14.70	19.99	1					36%
T-0330	Crystal Square Necklace	xk	14.03	36.75	36.75	49.99	1					36%
T-0232	Floral Necklace	xk	16.84	44.10	44.10	59.99	1					36%
T-0268	Floral Necklace	xk	8.42	22.05	22.05	29.99	1					36%
T-0163	Freshwater Pearl Necklace	xk	11.23	29.40	29.40	39.99	1					36%
T-0164	Invisible Wire Pearl Necklace	xk	4.21	11.02	11.02	14.99	1					36%
T-0335	Lariat Necklace	xk	14.03	36.75	36.75	49.99	1					36%
T-0305	Leather Look Necklace	xk	8.42	22.05	22.05	29.99	1					36%
T-0260	Multi Crystal Necklace	xk	36.50	95.55	95.55	129.99	1					36%
T-0343	Multi-Strand Black Bead Necklace	xk	14.03	36.75	36.75	49.99	1					36%
T-0320	Multi-Strand Blue Bead Necklace	xk	11.23	29.40	29.40	39.99	1					36%
T-0336	Princess Cut Cubic Zirconia Necklace	xk	5.61	14.70	14.70	19.99	1					36%

k Delivery charges for PERSONAL ACCENTS® Jewelry is prepaid and included in the purchase price. Do not include these purchase prices when determining your order total for value-based delivery charges.
 x Not available to ship to or order from Puerto Rico.

Ⓜ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
T-0337	Princess Cut Cubic Zirconia Necklace	xk	5.61	14.70	14.70	19.99	1					36%
T-0310	Solitaire Pearl Necklace	xk	4.21	11.02	11.02	14.99	1					36%
T-0264	Square Crystal Necklace	xk	8.42	22.05	22.05	29.99	1					36%
T-0158	Square Link Crystal Choker	xk	25.26	66.15	66.15	89.99	1					36%
T-0317	Two-tone Necklace	xk	14.03	36.75	36.75	49.99	1					36%

Laundry and Apparel Care

Apparel Care

X-0906	Dry Cleaners' Secret®, one box of 20	u	4.66	9.33	25.48	27.99	1					10%
X-5678	Faultless® Wrinkle Remover, four 10 oz cans		2.99	5.99	16.38	17.99	1					10%
Z-9243	MEADOWBROOK® Lint Rollers <i>Adhesive sheets pick up dust, lint and pet hair. Six rollers with two handles.</i>	u	2.99	5.99	16.38	17.99	1					10%
SA8 SOLUTIONS®												
E-964	Fabric Finish Concentrate, 16.9 fl oz		2.45	6.45	5.50	6.85	12	29.40	77.40	60.60	82.20	35%
					Calculated Unit Cost:				5.05			
AD-5161	Fabric Finish Dilution Bottle		0.35	0.95	3.80	3.80	12	4.20	11.40	40.80	40.80	0%
					Calculated Unit Cost:				3.40			
EE-67	Fabric Refresher, 16.9 fl oz		2.75	7.20	7.35	8.65	12	33.00	86.40	82.80	103.80	25%
					Calculated Unit Cost:				6.90			

Combo Packs/Samples

SA8 SOLUTIONS®												
E-468	Fabric Finish Combo Pack <i>Includes Fabric Finish and dilution bottle.</i>		2.80	7.40	9.30	10.65	1					13%
E-6695	Fabric Refresher Combo Pack <i>Includes Fabric Refresher and sprayer.</i>		3.00	7.85	10.20	11.50	1					12%
E-3889	SA8® Laundry Care Trial Pack <i>Includes samples of BIOQUEST®, All Fabric Bleach, TRI-ZYME®, and Pre-Wash Spray.</i>		2.75	7.25	9.05	10.80	9	24.75	65.25	77.40	97.20	25%
					Calculated Unit Cost:				8.60			
E-2726	SA8® with BIOQUEST® Samples, 60 pouches		2.85	7.30	20.35	20.35	1					0%
E-469	SA8® with BIOQUEST® Stain Pack Combo <i>Includes BIOQUEST® 6.6 lb, TRI-ZYME® 750 g, All Fabric Bleach 3 lb, Pre-Wash Liquid 16.9 oz.</i>		17.20	44.35	42.45	51.90	1					22%
E-470	SA8® with GELZYME™ Stain Pack Combo <i>Includes SA8® with GELZYME™ 4 L, TRI-ZYME® 750 g, All Fabric Bleach 3 lb, Pre-Wash Liquid 16.9 oz.</i>		23.25	59.95	56.35	69.00	1					22%
E-9768	White Socks and More Pack <i>Includes BIOQUEST® 6.6 lb, TRI-ZYME® 750 g, All Fabric Bleach 3 lb.</i>		14.20	36.65	35.90	43.00	1					19%

Detergent

SA8® Concentrated, Liquid												
E-3272	Delicate, Gentle Liquid Detergent, 1 L		5.10	13.40	10.65	14.75	12	61.20	160.80	121.80	177.00	45%
					Calculated Unit Cost:				10.15			
E-9170	Liquid with Fabric Softener, 1 L		4.10	10.55	9.60	11.80	12	49.20	126.60	109.20	141.60	29%
					Calculated Unit Cost:				9.10			

k Delivery charges for PERSONAL ACCENTS® Jewelry is prepaid and included in the purchase price. Do not include these purchase prices when determining your order total for value-based delivery charges.

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

x Not available to ship to or order from Puerto Rico.

N Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
E-9171	Liquid with Fabric Softener, 4 L		14.40	37.15	32.40	40.60	6	86.40	222.90	188.70	243.60	29%
								Calculated Unit Cost:		31.45		
E-5216	SA8® with GELZYME™, 4 L <i>Pre-spotter and detergent in one.</i>		13.25	34.15	32.05	38.95	6	79.50	204.90	186.60	233.70	25%
								Calculated Unit Cost:		31.10		
	SA8® Concentrated, Powder											
E-3	Phosphate Free with the BIOQUEST® Cleaning System, 6.6 lbs		7.20	18.55	18.15	21.85	6	43.20	111.30	104.70	131.10	25%
								Calculated Unit Cost:		17.45		
E-4	Phosphate Free with the BIOQUEST® Cleaning System, 9.9 lbs		11.00	28.35	26.30	31.85	3	33.00	85.05	76.35	95.55	25%
								Calculated Unit Cost:		25.45		
E-9910	Phosphate Free with the BIOQUEST® Cleaning System, 50 lbs	a	50.30	131.85	119.90	149.90	1					25%
E-9907	Plus Concentrated Detergent, contains phosphates, 50 lbs	ac	41.15	107.75	96.25	116.50	1					21%
E-8268	Plus Concentrated Detergent, contains phosphates, 12 lbs	c	10.50	27.10	25.20	30.90	3	31.50	81.30	72.90	92.70	27%
								Calculated Unit Cost:		24.30		
E-8023	Plus Concentrated Detergent, contains phosphates, 6 lbs	c	5.30	13.65	13.30	16.00	6	31.80	81.90	75.90	96.00	26%
								Calculated Unit Cost:		12.65		
E-4783	SA8® Baby Laundry Detergent, 5.5 lbs <i>Pediatrician and dermatologically tested. Won't harm the flame resistance of sleepwear.</i>		6.95	18.25	18.15	21.85	6	41.70	109.50	104.70	131.10	25%
								Calculated Unit Cost:		17.45		
10-0297	☉ Tablets <i>Up to 96 loads.</i>		10.90	28.55	28.00	33.95	4	43.60	114.20	108.80	135.80	24%
								Calculated Unit Cost:		27.20		
Fabric Softener												
X-1201	Fabric Softening Dryer Sheets, two 200 ct boxes		2.83	5.66	15.47	16.99	1					10%
	SA8 SOLUTIONS®											
EE-145	Blue Classic Original Scent, 1.5 L		3.00	7.90	8.15	9.55	9	27.00	71.10	68.40	85.95	25%
								Calculated Unit Cost:		7.60		
EE-146	Blue Classic Original Scent, 4 L		7.15	18.45	18.40	22.10	6	42.90	110.70	105.90	132.60	25%
								Calculated Unit Cost:		17.65		
EE-117	Green Alpine Floral, 1.5 L		3.00	7.90	8.15	9.55	9	27.00	71.10	68.40	85.95	25%
								Calculated Unit Cost:		7.60		
EE-118	Green Alpine Floral, 4 L		7.15	18.45	18.40	22.10	6	42.90	110.70	105.90	132.60	25%
								Calculated Unit Cost:		17.65		
EE-119	Yellow Sunburst Fresh, 1.5 L		3.00	7.90	8.15	9.55	9	27.00	71.10	68.40	85.95	25%
								Calculated Unit Cost:		7.60		
EE-120	Yellow Sunburst Fresh, 4 L		7.15	18.45	18.40	22.10	6	42.90	110.70	105.90	132.60	25%
								Calculated Unit Cost:		17.65		
Laundry Additives												
	SA8 SOLUTIONS®											
E-8935	Bleach, All Fabric, 3 lbs <i>Safe for colors and whites.</i>		4.05	10.50	9.95	12.00	12	48.60	126.00	112.80	144.00	27%
								Calculated Unit Cost:		9.40		
E-2794	Bleach, All Fabric, 7 lbs		8.95	23.40	21.55	26.75	6	53.70	140.40	125.10	160.50	28%
								Calculated Unit Cost:		20.85		
E-8204	Bleach, Dry Chlorine, 3 lbs		2.85	7.35	7.40	8.75	12	34.20	88.20	82.20	105.00	27%
								Calculated Unit Cost:		6.85		
E-831	Bleach, Dry Chlorine, 8 lbs		6.85	18.00	16.55	20.30	6	41.10	108.00	94.80	121.80	28%
								Calculated Unit Cost:		15.80		
E-799	Pre-Wash Spot Treatment Spray, 13 oz		3.00	7.70	6.55	8.90	12	36.00	92.40	73.20	106.80	45%
								Calculated Unit Cost:		6.10		

a Commercial product. MSDSs and additional information can be obtained by calling 1-800-992-6929, ext. 5.
c State and local phosphate restrictions may apply. Call (616) 787-6279.

☉ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
E-8945	Pre-Wash Spot Treatment w/Enzymes, Liquid, 16.9 fl oz		3.00	7.70	6.55	8.90	12	36.00	92.40	73.20	106.80	45%
								Calculated Unit Cost:		6.10		
E-8025	SMASHING WHITE® Water Softener & Detergent Booster, 7 lbs	c	5.65	14.55	13.85	16.90	6	33.90	87.30	78.90	101.40	28%
								Calculated Unit Cost:		13.15		
E-764	SMASHING WHITE® Water Softener & Detergent Booster, 1 L	c	2.55	6.60	5.80	7.60	12	30.60	79.20	63.60	91.20	43%
								Calculated Unit Cost:		5.30		
E-773	SMASHING WHITE® Water Softener & Detergent Booster, 4 L	c	7.30	18.80	16.60	22.25	6	43.80	112.80	94.50	133.50	41%
								Calculated Unit Cost:		15.75		
E-7391	TRI-ZYME® Pre-Soak & Detergent Booster, 1.5 lbs		2.95	7.60	7.80	9.15	12	35.40	91.20	87.60	109.80	25%
								Calculated Unit Cost:		7.30		
E-7420	TRI-ZYME® Pre-Soak & Detergent Booster, 5 lbs		6.55	17.20	17.05	20.65	6	39.30	103.20	98.70	123.90	25%
								Calculated Unit Cost:		16.45		
E-9460	TRI-ZYME® Stain Pre-Soak & Detergent Booster, 50 lbs	a	36.95	96.85	96.85	111.40	1					15%

Stock No.	Qty.	Footnote	BV	IBO Cost
CD				
CD-2158	1	Ⓜ Home Demonstration "Just Add Water" <i>Several video demonstrations for products like SA8 with BioQUEST®, L.O.C.® Multi-purpose Cleaner, DISH DROPS® Concentrated Dishwashing Liquid, and more.</i>	0.00	7.50
Literature				
SA-2089	1	Switch! to our Laundry and Home Care Products Brochure, 10 per pack.....	0.00	6.75
SA-2521	2	Ⓜ SA8® Laundry Stain Slide Chart, 2 count. <i>Tool that gives laundry solutions for many common stains.</i>	0.00	3.50

Light Bulbs

Z-0992	65W Reflector Bulbs, 6 ct	u	3.99	7.99	22.08	23.99	1					8%
	PEAK POWER™											
Z-1328	100W 12,000 Hr. Bulbs, six 4 pks		3.16	6.33	17.48	18.99	1					8%
Z-1338	60W 12,000 Hr. Bulbs, six 4 pks		3.16	6.33	17.48	18.99	1					8%
Z-1339	75W 12,000 Hr. Bulbs, six 4 pks		3.16	6.33	17.48	18.99	1					8%
Z-1344	Variety Pack 12,000 Hr. Bulbs, six 4 pks		3.16	6.33	17.48	18.99	1					8%

Magnetic Therapy

All products in this category are MAGNA BLOC® brand.

Diamond Shaped

EE-217	Diamon shaped Therapeutic Magnets <i>15 sheets with 4 adhesives per sheet.</i>		54.45	142.70	118.95	154.65	1					30%
E-8928	Replacement Double-Adhesive Pads, 60 ct <i>To be used with the 3 disc set.</i>		0.80	2.10	4.20	5.50	1					30%
E-9605	SKIN BLOC™ Towelettes <i>Use to prepare your skin before applying a MAGNA BLOC® disc.</i>		0.55	1.40	3.00	3.95	1					31%
AD-2163	View Finder Card, MAGNA BLOC® <i>Great way to find and compare magnetic fields.</i>		0.90	2.30	4.65	6.05	1					30%

a Commercial product. MSDSs and additional information can be obtained by calling 1-800-992-6929, ext. 5.

c State and local phosphate restrictions may apply. Call (616) 787-6279.

