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### **DISCOUNT POLICY**

Dear Customer,

As part of the process of getting organized for a Trade Fair exhibit, The Candle Shack has introduced a discount policy in order that there is consistency across customers regarding discounts.

To date we have given discounts of up to 15% for wholesale customers who have demonstrated over a twelve month period that they make consistent and reasonably sized orders, with prompt payments. This has been defined as orders over \$250 per month, every month.

A once off discount of 5% applies to orders over \$500.00

We are a small operation and we try to keep our prices competitive with other much larger quality candle producers. This policy represents our limited ability to discount our product.

Regards,

Debbie & Paul Barling