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

Ⓜ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Gel Technology												
EE-51	Insoles, Men's large, shoe size 10 - 13 <i>Contains 11 MAGNA BLOC® clusters.</i>		32.70	85.65	71.40	92.85	1					30%
EE-50	Insoles, Men's small/medium, shoe size 7 - 9½ <i>Contains 11 MAGNA BLOC® clusters.</i>		32.70	85.65	71.40	92.85	1					30%
EE-49	Insoles, Women's large, shoe size 8½ - 10 <i>Contains 11 MAGNA BLOC® clusters.</i>		32.70	85.65	71.40	92.85	1					30%
EE-27	Insoles, Women's small/medium, shoe size 5-8 <i>Contains 11 MAGNA BLOC® clusters.</i>		32.70	85.65	71.40	92.85	1					30%
EE-208	Knee Band, L/XL <i>Contains 4 MAGNA BLOC® clusters.</i>		49.50	129.65	108.05	139.40	1					29%
EE-207	Knee Band, S/M <i>Contains 4 MAGNA BLOC® clusters.</i>		49.50	129.65	108.05	139.40	1					29%
EE-189	Wrist Glove, L/XL <i>Contains 1 glove and 1 MAGNA BLOC® cluster.</i>		25.20	66.00	55.00	70.95	1					29%
EE-188	Wrist Glove, S/M <i>Contains 1 glove and 1 MAGNA BLOC® cluster.</i>		25.20	66.00	55.00	70.95	1					29%
Other												
E-8837	Back Belt <i>Contains 5 MAGNA BLOC® clusters.</i>		49.05	126.50	105.45	137.65	1					30%
E-8839	Elbow Band <i>Contains 4 MAGNA BLOC® clusters. One size fits most.</i>		28.35	73.15	61.00	79.45	1					30%
EE-25	Multi-Use Wrap <i>Contains 5 MAGNA BLOC® clusters. Includes 2 adjustable straps and a neoprene foam pad.</i>		46.90	121.00	100.90	131.25	1					30%
EE-24	Seat Cushion <i>Contains 17 large MAGNA BLOC® clusters.</i>		87.90	226.85	189.10	245.90	1					30%
EE-26	Travel Comforter <i>Contains 37 MAGNA BLOC® clusters.</i>		166.10	428.55	357.20	464.45	1					30%

Stock No.	Description	Qty.	Footnote	BV	IBO Cost
Literature					
SA-2520 S	MAGNA BLOC® Brochure in Spanish, 3 per package.....	1	I	0.00	6.00
SA-2122	MAGNA BLOC® Brochure, 10 per package..... <i>Featuring the entire product line along with competitive information and benefits of MAGNA BLOC®.</i>	1		0.00	7.25

ARTISTRY®

Nail Care

All products in this category are ARTISTRY® brand.

A-5818	Cuticle and Nail Conditioner, 0.5 oz	4.90	12.70	9.75	14.10	6	29.40	76.20	56.10	84.60	50%
							Calculated Unit Cost:		9.35		
	Nail Colour <i>Chip-resistant formula lasts for days. Formaldehyde & Toluene free. 0.5 fl oz.</i>	3.30	8.55	7.20	9.75	1					35%

Base Coat	A-9359	Celestial	A-9266	Ⓝ Cosmic Ⓢ	10-0251
Extremely Red	A-9341	Flair Ⓢ	10-0133	Ginger	AA-175
Glossy Top Coat	A-9383	Iced Mauve	A-9291	Lily	A-9036
Lux Ⓢ	10-0131	Madras	AA-174	Matte Finish Top Coat	A-9384
Mesh	A-9211	Muted Mauve	A-9353	Paris	A-9296

Ⓢ This item can be ordered only from the Puerto Rico Service Center, 787-269-3620. Delivery will be by U.S. postal system. The shipping cost is \$7.95 per invoice, regardless of the number of items ordered.

Ⓝ Item new to this edition.
Ⓢ Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Poised T	10-0134		Precious T		10-0132		Sunshine T		10-0250			
N Techni Coral T	10-0252		N Virtual Pink T		10-0253		To view colours, please refer to the ARTISTRY® Colour Card, SA-972.					
A-5545	Remover Towelettes for Nail Colour, 16/box <i>Acetone-free. Safe for acrylic nails.</i>		2.60	6.65	6.00	8.45	12	31.20	79.80	67.20	101.40	50%
								Calculated Unit Cost:		5.60		
Stock No.							Qty.	Footnote	BV	IBO Cost		
Literature												
SA-2364	ARTISTRY® Nail Colour Selection Tool, 5 per package, 5 count. <i>Used to assist with selecting Classic Nail Colour.</i>						5		0.00	7.50		

Oral Care

X-6617	Dental Floss, four 200 yds		2.16	4.33	11.70	12.99	1					11%
Breath Fresheners/Oral Rinse												
E-9529	GLISTER® Multi-Action Oral Rinse, Mint Flavor, 2 fl oz <i>Concentrated formula makes 100 uses.</i>		3.10	7.95	6.35	8.65	12	37.20	95.40	71.40	103.80	45%
	Refresher Sprays <i>Pocket-size breath spray.</i>											
E-9531	Cinnamon Flavored, 0.33 oz/2 pk		2.90	7.70	6.90	8.90	12	34.80	92.40	73.20	106.80	45%
								Calculated Unit Cost:		6.10		
E-9532	Mint Flavored, 0.33 oz/2 pk		2.90	7.70	6.90	8.90	12	34.80	92.40	73.20	106.80	45%
								Calculated Unit Cost:		6.10		
Toothbrushes												
X-6643	Toothbrush, Angle, 12 pk		2.66	5.33	14.40	15.99	1					11%
Z-2026	T Toothbrush, Child's, Barbie, 4 pk		1.49	2.99	8.10	8.99	1					11%
Z-2028	T Toothbrush, Child's, Hot Wheels, 4 pk		1.49	2.99	8.10	8.99	1					11%
Z-6647	Toothbrush, Clarident®, 12 pk		4.66	9.33	25.20	27.99	1					11%
X-6645	Toothbrush, Gemhead, 12 pk		2.83	5.66	15.30	16.99	1					11%
Z-6652	Toothbrush, Microtex®, 12 pk		4.16	8.33	22.50	24.99	1					11%
X-6610	Toothbrush, Perfect, 12 pk		3.83	7.66	20.70	22.99	1					11%
X-7160	Toothbrush, Plax RX, 12 pk		4.16	8.33	22.50	24.99	1					11%
Toothpaste												
	GLISTER®											
E-9530	Multi-Action Fluoride Toothpaste, 6.75 oz <i>All in one. Safely cleans, removes plaque, fights cavities, whitens teeth, freshens breath.</i>		1.40	3.65	3.90	4.50	12	16.80	43.80	42.00	54.00	27%
								Calculated Unit Cost:		3.50		
E-3460	Multi-Action Fluoride Toothpaste, Travel Size, 2.3 oz each 6 count		4.80	12.45	11.85	15.30	1					28%

Paper Products

NOTE: These products are exempt from the service charge.												
Z-1367	Multi-Purpose Copy Paper, five 500 sheet reams	f	3.32	6.65	18.40	19.99	1					8%

b Indicates Pricing and/or PV/BV change.
f Please add \$7.50 delivery charge per item to the suggested retail price or IBO cost.

N Item new to this edition.
T Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Bath Tissue												
Z-9334	Bath Tissue, 96 rolls <i>Commercial quantity.</i>	h	9.16	18.33	50.60	54.99	1					8%
Z-4108	Jumbo Bath Tissue, 12 rolls <i>Commercial quantity.</i>	hu	9.16	18.33	50.60	54.99	1					8%
MEADOWBROOK®												
X-5868	Bath Tissue, 48 rolls of 1000 sheets	hu	6.65	13.33	36.80	39.99	1					8%
X-8520	Bath Tissue, 48 rolls of 350 sheets	e	4.16	8.33	23.00	24.99	1					8%
X-8485	Bath Tissue, 48 rolls of 500 sheets	h	6.16	12.33	34.04	36.99	1					8%
MEADOWBROOK® Gold												
Z-1776	Bath Tissue, 45 rolls of 300 sheets	e	5.49	10.99	30.36	32.99	1					8%
Combo Packs												
X-5871	Kleenex® Brand <i>Contains 12 rolls Cottonelle® Bath Tissue, 1 box ColdCare® facial tissues, 2 boxes facial tissues, 4 rolls Premiere® paper towels, 1 pack Scott® dinner napkins.</i>	eu	4.99	9.99	27.60	29.99	1					8%
X-8524	MEADOWBROOK® Brand <i>Contains: 12 rolls bath tissue, one 250-ct facial tissue, two 95-ct cube facial tissue, four 90-sheet paper towel rolls, one 250-ct package of dinner napkins.</i>	e	4.16	8.33	23.00	24.99	1					8%
Facial Tissue												
Z-0535	Cold Care Kleenex®, 18 pks of 65 sheets	e	4.66	9.33	25.76	27.99	1					8%
X-5869	Kleenex® Pocket Pack, 96 pks, 15 ct	eu	6.65	13.33	36.80	39.99	1					8%
MEADOWBROOK®												
Z-1764	Facial Tissue Cube, 24 pk of 100 sheets	eu	4.49	8.99	24.84	26.99	1					8%
Z-1759	Facial Tissue, 21 pk of 175 sheets	eu	4.49	8.99	24.84	26.99	1					8%
Z-8315	Facial Tissue, 30 pk of 250 sheets	h	8.33	16.66	46.00	49.99	1					8%
MEADOWBROOK® Gold												
Z-1779	Facial Tissue Cube, 24 pk of 66 sheets	eu	5.33	10.66	29.44	31.99	1					8%
Z-1773	Facial Tissue, 21 pk of 115 sheets	eu	5.49	10.99	30.36	32.99	1					8%
Napkins												
MEADOWBROOK®												
Z-1763	Dinner Napkins, 18 pk 40 ct	eu	5.83	11.66	32.20	34.99	1					8%
Z-1762	Lunch Napkins, 8 pk 300 ct	e	4.16	8.33	23.00	24.99	1					8%
Paper Towels												
MEADOWBROOK® Gold												
Z-5820	MEADOWBROOK® Gold Paper Towel, 10 rolls of 84 sheets	e	4.66	9.33	25.76	27.99	1					8%

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N Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
MEADOWBROOK®												
X-6888	Paper Towel, 12 jumbo rolls of 180 sheets	h	4.99	9.99	27.60	29.99	1					8%
X-6884	Paper Towel, 15 rolls of 90 sheets	e	3.32	6.65	18.40	19.99	1					8%
X-6891	Paper Towel, 30 rolls of 90 sheets	hu	6.16	12.33	34.04	36.99	1					8%
X-6885	Printed Paper Towel, 15 rolls of 90 sheets	e	3.32	6.65	18.40	19.99	1					8%
X-6886	Printed Paper Towel, 30 rolls of 90 sheets	hu	6.16	12.33	34.04	36.99	1					8%
Z-1361	Professional Kitchen Towel	h	3.99	7.99	22.08	23.99	1					8%
Paper Towels, Dispenser Refills												
<i>Commercial quantities</i>												
X-1162	C-fold Hand Towels, 16 pks/150 ea	hu	6.65	13.33	36.80	39.99	1					8%
Z-4123	C-fold Towels, 12 pks/120 ea	eu	4.99	9.99	27.60	29.99	1					8%
J-0164	Center Pull Towels, 4 rolls of 500 sheets	uh	7.33	14.66	40.48	43.99	1					8%
J-0143	Kitchen Roll Towel, Brawny®, 12 pk of 180 sheets	hu	5.83	11.66	32.20	34.99	1					8%
X-1163	Multi-fold Hand Towels, 20 pks/120 ea	eu	5.83	11.66	32.20	34.99	1					8%
Z-4109	Multi-fold Towels, 16 pks/125 ea	eu	4.99	9.99	27.60	29.99	1					8%
Z-3275	Roll Towels, 12 rolls	hu	7.49	14.99	41.40	44.99	1					8%
Plates/Cups												
Z-5765	Dinner Plates, Chinet®, 200 ct	h	4.99	9.99	27.60	29.99	1					8%
Z-1602	Paper Plates, 288 ct	e	3.32	6.65	18.40	19.99	1					8%
Z-6920	Paper Plates, Chinet®, 100 ct	e	2.49	4.99	13.80	14.99	1					8%
J-0922	Plastic Cups, Chinet®, 240 ct	e	3.32	6.65	18.40	19.99	1					8%

Personal Care Products

X-3400	Cotton Balls, twelve 100 ct pks 100% cotton puffs. Zip lock package.		3.16	6.33	17.10	18.99	1					11%
X-3478	Cotton Rounds, 6 pk 100% cotton quilted pads. 80 pads per package.		2.16	4.33	11.70	12.99	1					11%
X-6680	MEADOWBROOK® Cotton Swabs, four 400 ct		2.33	4.66	12.60	13.99	1					11%
X-5690	MEADOWBROOK® Instant Hand Sanitizer, six 8 oz pkgs		2.49	4.99	13.50	14.99	1					11%
Feminine Hygiene												
DÉBUT® Pads												
Z-8400	Long Super Maxi, twelve 16 ct		6.33	12.66	34.96	37.99	1					8%
Z-3891	Overnight Ultra Thins Maxi, six 14 ct		3.16	6.33	17.48	18.99	1					8%
Z-0011	Pantyliners, Deodorant, six 64 ct		4.16	8.33	23.00	24.99	1					8%
Z-2010	Pantyliners, unscented, six 64 ct		4.16	8.33	23.00	24.99	1					8%
Z-5622	Regular Maxi Pads, twelve 24 ct		6.65	13.33	36.80	39.99	1					8%
Z-4221	Super Maxi Pads, twelve 24 ct		6.65	13.33	36.80	39.99	1					8%
Z-4218	Thin Maxi Pads, twelve 24 ct		6.65	13.33	36.80	39.99	1					8%
Z-0006	Ultra Thins Maxi Pads, twelve 18 ct		6.33	12.66	34.96	37.99	1					8%
DÉBUT® Tampons												
Z-9990	Regular, Cardboard Applicator, six 40 ct		6.65	13.33	36.80	39.99	1					8%

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Z-9992	Super Plus, Cardboard Applicator, six 40 ct		6.65	13.33	36.80	39.99	1					8%
Z-9991	Super, Cardboard Applicator, six 40 ct		6.65	13.33	36.80	39.99	1					8%
X-7997	Tampons, Cardboard Multipack, six 40 pk 20 regular & 20 super.	u	6.65	13.33	36.80	39.99	1					8%
Z-6204	Tampons, Playtex®, twelve 20 ct Multipack with Gentle Glide plastic applicator.		10.83	21.66	61.75	64.99	1					5%

Pet Care

Cat Food												
PROMINENCE®												
Z-9107	Canned Combo, Beef/Chicken & Beef/Tuna Twenty-four of each flavor per combo pack. Forty-eight 5.5 oz cans.	v	4.66	9.33	25.20	27.99	1					11%
Z-9105	Canned Combo, Chicken/Whitefish & Beef/Egg/Cheese Twenty-four of each flavor per combo pack. Forty-eight 5.5 oz cans.	v	4.66	9.33	25.20	27.99	1					11%
X-6700	Canned Salmon, Gourmet Cat food for all life stages. Forty-eight 3 oz cans.	v	4.16	8.33	22.50	24.99	1					11%
Z-4347	Canned Turkey/Giblets, Gourmet Forty-eight 3 oz cans.	v	4.16	8.33	22.50	24.99	1					11%
X-6705	Canned Whitefish & Tuna, Gourmet Forty-eight 3 oz cans.	v	4.16	8.33	22.50	24.99	1					11%
Z-0965	Dry Combo Pack, Beef & Tuna, Gourmet, three 8 lb bags	v	4.99	9.99	27.00	29.99	1					11%
X-1288	Dry Combo Pack, Beef & Tuna, Gourmet, three 3.5 lb bags	v	2.83	5.66	15.30	16.99	1					11%
X-4502	Dry Gourmet, two 8 lb bags Provides all essential nutrients.	v	3.66	7.33	19.80	21.99	1					11%
X-4506	Dry Kitten Food, two 3.5 lb bags	v	2.33	4.66	12.60	13.99	1					11%
X-4507	Dry Lite, two 8 lb bags	v	4.16	8.33	22.50	24.99	1					11%
X-4738	Dry Tuna, two 8 lb bags Provides all essential nutrients.	v	3.66	7.33	19.80	21.99	1					11%
Cat Litter												
X-9967	Cat Litter, Original, two 15 lb bags 3/16" pellets with odor-banishing baking soda.	v	4.16	8.33	22.50	24.99	1					11%
Z-1399	Cat Litter, Scientific, two 2.5 lb boxes	v	4.99	9.99	27.00	29.99	1					11%
Z-9098	Lemon Fresh Mini Pellet Cat Litter, two 15 lb bags 1/8" pellets with lemon scent.	v	4.16	8.33	22.50	24.99	1					11%
Z-0711	Mini Pellet Cat Litter, two 15 lb bags 1/8" pellets with odor-banishing baking soda.	v	4.16	8.33	22.50	24.99	1					11%
X-4609	Premium Choice Litter Beads, two 3.8 liter bags	v	2.99	5.99	16.20	17.99	1					11%
Dog Food												
NUTRIPET®												
E-1213	Dog Food, 8 lbs 4 count		21.00	53.80	54.60	62.00	1					13%
E-9670	Dog Food, Dry, 20 lbs 2 count		21.70	56.40	56.80	64.30	1					13%

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			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
PROMINENCE®												
X-4747	Canned Beef, twenty-four 14 oz cans	v	4.16	8.33	22.50	24.99	1					11%
X-4755	Canned Chicken, twenty-four 14 oz cans	w	4.16	8.33	22.50	24.99	1					11%
X-4515	Canned Lamb/Rice/Vegetable, twenty-four 14 oz cans	v	4.66	9.33	25.20	27.99	1					11%
X-4850	Canned Senior Formula, twenty-four 14 oz cans	v	4.16	8.33	22.50	24.99	1					11%
Z-4067	Jerky Sticks and Strips, two 20 oz jars	u	3.66	7.33	19.80	21.99	1					11%
Z-9221	Ⓞ Large-sized biscuits, two 7.5 lb bags	v	3.99	7.99	21.60	23.99	1					11%
Z-9309	Ⓞ Medium-sized biscuits, two 5 lb bags	v	2.99	5.99	16.20	17.99	1					11%

Product Dispensers

AD-5113	Cap, Pour 'n' Measure <i>Use with L.O.C.® Multi-Purpose and L.O.C.™ Plus liquid cleaners and more.</i>		0.15	0.35	1.85	1.85	12	1.80	4.20	17.40	17.40	0%
AD-2497	Drum Faucet		0.20	0.55	1.95	1.95	1					0%
AD-6871	Measuring Scoop for Laundry Products <i>Use with any SA8® powder products.</i>		0.02	0.05	0.30	0.30	200	4.00	10.00	40.00	40.00	0%
AD-1354	Pistol Grip Sprayer/Bottle <i>Use with L.O.C.™ Plus liquid cleaners.</i>		0.25	0.65	2.85	2.85	30	7.50	19.50	66.00	66.00	0%
AD-1355	Plastic Squeeze Bottle <i>Use with DISH DROPS®.</i>		0.05	0.15	1.05	1.05	30	1.50	4.50	21.00	21.00	0%
Plungers/Pumps												
AD-3806	Disinfectant Cleaner Pump Dispenser for 10 L Container		0.60	1.55	5.30	5.30	1					0%
EAD-1604	Fits 1 Liter Container <i>Use with L.O.C.® Multi-Purpose Cleaner 1 L, DISH DROPS® and more.</i>		0.15	0.45	2.20	2.20	30	4.50	13.50	51.00	51.00	0%
AD-3018	Fits 2.5 Gallon or 10 L Container		0.40	1.00	3.40	3.40	1					0%
EAD-2258	Fits 4 Liter Container <i>Use with L.O.C.® Multi-Purpose Cleaner and L.O.C.™ Plus Kitchen Cleaner, 4 L sizes.</i>		0.30	0.75	2.75	2.75	12	3.60	9.00	28.20	28.20	0%
AD-1560	Pump Dispenser fits 4 L <i>Use for GELZYME™ and Fabric Softener only.</i>		0.30	0.75	2.75	2.75	12	3.60	9.00	28.20	28.20	0%

Shaving Products

J-4913	Ⓞ Aftershave Balm, Men's, 4 oz, 2 pk		1.80	3.60	7.53	7.99	12	21.57	43.15	86.30	95.88	11%
J-4914	Ⓞ Aftershave Balm, Women's, 4 oz, 2 pk		1.80	3.60	7.53	7.99	12	21.57	43.15	86.30	95.88	11%
J-4912	Ⓞ Shaving Foam, 14 oz, 4 pk <i>Sensitive Skin Formula.</i>		2.25	4.50	9.54	9.99	3	6.74	13.49	26.98	29.97	11%
J-4910	Ⓞ Shaving Gel, Men's, 7 oz, 4 pk <i>Sensitive Skin Formula.</i>		2.25	4.50	9.42	9.99	3	6.74	13.49	26.98	29.97	11%
J-4911	Ⓞ Shaving Gel, Women's, 7 oz, 4 pk <i>Sensitive Skin Formula.</i>		2.25	4.50	9.42	9.99	3	6.74	13.49	26.98	29.97	11%

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Razors												
X-8586	Comfort Touch™ Deluxe Disposable for Women, Personna®, 40 ct		3.32	6.65	18.00	19.99	1					11%
X-8578	Comfort Touch™ Deluxe Disposable, Personna®, 40 ct		3.32	6.65	18.00	19.99	1					11%
X-6635	Disposable, Men's, 50 pk		2.49	4.99	13.50	14.99	1					11%
X-6637	Disposable, Women's, 50 pk		2.49	4.99	13.50	14.99	1					11%
X-9730	☉Lady Tri-Flex™ Razor Handle with 20 Triple Blades		4.16	8.33	22.50	24.99	1					11%
X-9732	☉Lady Tri-Flex™ Cartridges, 20 ct		3.32	6.65	18.00	19.99	1					11%
X-5351	Moving Blade Razor Handle with 20 cartridges		3.32	6.65	18.00	19.99	1					11%
X-5350	Moving Blade Cartridges, 20 ct		2.49	4.99	13.50	14.99	1					11%
X-2622	Tri-Flex™ Razor Handle with 20 Triple Blades		4.16	8.33	22.50	24.99	1					11%
X-1975	Tri-Flex™ Cartridges, 20 ct		3.32	6.65	18.00	19.99	1					11%

ARTISTRY®

Skin Care

Age-Defying												
E-8006	Alpha Hydroxy Serum Plus, 1 oz <i>Improves skin smoothness, exfoliates and moisturizes.</i>		14.35	37.55	29.60	43.15	6	86.10	225.30	172.50	258.90	50%
								Calculated Unit Cost:		28.75		
E-9648	BRIGHT IDEA™ Illuminating Essence, 1 oz <i>Lightweight lotion improves the evenness of skin tone.</i>		17.45	45.45	35.85	52.20	6	104.70	272.70	208.80	313.20	50%
								Calculated Unit Cost:		34.80		
E-3442	TIME DEFIANCE® Nighttime Renewal Creme, 1.7 oz <i>Intense wrinkle-fighting moisturiser for normal to dry skin.</i>		22.40	57.75	43.20	63.05	6	134.40	346.50	251.70	378.30	50%
								Calculated Unit Cost:		41.95		
E-3434	TIME DEFIANCE® Nighttime Renewal Lotion, 1.7 oz <i>Intense wrinkle-fighting moisturiser for normal to oily skin.</i>		22.40	57.75	43.20	63.05	6	134.40	346.50	251.70	378.30	50%
								Calculated Unit Cost:		41.95		
E-7313	TIME DEFIANCE® Vitamin C & Wild Yam Treatment, 0.34 oz <i>Stable Vitamin C, reduces appearance of wrinkles, especially to eyes.</i>		10.95	28.45	29.40	38.60	6	65.70	170.70	171.30	231.60	35%
								Calculated Unit Cost:		28.55		
ARTISTRY® Merchandising System (A.M.S.)												
<i>Refills, Samples, and Accessories.</i>												
MAD-917	Age Specialist Refills <i>TIME DEFIANCE® Creme, Lotion & Advanced Daily Eye Creme, 10 single-use of each. For Pres. Case/AMS.</i>		2.10	5.50	11.00	11.00	1					0%
MAD-916	AHS Plus Refills <i>10 single-use foil packs. For Pres. Case/AMS.</i>		0.70	1.80	3.65	3.65	1					0%
AD-2122	Basic Skin Care Kit <i>10 each Daily Skin Care Systems Foil Packs, 30 AHS Plus Foil Packs, 10 Advanced Daily Eye Creme, 10 each TIME DEFIANCE® Creme and Lotion, 1 Supplemental Products (see AD-828).</i>		10.20	26.25	52.55	52.55	1					0%
MAD-770	Clarifying System Refills <i>Cleanser, Toner and Moisturiser, 5 single-use of each. For Pres. Case/AMS.</i>		1.20	3.15	6.30	6.30	1					0%
MAD-771	Delicate Care System Refills <i>Cleanser, Toner and Moisturiser, 5 single-use of each. For Pres. Case/AMS.</i>		1.20	3.15	6.30	6.30	1					0%
AD-815	Disposable Spatulas, 25 pk <i>For demonstrating creme skin care products.</i>		0.00	0.00	1.60	1.60	1					0%

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MAD-769	Moisture Rich System Refills <i>Cleanser, Toner and Moisturiser, 5 single-use of each. For Pres. Case/AMS.</i>		1.20	3.15	6.30	6.30	1						0%
AD-828	Supplemental Products, 3 tubes <i>Contains 1 each of Hydrating Masque, Deep Cleansing Masque, and Exfoliating Scrub.</i>		0.95	2.55	5.25	5.25	1						0%
Body Treatments													
E-2780	AHA Body Refiner Moisturiser, 6.7 oz <i>Body crème that exfoliates and moisturises, makes shaving easier.</i>		11.30	29.65	22.40	32.65	6	67.80	177.90	130.50	195.90		50%
								Calculated Unit Cost:		21.75			
E-3887A	Body Definer Firming Gel, 8.4 oz <i>Reduces the bumpy look of cellulite-affected skin.</i>		9.25	24.20	24.15	35.25	6	55.50	145.20	140.70	211.50		50%
								Calculated Unit Cost:		23.45			
Eye Care													
E-3194	Advanced Daily Eye Creme, 0.5 oz <i>Noticeably reduces puffiness and dark circles.</i>		7.90	20.60	15.45	22.55	6	47.40	123.60	90.00	135.30		50%
								Calculated Unit Cost:		15.00			
E-4662	Eye & Lip Makeup Remover, 4.0 oz <i>Gentle and effective.</i>		3.85	10.15	8.90	12.80	6	23.10	60.90	51.00	76.80		50%
								Calculated Unit Cost:		8.50			
Skin Care Systems, Daily													
Clarifying													
E-5018	Daily Skin Care System, 4.4 oz <i>Controls oil up to 12 hours, 100% oil-free.</i>		19.90	51.35	38.40	56.05	6	119.40	308.10	223.80	336.30		50%
								Calculated Unit Cost:		37.30			
E-5014	Cleanser, Foaming, 4.4 oz <i>100% oil-free, reduces oil levels and helps prevent breakouts.</i>		6.00	15.75	11.87	17.20	6	36.00	94.50	68.70	103.20		50%
								Calculated Unit Cost:		11.45			
E-5016	Moisturiser, Balancing, 2.5 oz <i>100% oil-free, lightweight formula containing SPF 15 UVA/UVB.</i>		8.70	22.45	16.75	24.45	6	52.20	134.70	97.50	146.70		50%
								Calculated Unit Cost:		16.25			
E-5015	Toner, Oil Control, 8.45 oz <i>100% oil-free, controls shine, helps prevent breakouts, contains BHAs, salicylic acid and ginseng.</i>		6.85	17.65	13.25	19.30	6	41.10	105.90	76.80	115.80		50%
								Calculated Unit Cost:		12.80			
Delicate Care													
E-5110	Daily Skin Care System <i>Clinically proven effective for sensitive skin.</i>		19.90	51.35	38.40	56.05	6	119.40	308.10	223.80	336.30		50%
								Calculated Unit Cost:		37.30			
E-5107	Cleanser, 4.3 oz <i>Gentle, 100% soap-, fragrance-, and colorant-free.</i>		6.00	15.75	11.87	17.20	6	36.00	94.50	68.70	103.20		50%
								Calculated Unit Cost:		11.45			
E-5109	Moisturiser, Calming, 2.5 oz <i>Lightweight lotion, sunscreen-, fragrance-, and colorant-free.</i>		8.70	22.45	16.75	24.45	6	52.20	134.70	97.50	146.70		50%
								Calculated Unit Cost:		16.25			
E-5108	Toner, 8.45 oz <i>Clear, non-irritating rinse that's alcohol- and fragrance-free.</i>		6.85	17.65	13.25	19.30	6	41.10	105.90	76.80	115.80		50%
								Calculated Unit Cost:		12.80			
Moisture Rich													
E-5017	Daily Skin Care System <i>Improves hydration of skin by 100% in just 4 weeks.</i>		19.90	51.35	38.40	56.05	6	119.40	308.10	223.80	336.30		50%
								Calculated Unit Cost:		37.30			
E-5011	Cleanser, Vitalising, 4.4 oz <i>Gentle, non-drying, soap-free formula.</i>		6.00	15.75	11.87	17.20	6	36.00	94.50	68.70	103.20		50%
								Calculated Unit Cost:		11.45			
E-5013	Moisturiser, Protective, 2.5 oz <i>Emollient rich, non-greasy. Contains SPF 15 UVB, UVA.</i>		8.70	22.45	16.75	24.45	6	52.20	134.70	97.50	146.70		50%
								Calculated Unit Cost:		16.25			

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E-5012	Toner, Refreshing, 8.45 oz <i>Non-drying, alcohol-free milky rinse. Contains chamomile known for its skin-soothing properties.</i>		6.85	17.65	13.25	19.30	6	41.10	105.90	76.80	115.80	50%
								Calculated Unit Cost: 12.80				
Special Treatments												
EE-176	Blemish Control Acne Treatment, 0.5 oz <i>Clear gel treats blemishes and allows skin to heal.</i>		4.45	11.60	10.10	13.10	6	26.70	69.60	58.20	78.60	35%
								Calculated Unit Cost: 9.70				
E-1096	Exfoliating Scrub, 3.4 oz <i>Cleans and invigorates tired dull-looking skin.</i>		8.30	21.40	15.80	23.10	6	49.80	128.40	92.10	138.60	50%
								Calculated Unit Cost: 15.35				
E-1097	Masque, Deep Cleansing, 3.5 oz <i>Deeply cleans oily skin. Shine seems to disappear.</i>		6.25	16.05	12.20	17.75	6	37.50	96.30	70.80	106.50	50%
								Calculated Unit Cost: 11.80				
E-1098	Masque, Hydrating, 2.6 oz <i>Dry, flaky skin turns into soft supple skin.</i>		6.60	17.00	12.90	18.80	6	39.60	102.00	75.00	112.80	50%
								Calculated Unit Cost: 12.50				
EE-177	Matte Finish Gel, 0.53 oz <i>Clear gel instantly provides skin matte finish.</i>		3.65	9.60	8.40	11.99	6	21.90	57.60	48.00	71.94	50%
								Calculated Unit Cost: 8.00				

Stock No.	Qty.	Footnote	BV	IBO Cost
Literature				
SA-2201	Alpha Hydroxy Plus Sampler1		0.00	11.00
<i>Includes 20 single product applications.</i>				
SA-2222	TIME DEFIANCE® Nighttime Renewal Creme Sampler.....1		0.00	8.50
<i>Includes 10 single product applications.</i>				
SA-2223	TIME DEFIANCE® Nighttime Renewal Lotion Sampler1		0.00	8.50
<i>Includes 10 single product applications.</i>				
Video				
VA-23	ARTISTRY® Skin Care - "I am Ingrid"1	b	0.00	15.00
<i>A two-part video covering ARTISTRY® Skin Care products. 15 min.</i>				

Sun Protection

J-4960	After Sun Gel w/Lidocaine, 480 ml/16.23 oz		1.57	3.15	6.64	6.99	12	18.87	37.75	75.50	83.88	11%
								Calculated Unit Cost: 6.30				
J-4980	After Sun Lotion, 480 ml/16.23 oz		1.57	3.15	6.64	6.99	12	18.87	37.75	75.50	83.88	11%
								Calculated Unit Cost: 6.30				
J-4999	Sunless Tanning Lotion, 180 ml/6.08 oz	u	1.80	3.60	7.52	7.99	12	21.57	43.15	86.30	95.88	11%
								Calculated Unit Cost: 7.20				
J-4915	Sunscreen, SPF 15, 240 ml/8.11 oz		1.80	3.60	7.52	7.99	12	21.57	43.15	86.30	95.88	11%
								Calculated Unit Cost: 7.20				
J-4931	Sunscreen, SPF 30, 240 ml/8.11 oz		1.91	3.82	7.97	8.49	12	22.92	45.85	91.70	101.88	11%
								Calculated Unit Cost: 7.65				
J-4932	☉Sunscreen, SPF 30, Sport Spray, 200 ml		1.80	3.60	7.52	7.99	12	21.57	43.15	86.30	95.88	11%
								Calculated Unit Cost: 7.20				
J-4908	Sunscreen, SPF 8, 240 ml/8.11 oz		1.57	3.15	6.62	6.99	12	18.87	37.75	75.50	83.88	11%
								Calculated Unit Cost: 6.30				

b Indicates Pricing and/or PV/BV change.

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

Ⓝ Item new to this edition.

Ⓢ Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Supplements NUTRILITE®												
All items are NUTRILITE® brand, unless indicated otherwise.												
Accessories												
AD-2047	NUTRILITE® Tablet Organizer <i>Two sided, 13 different size compartments to hold tablets. Approx. size 7 x 4.</i>		0.00	0.00	5.95	5.95	1					0%
AD-2019	Food Supplements Pocket Pouch <i>Holds supplements for lunch or travel.</i>		0.00	0.00	1.55	1.55	12	0.00	0.00	13.75	13.75	0%
Calculated Unit Cost: 1.15												
Antioxidants												
A-8603	Antioxidant Complex, 90 caps <i>Eight antioxidants fight cell damage caused by free radicals.</i>		28.95	74.75	57.85	82.05	4	115.80	299.00	224.60	328.20	46%
Calculated Unit Cost: 56.15												
A-4211	Bio-C Plus, 300 tabs <i>Helps support the immune system, cell membranes, connective tissues, and capillary strength.</i>		18.70	48.20	35.00	50.70	4	74.80	192.80	136.00	202.80	49%
Calculated Unit Cost: 34.00												
A-8058	Multi-Carotene, 90 softgels <i>7,500 I.U. vitamin A activity per capsule.</i>		5.65	14.65	12.35	17.15	6	33.90	87.90	71.70	102.90	43%
Calculated Unit Cost: 11.95												
A-4285	NUTRIEDGE® Antioxidant Dietary Supplement Pack, 30 strips <i>Vitamins C, E, and Multi-Carotene in one daily strip.</i>		16.70	43.05	31.55	45.70	4	66.80	172.20	122.60	182.80	49%
Calculated Unit Cost: 30.65												
A-4261	PARSELENIUM-E®, 60 tabs <i>High-potency E containing a full spectrum of natural tocopherols and selenium.</i>		13.40	34.45	24.60	35.90	6	80.40	206.70	143.40	215.40	50%
Calculated Unit Cost: 23.90												
Children's Supplements												
NUTRILITE® Kids												
AA-228	Chewable Calcium Magnesium, 90 tablets <i>Available while supplies last.</i>		4.15	10.90	9.50	13.50	4	16.60	43.60	36.40	54.00	48%
Calculated Unit Cost: 9.10												
AA-227	Chewable Iron, 60 tablets <i>Available while supplies last.</i>		3.10	8.10	7.15	10.00	4	12.40	32.40	27.00	40.00	48%
Calculated Unit Cost: 6.75												
A-5688	Chewables, Multivitamin/Multimineral Supplement, 90 tabs <i>100% Daily Value or more of 20 vitamins and minerals.</i>		9.25	24.30	18.65	26.50	4	37.00	97.20	72.40	106.00	46%
Calculated Unit Cost: 18.10												
A-5353	Natural Chewable C, 180 tabs <i>30 mg vitamin C per tablet from all-natural NUTRILITE® Acerola Cherry Concentrate.</i>		13.80	35.60	25.95	37.35	4	55.20	142.40	100.80	149.40	48%
Calculated Unit Cost: 25.20												
Herbals												
A-8007	Bilberry with Lutein, 62 softgels <i>Supports normal eyesight.</i>		11.65	30.05	25.20	35.05	4	46.60	120.20	97.80	140.20	43%
Calculated Unit Cost: 24.45												
A-8085	Black Cohosh and Soy, 90 tabs <i>Helps in the relief of menopausal symptoms, including hot flashes, incluso los accesos repentinos de calor.</i>		11.90	30.60	26.35	36.70	4	47.60	122.40	102.40	146.80	43%
Calculated Unit Cost: 25.60												
A-5923	Garlic Heart Care Formula, 120 tabs <i>Supports cardiovascular health.</i>		10.15	26.55	19.90	28.00	4	40.60	106.20	77.20	112.00	45%
Calculated Unit Cost: 19.30												
A-8005	Ginkgo Biloba and DHA, 100 softgels <i>DHA is necessary for the development of normal, healthy brain tissue.</i>		18.00	46.45	39.00	54.20	4	72.00	185.80	151.40	216.80	43%
Calculated Unit Cost: 37.85												
A-8084	Milk Thistle and Dandelion, 60 tabs <i>Helps support healthy liver function.</i>		11.85	31.10	26.80	37.30	4	47.40	124.40	104.00	149.20	43%
Calculated Unit Cost: 26.00												

Ⓢ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
A-5988	Passionflower with Chamomile, 90 tabs <i>Used for its calming, soothing qualities.</i>		8.35	21.55	16.00	23.05	4	33.40	86.20	62.20	92.20	48%
								Calculated Unit Cost:		15.55		
A-8006	PriMroSe Plus, 120 softgels <i>Contains Evening Primrose Oil to alleviate PMS.</i>		16.30	42.05	35.30	49.05	4	65.20	168.20	137.00	196.20	43%
								Calculated Unit Cost:		34.25		
A-8004	Saw Palmetto with Nettle Root, 100 softgels <i>Exclusive formula for men to support prostate health.</i>		17.60	45.35	38.00	52.85	4	70.40	181.40	147.60	211.40	43%
								Calculated Unit Cost:		36.90		
A-5985	Siberian Ginseng with Ginkgo Biloba, 100 tabs <i>A unique blend of two popular herbs designed to give you energy.</i>		17.80	45.90	33.90	48.75	4	71.20	183.60	131.60	195.00	48%
								Calculated Unit Cost:		32.90		
A-8082	St. John's Wort with Lemon Balm, 90 caps <i>Provides nutritional support for a feeling of emotional well-being.</i>		11.85	31.10	26.85	37.30	4	47.40	124.40	104.20	149.20	43%
								Calculated Unit Cost:		26.05		
AA-176	Triple Guard Echinacea Spray, 0.55 oz/15.5 g <i>Provides a boost to the body's immune system.</i>		3.45	9.00	7.91	11.10	24	82.80	216.00	180.00	266.40	48%
								Calculated Unit Cost:		7.50		
A-5986	Triple Guard Echinacea, 120 tabletas <i>Provides a boost to the body's immune system.</i>		11.70	30.60	26.25	37.90	4	46.80	122.40	102.20	151.60	48%
								Calculated Unit Cost:		25.55		
A-8998	Triple Guard Echinacea, Liquid, 1.75 fl oz <i>Provides a boost to the body's immune system.</i>		8.20	21.20	18.25	26.25	6	49.20	127.20	106.20	157.50	48%
								Calculated Unit Cost:		17.70		
A-8992	Valerian, Hops, and Lemon Balm, 90 tabs <i>Helps promote restful sleep.</i>		7.10	18.60	15.95	22.95	4	28.40	74.40	62.00	91.80	48%
								Calculated Unit Cost:		15.50		
Multivitamins and Multiminerals												
AA-88	Daily Free Dietary Supplement, 180 tabs <i>Free of yeast, sugar, alfalfa, iron, wheat, gluten, and vitamin K. Kosher.</i>		13.95	36.55	26.80	38.75	4	55.80	146.20	104.00	155.00	49%
								Calculated Unit Cost:		26.00		
A-4230	Daily, Multivitamin and Multimineral Supplement, 180 tabs <i>A convenient, once-a-day multi supplement.</i>		13.95	36.55	26.80	38.75	4	55.80	146.20	104.00	155.00	49%
								Calculated Unit Cost:		26.00		
A-4318	DOUBLE X® Blister Pack <i>10-day supply in convenient blister strips.</i>		9.95	26.10	19.15	27.75	6	59.70	156.60	111.60	166.50	49%
								Calculated Unit Cost:		18.60		
A-4300	DOUBLE X® Multivitamin/Multimineral, 186 tabs <i>Improved, more vitamins and minerals. More natural phytonutrients than the other leading brands.</i>		24.20	63.35	48.35	70.00	4	96.80	253.40	187.80	280.00	49%
								Calculated Unit Cost:		46.95		
A-244	DOUBLE X® Multivitamin/Multimineral, 186 tabs, Refill		24.20	63.35	46.30	67.00	4	96.80	253.40	179.80	268.00	49%
								Calculated Unit Cost:		44.95		
Vitamins, Minerals, & Specialty Supplements												
10-0280	ⓄCLA 500, 180 softgels <i>Builds lean muscle mass.</i>		26.70	68.85	59.10	74.65	4	106.80	275.40	229.60	298.60	30%
								Calculated Unit Cost:		57.40		
	NUTRILITE®											
A-4227	A + Zinc, 250 tabs <i>Vital nutrients for skin, eyes and bones.</i>		8.85	22.85	17.30	24.75	4	35.40	91.40	67.20	99.00	47%
								Calculated Unit Cost:		16.80		
AA-89	Bone Health with Ipriflavone, 60 tabs <i>Supports healthy bones as part of your calcium supplementation program.</i>		9.75	25.60	22.05	27.70	4	39.00	102.40	85.60	110.80	29%
								Calculated Unit Cost:		21.40		
A-5880	Calcium Magnesium Plus, 250 tabs <i>Helps build and maintain strong bones.</i>		6.15	15.90	12.45	17.65	4	24.60	63.60	48.20	70.60	46%
								Calculated Unit Cost:		12.05		
A-8600	Chrom Pic Extra, 120 caps <i>Supports normal blood sugar levels.</i>		16.70	43.15	33.40	47.40	4	66.80	172.60	129.80	189.60	46%
								Calculated Unit Cost:		32.45		
AA-229	Circulatory Health, 120 caps <i>Helps tone and maintain the health and integrity of blood vessels.</i>		25.25	66.15	56.80	80.00	4	101.00	264.60	220.60	320.00	45%
								Calculated Unit Cost:		55.15		
A-8601	CoEnzyme Q10 Complex, 60 caps <i>Supports production of cellular energy.</i>		22.40	57.75	44.70	63.40	4	89.60	231.00	173.60	253.60	46%
								Calculated Unit Cost:		43.40		
A-7553	Complex for Hair, Skin & Nails, 60 tabs <i>Three problem areas. One convenient solution.</i>		6.20	15.95	13.75	18.10	4	24.80	63.80	53.40	72.40	35%
								Calculated Unit Cost:		13.35		

Ⓞ Item new to this edition.

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			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
A-8903	Digestive Enzyme Complex, 90 caps <i>Helps in the normal digestion of protein, fiber, starches, dairy, and fats.</i>		13.70	35.90	30.85	43.75	4	54.80	143.60	119.80	175.00	46%
								Calculated Unit Cost: 29.95				
A-8086	Glucosamine HCl with Boswellia, 120 caps <i>Supports normal joint function and mobility.</i>		11.90	31.15	26.80	37.20	4	47.60	124.60	104.00	148.80	43%
								Calculated Unit Cost: 26.00				
AA-114	IntestiFlora, thirty 0.05 oz stick packs <i>Helps restore the natural balance of healthy bacteria in your GI system.</i>		16.05	42.00	36.05	49.95	4	64.20	168.00	140.00	199.80	42%
								Calculated Unit Cost: 35.00				
A-5924	Iron-Folic Plus, 120 tabs <i>Iron supplement for women in their child-bearing years.</i>		4.85	12.75	11.10	15.45	6	29.10	76.50	64.20	92.70	44%
								Calculated Unit Cost: 10.70				
A-193	LEADING EDGE® Heart Pack, 30 pkts <i>CoEnzyme Q10, Garlic Heart Care Formula, Omega 3 Complex, and Natural B Complex in convenient packettes.</i>		27.00	69.65	51.15	73.95	4	108.00	278.60	198.60	295.80	48%
								Calculated Unit Cost: 49.65				
A-4042	Lecithin-E, Chewable, 270 tabs <i>Helps your body absorb vitamin E. Sweetened with honey. Maple-walnut flavor.</i>		13.00	33.50	25.35	36.45	4	52.00	134.00	98.40	145.80	48%
								Calculated Unit Cost: 24.60				
A-4206	Natural B Complex, 300 tabs <i>Helps support energy production and nerve function.</i>		11.40	29.45	21.75	31.25	4	45.60	117.80	84.40	125.00	48%
								Calculated Unit Cost: 21.10				
A-5816	Omega-3 Complex, 90 softgels <i>Combines flaxseed oil with salmon oil to support normal heart health.</i>		9.00	23.25	20.10	25.20	4	36.00	93.00	78.00	100.80	29%
								Calculated Unit Cost: 19.50				
A-7451	Protein Powder, 15.75 oz <i>All-natural, low-fat, low-cholesterol protein.</i>		11.75	30.35	22.70	32.70	6	70.50	182.10	132.30	196.20	48%
								Calculated Unit Cost: 22.05				
OCEAN ESSENTIALS®												
A-8914	Balanced Health, 90 softgels <i>Basic for everyone. Concentrated Omega 3 EPA/DHA.</i>		8.15	21.35	20.05	25.95	4	32.60	85.40	77.80	103.80	33%
								Calculated Unit Cost: 19.45				
A-8920	Brain Health, 90 softgels <i>High concentration of Omega 3 DHA to support memory, learning, and focus.</i>		13.15	34.50	32.35	41.90	4	52.60	138.00	125.60	167.60	33%
								Calculated Unit Cost: 31.40				
A-8919	Heart Health, 90 softgels <i>This ratio of Omega 3 EPA/DHA helps benefit heart health.</i>		13.15	34.50	32.35	41.90	4	52.60	138.00	125.60	167.60	33%
								Calculated Unit Cost: 31.40				
A-9693	Joint Health, 90 softgels <i>High concentration of Omega 3 EPA to help support joint comfort and mobility.</i>		13.15	34.50	32.35	41.90	4	52.60	138.00	125.60	167.60	33%
								Calculated Unit Cost: 31.40				

Stock No.	Description	Qty.	Footnote	BV	IBO Cost
CD					
CD-1007	NUTRILITE® DOUBLE X® CD-ROM <i>Complete merchandising information for DOUBLE X®.</i>	1		0.00	7.50
CD-2170	ⓃNUTRILITE® Better by Nature CD-ROM <i>An overall look at the NUTRILITE® Brand.</i>	1		0.00	7.50
Literature					
SA-2502 S	NUTRILITE® Brochure in Spanish, 5 pk <i>Why Nutrilite?</i>	1	l	0.00	6.00
SA-2400	NUTRILITE® DOUBLE X® Brochure, 10 per package <i>Explains the benefits of DOUBLE X®.</i>	1		0.00	5.00
SA-1639	NUTRILITE® Supplement Catalog, 10 per package	1		0.00	9.95
VA-1639	NUTRILITE® Supplement Catalog, available on Standing Order, 10 per package	1	q	0.00	9.95
Video					
VA-26	NUTRILITE® DOUBLE X® ... Lots More <i>A 2-part video to help sell the new DOUBLE X®.</i>	1	b	0.00	15.00
VA-2150 S	ⓃNUTRILITE® Video in Spanish	1	l	0.00	11.00

b Indicates Pricing and/or PV/BV change.
 l This item can be ordered only from the Puerto Rico Service Center, 787-269-3620. Delivery will be by U.S. postal system. The shipping cost is \$7.95 per invoice, regardless of the number of items ordered.
 q Available on Standing Order. Complete a SA-6971Q order form available online at Quixtar.com.

Ⓝ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Tapes, Blank												
Z-9270	TDK® Audiocassette Tape 120 Minutes, 10 ct		3.83	7.66	20.74	22.99	1					11%
Z-9273	TDK® Audiocassette Tape 90 Minutes, 20 ct		3.66	7.33	19.78	21.99	1					11%
Z-9705	TDK® Videocassette Tape T-120, 10 ct		3.66	7.33	19.80	21.99	1					11%
Trash Bags												
X-7985	Earthpure Degradable, 120 thirteen gallon bags	u	3.53	7.06	14.72	15.99	1					8%
X-7996	Earthpure Degradable, 40 thirty-nine gallon bags	u	3.09	6.18	12.88	13.99	1					8%
X-7991	Earthpure Degradable, 60 thirty gallon bags	u	3.09	6.18	12.88	13.99	1					8%
	TIE 'N' TOTE® Trash Bags											
Z-8830	Compactor Bags, 18 gallon, 60 ct	u	6.62	13.24	27.60	29.99	1					8%
Z-8857	Extra Strong 30 gallon, 200 ct		4.41	8.83	18.40	19.99	1					8%
Z-8880	Extra Strong 39 gallon, 200 ct		6.62	13.24	27.60	29.99	1					8%
Z-8801	Heavy Duty 30 gallon, 100 ct	u	4.63	9.27	19.32	20.99	1					8%
Z-8799	Heavy Duty 39 gallon, 45 ct	u	3.09	6.18	13.55	13.99	6	18.54	37.08	77.28	83.94	8%
								Calculated Unit Cost:		12.88		
Z-2416	Trash Bags, 13 gallon, 120 ct	u	4.19	8.39	17.48	18.99	1					8%
Z-8883	Trash Bags, 60 gallon, 225 ct	u	16.56	33.12	69.00	74.99	1					8%
Drawstring Trash Bags												
	TIE 'N' TOTE® Trash Bags											
Z-8836	30 gallon, 80 ct	u	4.41	8.83	19.15	19.99	3	13.23	26.49	55.20	59.97	8%
								Calculated Unit Cost:		18.40		
Z-8831	39 gallon, 40 ct		3.53	7.06	15.34	15.99	6	21.18	42.36	88.32	95.94	8%
								Calculated Unit Cost:		14.72		
Z-2394	Odor Control 13 gallon, 120 ct	u	4.41	8.83	19.04	19.99	3	13.23	26.49	55.20	59.97	8%
								Calculated Unit Cost:		18.40		
Recycled Trash Bags												
	TIE 'N' TOTE® Trash Bags											
Z-8813	13 gallon, 180 ct	u	3.53	7.06	15.55	15.99	4	14.12	28.24	58.88	63.96	8%
								Calculated Unit Cost:		14.72		
Scented Trash Bags												
	TIE 'N' TOTE® Trash Bags											
Z-8879	13 gallon, 200 ct		3.75	7.50	15.64	16.99	1					8%
Z-8832	Drawstring 13 gallon, 120 ct		4.41	8.83	19.10	19.99	3	13.23	26.49	55.20	59.97	8%
								Calculated Unit Cost:		18.40		
Z-8815	Indoor 13 gallon, 160 ct	u	4.41	8.83	19.17	19.99	3	13.23	26.49	55.20	59.97	8%
								Calculated Unit Cost:		18.40		
Z-8814	Indoor 8 gallon, 200 ct		4.41	8.83	19.03	19.99	3	13.23	26.49	55.20	59.97	8%
								Calculated Unit Cost:		18.40		

u Item not available in the Puerto Rico Selection Center. Please order separately. Product will ship Priority Mail from Michigan.

N Item new to this edition.

T Trend line colour. Supplies may be limited.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
Water Treatment												
10-0189	☉ESPRING™ Water Purifier, Below Counter system <i>Full-size system includes filter and auxiliary faucet kit (EE-42) for installation to copper tubing only. Call technical support at 1-800-253-7088 if other water lines.</i>		199.00	521.40	474.00	569.00	1					20%
10-0188	☉ESPRING™ Water Purifier, Countertop system <i>Full-size system includes filter and existing faucet kit (E-87).</i>		188.50	493.90	449.00	539.00	1					20%
10-0186	☉ESPRING™ Water Purifier, Replacement filter		50.75	133.00	133.00	164.95	1					24%
Full-Size and Compact Systems												
E-5199	Countertop Water Treatment System <i>Full-size system includes filter and existing faucet kit (E-87).</i>		149.65	386.15	354.00	444.15	1					25%
E-5200	Below-Counter Water Treatment System <i>Full-size system includes filter and auxiliary faucet kit (EE-42) for installation to copper tubing only. Call Technical Support at 1-800-253-7088 if other water lines.</i>		167.15	431.35	389.05	489.95	1					25%
EE-72	Compact Countertop Water Treatment System <i>Includes housing, 100-gallon filter (E-9395) and faucet connection kit (E-9397).</i>		65.55	169.10	143.20	184.30	1					28%
E-9395	Compact Icemaker/In-line Water Treatment System <i>Includes housing and a 100-gallon filter.</i>		41.50	107.05	89.60	115.65	1					29%
Replacement Parts, Compact												
E-9396	Replacement Filter <i>Replace filter after every 100 gallons.</i>		17.20	44.35	34.80	47.40	1					36%
E-9397	Faucet Kit <i>Replacement faucet for EE-72 Compact Countertop System.</i>		24.05	62.05	53.60	68.65	1					28%
AD-2134	Fitting Assembly & Adapters <i>2 each of 1/4" & 3/8" plastic nuts, spacers, washers, grab rings & female adapters.</i>		1.20	3.15	10.80	10.80	1					0%
VA-5436	O-Ring for compact system		0.50	1.25	4.50	4.50	1					0%
Replacement Parts, Full-Size												
<i>If the cold water pipes below your sink are copper, you may order the EE-42 Auxiliary Faucet Kit, or VA-4728 Self-Piercing Saddle Valve. Otherwise, call Technical Support at 1-800-253-7088 for installation advice before ordering.</i>												
E-85	Replacement Filter <i>May be used with our previous and current full-size Water Treatment Systems.</i>		39.75	102.60	85.75	114.10	1					33%
VA-4835	Faucet Adapters <i>Connects the diverter valve to a countertop system.</i>		0.40	1.10	4.15	4.15	1					0%
EE-42	Faucet Kit, Auxiliary <i>For below-counter connection of system to copper tubing. For connection to a system purchased before 1995, also order VA-4571.</i>		41.50	107.15	88.70	114.50	1					29%
E-87	Faucet Kit, Existing <i>For countertop connection of system. For connection to a system purchased before 1995, also order VA-4571.</i>		24.00	61.95	53.65	68.70	1					28%
AD-2130	Filter Change Indicator <i>Replacement monitor for countertop or below-counter systems.</i>		7.90	20.45	68.30	68.30	1					0%

☉ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	
VA-4810	O-Ring <i>For generation I, II, or III Water Treatment Systems (purchased before 1995).</i>		0.50	1.25	4.50	4.50	1					0%
VA-4571	Plastic Fitting Assembly <i>2 nuts, 2 O-rings, 2 spacers and 4 grab rings. Needed to attach EE-42 or E-87 faucet to a system purchased before 1995.</i>		0.25	0.60	3.15	3.15	1					0%
VA-4570	Plastic Tubing <i>6-foot tubing for below-counter, auxiliary faucet.</i>		0.40	1.10	4.00	4.00	1					0%
AD-2129	Quick Connect, Threaded <i>Single-end threaded connector, 2 pk.</i>		0.95	2.50	8.65	8.65	1					0%
AD-2131	Quick Connect, Union <i>Double-end connector, 2 pk. For use with 3/8" tubing and auxiliary faucet kit.</i>		0.90	2.30	8.00	8.00	1					0%
VA-4761	Saddle Clamp <i>Clamp with quick connect for galvanized and PVC ridged pipe.</i>		1.35	3.60	12.60	12.60	1					0%
VA-4728	Self-Piercing Saddle Valve <i>Valve with 4-foot red tubing attached. Pierces copper tubing.</i>		1.50	3.95	13.00	13.00	1					0%
Water Treatment System												
AD-730	Demonstration Kit <i>Must be used with full-size system, which is NOT included.</i>		0.00	0.00	39.00	39.00	1					0%

Stock No.		Qty.	Footnote	BV	IBO Cost
Literature					
40-0004	Ⓢ eSPRING™ Brochure, 5 pk <i>High-quality 16-page brochure depicting the benefits of the eSpring system.</i>	0		0.00	5.00
40-0081	Ⓢ eSPRING™ Customer Fliers <i>25 pack of tri-fold fliers to help market the eSpring system.</i>	1		0.00	5.00
Video					
40-0012	Ⓢ eSPRING™ Video <i>Contains 2 videos; one short "commercial" and one longer informational video.</i>	0		0.00	15.00

Ⓢ Item new to this edition.

Stock No.	Description	Foot-note	Selling Unit				Case Qty	Save when you buy a case.				Case Retail Markup
			PV	BV	IBO Cost	Sugg. Retail		PV	BV	IBO Cost	Sugg. Retail	

Weight Management

TRIM ADVANTAGE™												
A-7276	Complete Program Master Pack <i>All the essentials - the plan, products and support.</i>		78.50	202.50	232.90	321.45	1					38%
A-2764	Fiber Bits, 16.2 oz <i>Provides 5 grams of fiber in every serving. Sweetened with molasses and honey.</i>		11.30	29.25	22.40	31.85	6	67.80	175.50	130.50	191.10	46%
E-5032	Low-fat Chocolate Drink Mix, 12 pkts <i>Convenient, great-tasting meal replacement. Provides 24 essential vitamins and minerals.</i>	b	11.00	28.25	24.15	30.55	6	66.00	169.50	140.70	183.30	30%
E-9654	Low-fat Vanilla Drink Mix, 12 pkts <i>Convenient, great-tasting meal replacement. Provides 24 essential vitamins & minerals.</i>	b	11.00	28.25	24.15	30.55	6	66.00	169.50	140.70	183.30	30%
10-0048	☉ Meal Replacement Bar, Chocolate Flavor with Coconut <i>Nine 2.1 oz bars.</i>		7.80	20.10	17.30	21.05	6	46.80	120.60	100.80	126.30	25%
EE-94	Meal Replacement Bar, Crispy Rice with Chocolate Flavor <i>Nine 2.1 oz bars.</i>		7.80	20.10	17.30	21.05	6	46.80	120.60	100.80	126.30	25%
EE-220	Protein Bar, Chocolate Mint Flavor <i>Nine 2.1 oz bars.</i>		6.15	15.80	15.70	19.85	6	36.90	94.80	91.50	119.10	30%
EE-95	Protein Bar, Fudgy Brownie Flavor with Almonds <i>Nine 2.1 oz bars.</i>		6.15	15.80	15.70	19.85	6	36.90	94.80	91.50	119.10	30%
EE-221	Protein Bar, Orange Crème Flavor <i>Nine 2.1 oz bars.</i>		6.15	15.80	15.70	19.85	6	36.90	94.80	91.50	119.10	30%
10-0311	☉ Protein Bar, Roasted Peanut Flavor <i>Nine 2.1 oz bars.</i>		6.15	15.80	15.70	19.85	6	36.90	94.80	91.50	119.10	30%
EE-206	Sugar-Free Tropical Orange Drink Mix, 12 pkts <i>High-protein meal replacement. Lactose free. Fat free.</i>		11.00	28.25	24.15	30.55	6	66.00	169.50	140.70	183.30	30%
A-382	Supplement Support Pack, 90 strips <i>As part of a diet and exercise program, helps stimulate metabolism, reduce fat and increase lean muscle mass.</i>		53.40	137.80	114.95	171.35	1					49%

Stock No.		Qty.	Footnote	BV	IBO Cost
Literature					
AD-2165	Momma Pat's Recipe Book	1		2.10	16.25
E-8859	YOUR MAP TO HEALTH™	1		3.10	24.15
	<i>Weight management and lifestyle change guide from BLI.</i>				

b Indicates Pricing and/or PV/BV change.

☉ Item new to this edition.

Items to Support Your Business

Stock No.	Description	Qty.	Footnote	BV	IBO Cost
Registration Packs					
AD-2101Q	QUIXTAR® Registration Pack (not required for online registration), 5 packs <i>Each contains: Registration form w/return envelope, QUIXTAR Business Reference Guide (SA-1500), Independent Business Ownership Plan (SA-4400), Business Support Materials Arbitration Agreement Form w/return envelope.</i>	1		0.00	15.00
AD-2101 S	QUIXTAR® Registration Pack in Spanish (not required for online registration), 5 per package	1		0.00	15.00
E-9745	Product Introduction Pack (PV=21.00) <i>This pack introduces the new IBO to a variety of the top-selling products including SA8®, NUTRILITE®, ARTISTRY®, L.O.C.® Cleaners, and more. Research shows that IBOs who buy product when they register are more likely to be active in the business.</i>	1	b	55.00	55.00
SA-2333	IBO Publication Pack <i>For IBOs who wish to receive The Loop™ Newsletter along with the ACHIEVE® Magazine. Subscription is for one year.</i>	1		0.00	20.00
Award Pins					
AD-5578	1000 PV Producer Pin	1		0.00	7.50
AD-5579	2500 PV Producer Pin	1		0.00	7.50
AD-5580	4000 PV Producer Pin	1		0.00	7.50
AD-6377	Achievement Pin	1		0.00	7.50
AD-6378	Consistency Pin	1		0.00	7.50
AD-6379	Outstanding Performance Pin	1		0.00	7.50
Business Management					
VA-913	1st Dibs Kit <i>Sneak peek at new products. Contents and pricing vary monthly.</i>	1			
SA-1500	Business Reference Guide	1		0.00	4.25
SA-1500S	Business Reference Guide in Spanish	1		0.00	5.50
SA-2033	Business Support Materials Agreement Form (BSMAA)	1		0.00	1.00
SA-2033S	Business Support Materials Agreement Form (BSMAA), Spanish	1		0.00	1.20
SA-2075	DITTO DELIVERY SM Order Form, to use for product ordering, <i>10 per package.</i>	1		0.00	7.25
SA-2263	Electronic Direct Deposit of Bonuses Authorization Form <i>For electronic direct deposit of bonuses.</i>	1		0.00	0.00
SA-2451	IBO Order Form	1		0.00	0.00
SA-112Q	Returned Merchandise Authorization Form	1		0.00	0.00
Customer Service					
SA-1466	Member/Client Order Form, 25 per package	1		0.00	5.75
Meeting Aids					
AD-1613	Easel	1		0.00	26.00
AD-1020	White Board Carrying Case (PV= 6.85)	1		17.00	34.00
AD-2658	White Presentation Board w/clipboard and markers (PV=4.40)	1		11.05	34.50
Services					
CD-2149	Services for Living CD <i>Complete information and how to register for all services. Includes links to related information on the QUIXTAR Web site, QUIXNET.NETSM registration, and a pullout for your Franklin Covey binder.</i>	1		0.00	4.95

b Indicates Pricing and/or PV/BV change.

N Item new to this edition.

Items to Support Your Business

Stock No.	Description	Qty.	Footnote	BV	IBO Cost
General Product					
Sweet 16					
40-0080	N Best of the Best: Sweet 16 brochure <i>Compelling photographs and fact-filled copy help tell the story of our top 16 products in this 36-page brochure, 10 per package.</i>	1		0.00	10.00
42-0215	N Sweet 16 Best of the Best CD-ROM <i>An energetic and engaging look look at the Sweet 16 products, including video, testimonials, and more.</i>	1		0.00	7.50
BUSINESS TO BUSINESS SOLUTIONS®					
SA-6905	BUSINESS TO BUSINESS SOLUTIONS® Catalog, 10 per package <i>Maintenance & Janitorial supplies. Effective Jan. 1 through Jan. 31 of the following year. You may order this catalog as early as Dec. 1, 10 per package.</i>	1		0.00	7.99
40-0062	N BUSINESS TO BUSINESS SOLUTIONS® CD-ROM	1		0.00	6.95
SA-1619	BUSINESS TO BUSINESS SOLUTIONS® Flier, 10 per package <i>Includes information for most commonly used Maintenance & Janitorial supplies. Effective January 1 through January 31 of the following year.</i>	1	b	0.00	10.00
SA-2456	<i>Strategies for Successful Selling</i> <i>A guide to selling to commercial accounts. Includes a manual with introductory merchandising information and four CDs featuring advanced selling techniques.</i>	1	b	0.00	60.00
40-0060	N <i>Strategies for Successful Selling Update Pack</i> <i>For IBOs who previously purchased the SA-2456, this pack contains the 2 new CDs and their outlines for this program. (Avail. until June 30, 2002.)</i>	1		0.00	10.00
Product Pricing Guides					
SA-13	<i>Product Pricing Guide , U.S., 2 per package</i>	1		0.00	4.50
SA-13S	<i>Product Pricing Guide, U.S. in Spanish, 2 per package</i>	1	w	0.00	4.50
Publications					
40-0065	N <i>ACHIEVE® Magazine Special Achievement Issue, 5 per package</i> <i>Forty-eight page review of achievement for fiscal year 2000-01. (Avail. Feb. 1, 2002-April 30, 2002.)</i>	1		0.00	5.00
SA-2333	IBO Publication Pack <i>For IBOs who wish to receive The LOOP™ Newsletter along with the ACHIEVE® Magazine. Subscription is for one year.</i>	1		0.00	20.00
Monthly extra copies! <i>Place one order, receive extra copies each month. You will be billed each month when the copies are sent.</i>					
VA-2352	<i>ACHIEVE® Magazine, on Standing Order, 10 per package</i>	1	q	0.00	8.00
VA-2353	<i>WHAT YOU WANT™ WYW Magazine, on Standing Order, 5 per package</i>	1	q	0.00	6.00
Sponsoring					
SA-4400	Independent Business Ownership Plan <i>Leads prospects through the IBO Plan, 20 per package.</i>	1		0.00	4.50
SA-4400S	Independent Business Ownership Plan, Spanish, 20 per package	1		0.00	5.00
SA-2365	<i>Quixtar-What a Concept</i> <i>The Quixtar Sponsoring tool. Provides the benefits of owning a Web-based independent business, 10 per package.</i>	1		0.00	5.75
VA-20	<i>Quixtar-What A Concept video</i> <i>Build credibility for the Quixtar business model.</i>	1	b	0.00	15.50

b Indicates Pricing and/or PV/BV change.
q Available on Standing Order. Complete a SA-6971Q order form available online at Quixtar.com.
w Not available from Pacific Islands Service Center.

N Item new to this edition.

quixtar.com

Many of the following areas may also be contacted directly by e-mail.
All telephone lines are open from 8:30 a.m. to 5 p.m. (ET) Monday–Friday unless otherwise indicated.

A

Accounts Receivable 616-787-7250
e-mail Accounts.receivable@quixtar.com

AMAGIFT® Gift Albums, see Gift & Incentive Program under Business to Business Marketing

B

Better Life Institute (BLI®) 616-776-6490
Voice mail only
e-mail bli@blionline.com

Bonus Department 616-787-6787
e-mail IBO.bonus@quixtar.com

Business Conduct & Rules 616-787-6712
e-mail qbc.department@quixtar.com
Fax 616-787-7896

Business Support

Information on becoming an IBO, Independent Business Ownership Plan, qualifications, Silver Producer reporting, special promotions, product PV/BV, pricing, servicing arrangements, literature, offshore procedures and ordering, LOS/Activity Report (Platinums only).

8:30 a.m. to 7 p.m. (ET), Monday–Friday 616-787-7828
e-mail member.support@quixtar.com
Fax 616-787-4726
Business Relations Fax 616-787-5730

Business to Business Marketing 1-800-992-6929 (ext. 5)
Provides sales strategies; registering the business owner, business order taking, 30-day financing for businesses, business product usage, Gift & Incentive Program, bulk catalog orders sold to businesses. The 800 # also features an automated introduction to business sales, literature recommendations, and MSDS requests.
e-mail businessstobusiness@quixtar.com
Fax 616-787-7218

C

Corporation 616-787-7000

Customer Service: Orders, Registrations, Renewals

7 a.m. – midnight Monday–Friday, Saturday 8:30 a.m. – 5 p.m. (ET)
United States (incl. Alaska and Hawaii) 1-800-253-6500
Guam 01-800-253-6500
Authorized areas outside the U.S., call collect 01-616-787-6567
e-mail order.support@quixtar.com
Fax 1-800-762-6308

NOTE: The Automated Order Center is also available through 1-800-253-6500, 24 hours a day for touch-tone ordering (except during occasional system maintenance).

Customer Service: Defective, Damaged, Not as Ordered, Ship Status (previously O, S, & D and Replacements)

8:30 a.m. – 6 p.m. Monday–Friday, Saturday 8:30 a.m. – 5 p.m. (ET)
United States (incl. Alaska and Hawaii) 1-800-950-7732
Guam 01-800-950-7732
Authorized areas outside the U.S., call collect 01-616-787-6890
e-mail order.support@quixtar.com
Fax 1-800-762-6308

Customer Service: Returns, Address Changes, DITTO DELIVERYSM Profile Changes

8:30 a.m. – 6 p.m. Monday–Friday, Saturday 8:30 a.m. – 5 p.m. (ET)
United States (incl. Alaska and Hawaii) 616-682-8000
Authorized areas outside the U.S. 01-616-682-8000
e-mail order.support@quixtar.com
Fax 616-787-5609

F

FASTFACTS™ Fax On Demand Index 1-800-766-4775
FASTFACTS Documents 1-900-555-1329

G

Gift & Incentive Program, see Business to Business Marketing

I

ID Cards 616-787-7828
e-mail member.support@quixtar.com

Income Tax 616-787-6820
e-mail IBO.bonus@quixtar.com

Insurance Services

IBOA Int'l. Board Commercial General Liability Insurances

..... 1-800-548-9175
(Marsh, Inc.) For general inquiries, literature requests, certificates of insurance and claims

IBO Auto/Home Insurance 1-800-339-3114 (discount code-3111)

Offered by Universal Insurance Services, Inc. Personal Auto, Home, Renters, Condominium Owners, Mobile Home, Recreational Vehicles, and Personal Umbrella Liability. For inquiries, free literature, and policy quotes.

Fax 1-800-573-3437
Claims 1-800-527-3907

IBO Personal Insurance 1-800-254-2327

Offered by Universal Insurance Services, Inc. Comprehensive Major Medical, Group Term Life, Disability Income, Dental, and Accidental Death and Dismemberment.

For general inquiries, free literature, and quotes.

Long term care, Home Warranty, Whole Life 1-866-234-6300

Fax 1-800-691-7171

e-mail udbinfo@uis-inc.com

Web site: www.uis-insurance.com (online quotes & applications)

Intent to Continue

Questions 616-787-7828

Touch-Tone Renewal (credit card only) 1-800-670-5921

e-mail member.support@quixtar.com

Fax 616-787-7550

P

Poison Control 616-676-6307

This phone number should only be used in the case of emergency/accidental product exposure. Do not use this number for product information inquiries. Staffed 24 hours/7 days.

Phone/e-mail Guide

Product Information

General usage & technical inquiries on STORE FOR MORE™ and Choices items.
 Inquiries on Products616-787-6279
 e-mailproduct.support@quixtar.com
 Fax616-787-4112

Product Liability Claims616-787-6896
 e-mailproduct.liability.claims@quixtar.com

Public Relations/Media616-787-7134
 Newspaper, radio, television stories, or interviews
 Fax616-787-7102

PV/BV Transfers616-787-7500
 Deadlines vary month to month. Refer to THE LOOP™ Newsletter for deadlines.
 Offshore616-787-6787
 Fax616-787-4086

PV/BV Volume Information Service616-787-7500

Q

Quixtar Corporation616-787-7000

S

Sales Tax616-787-5322
 e-mailqsales.tax@quixtar.com

Service Centers (See page 65)

Servicing Arrangements616-787-7828
 e-mailmember.support@quixtar.com

Six Months Inactivity616-787-6686
 e-mailqbcr.department@quixtar.com

T

Technical Support1-800-253-7088
 Support for high-tech products and QUIXTAR® Web sites.
 8:30 – 9 p.m. (ET) Monday through Friday; 8:30 a.m. – 5 p.m. Saturdays
 e-mailtechnical.support@quixtar.com

Telecommunications Device for the Deaf (TDD)
 Requires appropriate TDD equipment1-800-548-3878

V

Visitor Center616-787-6701
 8:30 a.m. – 12 and 1–5 p.m. (ET) Monday–Friday

Services

e-mail: partner.support@quixtar.com
 Services Support: 1-800-992-6929

Activa Mutual Funds1-800-346-2670
 e-mailActivafunds@activafunds.com

AmeriHost reservations Code# 600451-800-996-2087

Ascent, Ltd. IBO Tax Service1-800-340-2127

Auto Network1-800-288-6638
 Auto Club Memberships, Everyday Advantage Program, Roadside Assistance,
 Purchasing, Leasing, Pricing Sheets, and Service Contracts

Avis reservations/information AWD# B834701-800-321-3650

Choice Hotel reservations1-800-533-2100

Days Inn reservations Code# 600451-800-268-2195

First Alert Professional Security Systems
 Home Security Systems. Free Estimates1-877-774-0437

Franklin Covey Day Planner
 To order1-800-360-8965

Gateway computer orders Code# M02033656A1-800-846-7565

GetAways by Activa Travel
 Northwest Airlines, United Airlines, Condo Travel Assoc., Vacation Values,
 Northwest WorldVacations, Delta Vacations, Apple Vacations, MLT Vacations,
 Norwegian Cruise Line, Carnival Cruise Lines, Royal Caribbean Cruise Line
 Travel and Booking Information1-877-422-8400

Howard Johnson reservations Code# 600451-800-769-0939

IBOCs Unified Communications1-866-694-2627

Jiffy Lube Locations1-800-344-6933

Knights Inn reservations Code# 600451-800-682-1071

Lens Express orders Ref Quixtar1-800-459-LENS (5367)

Mail Boxes Etc.1-800-789-4MBE (4623)

MCI WorldCom
 Call one number for order entry, product information, program promotions, and
 service on existing accounts1-877-4MCI NOW (462-4669)

Partner Stores
 For customer service, refer back to the individual store.

QUIXNETSM Internet Service1-877-225-1996

Ramada reservations Code# 600451-800-462-8035

Services and Partner Store PV/BV Inquiries1-800-992-6929

Realty and Mortgage Services1-800-843-1542

Travelodge reservations Code# 600451-800-545-5545

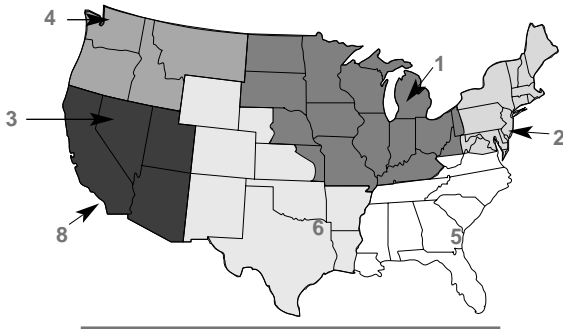
Universal Insurance Services1-800-254-2327
 Fax1-800-691-7171

Villager reservations Code# 600451-888-821-5779

Visa Program U.S. Bank
 To apply1-800-832-3560
 Customer Service1-888-851-8580

Wingate Inns reservations Code# 600451-877-202-8814

Wireless Marketplace1-800-616-7428



Please send correspondence and orders to:

Customer Service Department (58C-2A)
7575 Fulton Street E
Ada, MI 49357

Hours of Operation

All U.S. Service Centers follow the same hours of operation except Nevada (7 a.m. – 3 p.m.):
Monday – Friday, 8 a.m. – 4 p.m. (local Service Center times)

In Puerto Rico, store hours are Tuesday – Friday, 8:30 a.m. to 4:30 p.m., Saturday, 12 to 5:30 p.m. Office hours are Tuesday – Friday, 9 a.m. to 4:30 p.m.

For directions to the Service Center, please call the telephone number listed for the location below. For all other inquiries, please refer to Customer Service section in the Phone/e-mail Guide.

2002 Holiday Closings

All Service Centers follow the corporate holiday closing schedule:

March 29, 2002
May 24–27, 2002
July 4–5, 2002
Sept. 2, 2002

Spaulding Service Center (1)

Location:
5101 Spaulding Plaza
Ada, MI 49355
616-787-7996

Buena Park Service Center (8) (Pick-up orders only)

Location:
5609 River Way
Buena Park, CA 90621-2089
714-562-6200

Nevada Service Center (3)

Location:
95 Airpark Vista Blvd.
Dayton, NV 89403-8302
775-246-1200

Northeast Service Center (2)

Location:
1 Applegate Drive
Robbinsville, NJ 08691-2341
609-208-1452

Northwest Service Center (4)

Services: Alaska
Location:
7250 South 228th Street
Kent, WA 98032-3909
253-872-7032

Pacific Islands Service Center

Services: Hawaii, Guam and other Pacific Islands
Location:
4444 Malaai St.
Honolulu, HI 96818-3134
808-422-9482

Puerto Rico Warehouse

Services: U.S. Virgin Islands
Location:
Quixtar de Puerto Rico, Inc.
Industrial Park Minillas
#118 Rd. 174 Km. 1.7
Bayamon, Puerto Rico 00959
787-269-3620
Fax: 787-269-3985

Southeast Service Center (5)

Also services a portion of the Atlantic and Caribbean Islands
Location:
6450 Jimmy Carter Blvd.
Norcross, GA 30071-1701
770-449-5466

Southwest Service Center (6)

Location:
2001 Timberlake Drive
Arlington, TX 76010-5388
817-640-0851

Atlantic and Caribbean Offshore Islands that fall under the U.S. Independent Business Ownership Plan

Bermuda
Cayman Islands:
Cayman Brac, Grand Cayman, Little Cayman

Lesser Antilles:

Leeward Islands:
Anguilla, Antigua and Barbuda, Montserrat, St. Kitts, Nevis, British Virgin Islands, Anegada, Beef Island, Cooper Islands, Ginger Island, Great Camanae, Great Thatch, Jost Van Dyke, Peter Island, Tortola

Netherlands Antilles:

Bonaire, Curacao, Saba, St. Eustatius, Saint Martin

Trinidad and Tobago

Turks and Caicos Islands

Windward Islands:

Barbados, Dominican, Grenada, St. Lucia, St. Vincent and the Grenadines

West Indies:

Aruba

Bahamas Islands:

Abaco, Andros Island, Bahama, Cat Island, Eleuthera Island, Grand Bahama Island, Great Exuma, Great Inagua Island, Long Island, Mayaguana Island, Nassau, San Salvador

U.S. Trust Territories which fall under the U.S. Sales and Independent Business Ownership Plan

American Samoa (a):

Annu, Ofu, Olosega, Rose, Swains, Tau, Tutuila

Federal States of Micronesia (a):

Carolina Islands:

Chuuk, Hall, Kosrae, Olol, Pall, Ponape, Truk, Yap

Guam (b)

Marshall Islands (a):

Ailinginae, Ailuk, Ailinglapalap, Arno, Bikar, Bikini, Ebeye, Ebon, Eniwetok, Kili, Kwajalein, Lae, Likiep, Majuro, Mile, Namorik, Namu, Rongelap, Rongerik, Taongi, Ujae, Wotje

Northern Mariana Islands (a):

Capitol Hill, Pagan, Palmyra Island, Rota, Saipan, Tinian, Toru
Palau Island (Belau) (a)
Puerto Rico (b)
U.S. Virgin Islands (b)
Wake Island (a)

NOTE: Canadian, Haitian, and Dominican Republic IBOs must utilize Service Centers and ordering procedures specific to their country.

a Served by the Pacific Islands Service Center.
b Served by the Puerto Rico Warehouse.

Stock Number Index

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X-7999	Snack Containers, disposable, 36 ct	28	Z-1759	MEADOWBROOK® Facial Tissue, 21 pk of 175 sheets	49	Z-4221	DÉBUT® Pads Super Maxi Pads, twelve 24 ct	50
X-8010	CRITIC'S CHOICE® Snack Variety Pack, 60 ct	32	Z-1762	MEADOWBROOK® Lunch Napkins, 8 pk 300 ct	49	Z-4228	Kozy Kids™ Training Pants Medium, four 13 ct bags	11
X-8100	Toilet Bowl Gel, Orange, six 7 oz pks	15	Z-1763	MEADOWBROOK® Dinner Napkins, 18 pk 40 ct	49	Z-4234	Kozy Kids™ Training Pants Large, four 11 ct bags	11
X-8188	Vanity Case	21	Z-1764	MEADOWBROOK® Facial Tissue Cube	49	Z-4235	Pancake Mix, four 10.5 oz containers	29
X-8228	Mirror	20	Z-1771	Flax Cereal	29	Z-4339	V-8® Splash, 24 ct, 6.75 fl oz	13
X-8229	SMART MENU™ Tropical Fruit Cookies	30	Z-1772	Apple Raspberry Cereal	28	Z-4347	PROMINENCE® Canned Turkey/Giblets, Gourmet	51
X-8230	SMART MENU™ Cocoa Nutty Cookies	30	Z-1773	MEADOWBROOK® Gold Facial Tissue	49	Z-4400	Lipchic Lipstick Protectant	25
X-8231	SMART MENU™ Natural Lemon Flavor Animal Cookies	30	Z-1774	Hansens® Smoothie, 24 ct	12	Z-4572	Stuffed Potato Variety, 12 ct	32
X-8232	Marinara Pasta Sauce, CHATEAU D'ERMO®	31	Z-1776	MEADOWBROOK® Gold Bath Tissue	49	Z-4609	Non-dairy Creamer, Carnation Coffee-Mate®	19
X-8235	ACTION ENTRÉES™ Stroganoff Sauce and Beef w/Noodles, 9 oz, 6 ct	30	Z-1779	MEADOWBROOK® Gold Facial Tissue Cube	49	Z-4752	Juice Variety, 44 ct	12
X-8239	ACTION ENTRÉES™ Beef Stew, 9 oz, 6 ct	30	Z-1809	Berry Valley® Granola Bars, Honey/Oat 28 ct	33	Z-4754	Kodak® Batteries AAA Alkaline, 24 ct	11
X-8247	ACTION ENTRÉES™ Grilled Turkey Breast w/Gravy and Mashed Potatoes, 10 oz, 6 ct	30	Z-1831	Berry Concentrate, 12 pack, 11.5 fl oz	12	Z-4763	Kodak® Batteries C Alkaline, 12 ct	11
X-8249	Butter Flavor Pan Coating & Flavoring Spray	30	Z-2010	DÉBUT® Pads Pantyliners, unscented, six 64 ct	50	Z-4858	Quick Oatmeal, Good 'n Hearty™, eight 18 oz pks	29
X-8250	Vegetable Oil Pan Coating Spray	30	Z-2026	Toothbrush, Child's, Barbie, 4 pk	48	Z-5145	Kodak® Batteries D Alkaline, 12 ct	11
X-8252	ACTION ENTRÉES™ Vegetable Lasagna, 8 oz, 6 ct	30	Z-2028	Toothbrush, Child's, Hot Wheels, 4 pk	48	Z-5182	CRITIC'S CHOICE® Chocolate Flavored Syrup	31
X-8253	ACTION ENTRÉES™ Lemon Herb Chicken, 9 oz, 6 ct	30	Z-2089	Nature Select® Soy Nuts, twelve 3.5 oz. bags	33	Z-5193	Fiber Cookie, Chocolate Fudge flavor, 24 ct	30
X-8255	Macaroni & Cheese	31	Z-2100	Fat Free Vanilla Rice Drink, 6 ct, 32 fl oz	12	Z-5206	Fiber Cookie, Oatmeal Raisin flavor, 24 ct	30
X-8419	MEADOWBROOK® Heavy Duty Plastic Wrap	28	Z-2101	Chicken Broth, Organic, Pacific®, six 32 oz pkgs	31	Z-5207	High Fiber Cereal, Back to Nature®, six 14 oz boxes	29
X-8485	MEADOWBROOK® Bath Tissue, 48 rolls of 500 sheets	49	Z-2123	Garlic Mist/Olive Mist, 6 oz, 2 ct	30	Z-5210	Soy Granola Cereal, Back to Nature®	29
X-8520	MEADOWBROOK® Bath Tissue, 48 rolls of 350 sheets	49	Z-2140	Cheese/Salsa Variety, Kaukauna®	32	Z-5228	Soy Nut Butter, six 18 oz	31
X-8524	MEADOWBROOK® Brand	49	Z-2242	Chocolate Milk, 44 ct, 4 fl oz	12	Z-5251	Beef Jerky variety, six 2 oz	32
X-8578	Comfort Touch™ Deluxe Disposable, Personna®,	53	Z-2304	Rice, Variety Pack, 12 ct	32	Z-5291	Strawberry Natural Bar, Hansen's®	33
X-8586	Personna®, 40 ct	53	Z-2373	Kozy Kids™ Infant Formula Powdered Infant Formula	11	Z-5303	Tropical Fruit Natural Bar, Hansen's®	33
X-8603	NINE TO FIVE® Green Tea, 400 ct	19	Z-2394	TIE 'N TOTE® Trash Bags Odor Control 13 gallon	59	Z-5317	Wyer's™ Italian Ice, 160 ct, 2 oz pops	33
X-8700	Toilet Bowl Gel, Apple, six 7 oz pks	15	Z-2416	Trash Bags, 13 gallon, 120 ct	59	Z-5325	Barnum Animal® Crackers, Nabisco®, 24 boxes	32
X-8766	Diapers, Earthpore Degradable Extra Large	11	Z-2421	CRITIC'S CHOICE® Crunchy Peanut Butter	31	Z-5336	Canola Oil, six 12.7 oz bottles	30
X-8768	Diapers, Earthpore Degradable Medium	11	Z-2444	Ketchup 28 oz bottles, 2 ct	30	Z-5365	Fruit Juice, Orange/Cranberry, 24 ct, 11.5 fl oz	12
X-8769	Diapers, Earthpore Degradable Large, two 34 ct bags	11	Z-2466	Citrus Squeeze Juice, 24 ct, 8 fl oz	12	Z-5369	Seasoning Salt, Lawry's®, two 40 oz	30
X-9343	Cookies, Oreo®, 48 ct	32	Z-2477	Golden Grahams®, General Mills®, 6 pk	29	Z-5423	Variety Pack, CRITIC'S CHOICE®, 6 pk	29
X-9364	Mayonnaise	30	Z-2500	Cinnamon Toast Crunch, General Mills®, 6 pk	28	Z-5434	Carpet Shampoo, two 24 oz + 64 oz	26
X-9659	Scouring Sponge, 12 ct	15	Z-2597	CRITIC'S CHOICE® Freezer Pops, 96 ct	32	Z-5467	Dust Control Spray, four 17 oz cans	14
X-9730	Lady Tri-Flex™ Razor Handle with 20 Triple Blades	53	Z-2600	Cheerios, General Mills®, 6 pk	28	Z-5468	Furniture Polish Spray, four 17 oz cans	14
X-9732	Lady Tri-Flex™, 20 Cartridges	53	Z-2689	Pop Tarts®/Strawberry Unfrosted, Kellogg's®	30	Z-5510	Apple Cranberry Concentrate, 12 pack, 11.5 fl oz	12
X-9882	CRITIC'S CHOICE® Popcorn, Lite Natural, 24 ct	32	Z-2690	Pop Tarts®/Strawberry, Kellogg's®, 3/12 ct	30	Z-5525	Fruit Cups, Mixed, 24 ct	32
X-9883	CRITIC'S CHOICE® Popcorn, Lite Butter, 24 ct	32	Z-2693	Pop Tarts®/Blueberry, Kellogg's®, 3/12 ct	29	Z-5530	NINE TO FIVE® Flavored Variety Pack, 24 ct	18
X-9935	Creamy Shells and Cheese, 12 ct	31	Z-2732	NINE TO FIVE® Tea, Regular, 100 ct	19	Z-5545	Kozy Kids™ Infant Formula Soy Infant Formula	11
X-9967	Cat Litter, Original, two 15 lb bags	51	Z-2745	Sweet 'n Low® Packets, 800 ct	19	Z-5558	Troll Mix, 60 ct	33
Z-0006	DÉBUT® Pads Ultra Thins Maxi Pads, twelve 18 ct	50	Z-2748	Kayo® Hot Chocolate, 50 ct	19	Z-5622	DÉBUT® Pads Regular Maxi Pads, twelve 24 ct	50
Z-0011	DÉBUT® Pads Pantyliners, Deodorant, six 64 ct	50	Z-2763	Pop Tarts®/Cherry, Kellogg's®, 3/12 ct	29	Z-5664	Apple Sauce, 72 ct	31
Z-0202	Kodak® Batteries AA Alkaline, 48 ct	11	Z-2764	Pop Tarts®/Cinnamon, Kellogg's®, 3/12 ct	30	Z-5728	SunMaid® Raisins, sixty 1 oz boxes	33
Z-0535	Cold Care Kleenex®, 18 pks of 65 sheets	49	Z-2768	Cappuccino, 100 ct	19	Z-5765	Dinner Plates, Chinnet®, 200 ct	50
Z-0630	Strawberry Cereal Bars, 32 ct	30	Z-2774	A Cup Above™ Ground Brick Coffee, 3 ct	18	Z-5814	NINE TO FIVE® Reduced Caffeine, 42 ct	18
			Z-2782	Kayo® Lite Hot Chocolate, 50 ct	19	Z-5816	House & Garden Insect Spray, two 14 oz cans	41
			Z-2785	CRITIC'S CHOICE® Pudding, Chocolate	32	Z-5820	MEADOWBROOK® Gold MEADOWBROOK® Gold Paper Towel	49
			Z-2790	NINE TO FIVE® Instant Coffee, 100 ct	18	Z-5828	Cappuccino, Instant, three 16 oz canisters	19

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Z-6110	CRITIC'S CHOICE® Cheese Curlies	32	Z-6731	Crispy Rice, CRITIC'S CHOICE®, 3 pk	28	Z-8815	TIE 'N' TOTE® Trash Bags Indoor 13 gallon, 160 ct	59
Z-6179	CRITIC'S CHOICE® Potato Chips, Natural	32	Z-6743	Corn Flakes, Sugar Coated	28	Z-8830	TIE 'N' TOTE® Trash Bags Compactor Bags	59
Z-6182	Honey Roasted Peanuts, Ferris®	33	Z-6745	Raisin Bran, CRITIC'S CHOICE®, 3 pk	29	Z-8831	TIE 'N' TOTE® Trash Bags 39 gallon, 40 ct	59
Z-6204	Tampons, Playtex®, twelve 20 ct	51	Z-6760	FRUITY DOOS®, CRITIC'S CHOICE®, 3 pk	29	Z-8832	TIE 'N' TOTE® Trash Bags Drawstring 13 gallon	59
Z-6231	Lemonade Mix, Crystal Light®, 96 packets	12	Z-6761	Fancy Fruit, CRITIC'S CHOICE®, 3 pk	29	Z-8836	TIE 'N' TOTE® Trash Bags 30 gallon, 80 ct	59
Z-6279	MEADOWBROOK® Sandwich Bags, 1000 ct	28	Z-6764	Lip Balm, Mentholatum®, Natural, 12 pk	41	Z-8857	TIE 'N' TOTE® Trash Bags Extra Strong 30 gallon	59
Z-6280	MEADOWBROOK® Storage Bags, Pint, 500 ct	28	Z-6765	Lip Balm, Mentholatum®, Cherry, 12 pk	41	Z-8879	TIE 'N' TOTE® Trash Bags 13 gallon, 200 ct	59
Z-6291	MEADOWBROOK® Storage Bags, Quart, 400 ct	28	Z-6766	Chicken Noodle Soup, Campbell's®, 24 ct	33	Z-8880	TIE 'N' TOTE® Trash Bags Extra Strong 39 gallon	59
Z-6292	MEADOWBROOK® Storage Bags, Gallon, 200 ct	28	Z-6793	A.1.® Steak Sauce 11 oz bottles, 6 ct	30	Z-8883	Trash Bags, 60 gallon, 225 ct	59
Z-6293	MEADOWBROOK® Freezer Bags, Quart, 300 ct	28	Z-6794	CRITIC'S CHOICE® Popcorn, Giant Pop, 24 ct	32	Z-9098	Lemon Fresh Mini Pellet Cat Litter, two 15 lb bags	51
Z-6294	MEADOWBROOK® Freezer Bags, Gallon, 200 ct	28	Z-6877	CRITIC'S CHOICE® Potato Chip Variety Pack, 60 ct	32	Z-9105	PROMINENCE® Canned Combo, Chicken/Whitefish & Beef/Egg/Cheese	51
Z-6295	MEADOWBROOK® Plastic Food Wrap	28	Z-6920	Paper Plates, Chinex®, 100 ct	50	Z-9107	PROMINENCE® Canned Combo, Beef/Chicken & Beef/Tuna	51
Z-6322	Rice Krispies Treats® bar, Kellogg's®	33	Z-6959	Kids Cereal Sampler, CRITIC'S CHOICE®, 6 pk	29	Z-9118	Non-dairy Creamers, twelve 8 oz canisters	19
Z-6355	Baby Shampoo, Kozy Kids™, 15 oz, 4 pk	10	Z-7175	CRITIC'S CHOICE® Assorted Drink Mixes	12	Z-9130	Honey Nut Cheerios®, General Mills®, 6 pk	29
Z-6360	Baby Powder, Kozy Kids™, 15 oz, 4 pk	10	Z-7223	Goldfish® Crackers, 60 ct	33	Z-9221	PROMINENCE® Large-sized biscuits, two 7.5 lb bags	52
Z-6361	Baby Wash, Kozy Kids™, 9 oz, 6 pk	10	Z-7226	Trail Mix Variety, Ferris®, three 2 lb pkgs	33	Z-9243	MEADOWBROOK® Lint Rollers	44
Z-6362	Baby Lotion, Kozy Kids™, 9 oz, 6 pk	10	Z-7801	CRITIC'S CHOICE® Creamy Peanut Butter	31	Z-9270	TDK® Audiocassette Tape	59
Z-6400	NINE TO FIVE® Decaf Coffee Variety Pack, 24 packets	18	Z-7973	MEADOWBROOK® Aluminum Foil, two rolls 12" x 250'	28	Z-9273	TDK® Audiocassette Tape	59
Z-6401	Krunchy Raisin Bran, CRITIC'S CHOICE®, 3 pk	29	Z-7974	MEADOWBROOK® Aluminum Foil, Heavy Duty	28	Z-9309	PROMINENCE® Medium-sized biscuits, two 5 lb bags	52
Z-6410	Pretzels, Frito Lay® Rold Gold® Tiny Twists	33	Z-8272	Fruit Snacks, Hi-C™, 50 ct	32	Z-9334	Bath Tissue, 96 rolls	49
Z-6411	Variety Canister, Frito Lay®, 12 ct	33	Z-8281	Corn Pops, Kellogg's®, 6 pk	28	Z-9549	FAR CORNERS® Colombian, Whole Bean, 3 ct	18
Z-6647	Toothbrush, Clarident®, 12 pk	48	Z-8282	Bite Size Mini Wheat's, Kellogg's®, 6 pk	28	Z-9610	Mac 'n Cheese, White Cheddar, 24 ct	31
Z-6652	Toothbrush, Microtex®, 12 pk	48	Z-8288	Variety Pack for Kids, Kellogg's®, 72 ct	29	Z-9611	CRITIC'S CHOICE® Tuna Fish, twenty-four 6 oz cans	31
Z-6657	Oatmeal, Instant, Variety Pack, 80 ct	29	Z-8303	Strawberry Fruit Snacks, Farley®	33	Z-9705	TDK® Videocassette Tape	59
Z-6660	100% Natural, CRITIC'S CHOICE®, 3 pk	28	Z-8315	MEADOWBROOK® Facial Tissue, 30 pk of 250 sheets	49	Z-9990	DÉBUT® Tampons Regular, Cardboard Applicator	50
Z-6671	Air Freshener, Vanilla, 3.5 oz	9	Z-8324	Cookie Variety Pack, Keebler®	32	Z-9991	DÉBUT® Tampons Super, Cardboard Applicator	51
Z-6672	Air Freshener, Citrus, 3.5 oz	9	Z-8399	Variety Pack, General Mills®, 70 ct	29	Z-9992	DÉBUT® Tampons Super Plus, Cardboard Applicator	51
Z-6673	Air Freshener, Country Fresh, 3.5 oz	9	Z-8400	DÉBUT® Pads Long Super Maxi, twelve 16 ct	50			
Z-6676	HAPPY DAYS®, CRITIC'S CHOICE®, 3 pk	29	Z-8799	TIE 'N' TOTE® Trash Bags Heavy Duty 39 gallon	59			
Z-6681	Corn Flakes, CRITIC'S CHOICE®, 3 pk	28	Z-8801	TIE 'N' TOTE® Trash Bags Heavy Duty 30 gallon	59			
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