



Nu-Scents Wholesale, LLC

Candle Pricing Worksheet

This Candle Pricing Worksheet is provided by Nu-Scents for the personal use of our customers. This worksheet is designed to help customers figure the total cost of a candle, the wholesale price, and the retail price it should be sold for. No portions of this document may be reproduced for distribution, sale, or publication of any kind without the expressed written consent of Nu-Scents Wholesale, LLC.

Information Needed To Use This Worksheet

- Product Names/Attributes
- Amount Used**
- Cost**

**these two facts must use the same weight category (for example, if the amount of the product used is measured in ounces then the cost of the product MUST be calculated in dollars per ounce)

How To Use This Worksheet

The worksheet is laid out to combine calculations and important information all on one line. The Product Type is the general name for the products that can be used when making a candle. The Product Name/Attribute is the specific name of the item used in the candle. This information is for your benefit when making identical candles in the future (extra lines are provided). The Amount Used refers to the quantity of a product that was used in the candle. The Cost is how much you paid for that specific product. The Total Cost is how much it cost you for the amount of product you used in this candle.

In order to find out the total cost of a candle, follow the steps below:

To begin, take the first product and multiply the amount used by the cost. This will give you the total cost of that product. Write the answer on the allotted line. Follow this step for all of the products that were used in the candle.

Next, add together all of the total costs. This amount is the Total Candle Cost. Write the amount in the space provided.

At the end of the worksheet, you can also find some calculations to help figure the wholesale price, retail price, wholesale profit, and retail profit of the candle.

Important Points To Remember

- All measurements must be by weight, NOT volume
- For each separate product used in the candle, the Amount Used and the Cost must use the same weight category
- You may have to do some other calculations to come up with the initial cost of the products (For example, if the candle used 4% fragrance oil, you need to calculate that percentage into teaspoons, Tablespoons, or ounces. If you have trouble with such calculations, please see Nu-Scents' [Measurements Chart](#) on our website).

Example

Product Type	Product Name/Attribute	Amount Used	Cost	Total Cost
Wax	Refined Paraffin 2526	1 lb	X \$0.94 / lb	= \$0.94
Additives	Palm Stearic Acid	1 Tbsp	X \$0.0922 / Tbsp	= \$0.09
	Vybar 260	1 tsp	X \$0.0729 / tsp	= \$0.07
Dye	Wedgewood Blue	1/32 oz	X \$0.95 / oz	= \$0.03
	Black	1/16 oz	X \$0.95 / oz	= \$0.06
Fragrance	Hearts & Flowers	1 ½ oz	X \$0.875 / oz	= \$1.31
Wick	HTP1212	2 wicks	X \$0.0695 / wick	= \$0.14
Container (if any)	16oz Keepsake Apothecary	1 jar	X \$1.70 / jar	= \$1.70
Labels	Company	1 label	X \$0.40 / label	= \$0.40
	2" Caution	1 label	X \$0.06 / label	= \$0.06
Other Packaging	Raffia	1 yard	X \$0.25 / yard	= \$0.25

Total Candle Cost = \$5.05

Wholesale Price—\$10.10
Retail Price—\$20.20

Wholesale Profit—\$5.05
Retail Profit—\$15.15



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Candle Pricing Worksheet

Date ___ / ___ / ___ **Candle Type** _____ **Net Weight** _____

Product Type	Product Name/Attribute	Amount Used	X	Cost	=	Total Cost
Wax	_____	_____ oz / lb	X	\$ _____ / oz / lb	=	\$ _____
	_____	_____ oz / lb	X	\$ _____ / oz / lb	=	\$ _____
Additives	_____	_____ tsp / Tbsp / oz	X	\$ _____ / tsp / Tbsp / oz	=	\$ _____
	_____	_____ tsp / Tbsp / oz	X	\$ _____ / tsp / Tbsp / oz	=	\$ _____
	_____	_____ tsp / Tbsp / oz	X	\$ _____ / tsp / Tbsp / oz	=	\$ _____
Dye	_____	_____ grams / oz / drops	X	\$ _____ / grams / oz / drops	=	\$ _____
	_____	_____ grams / oz / drops	X	\$ _____ / grams / oz / drops	=	\$ _____
	_____	_____ grams / oz / drops	X	\$ _____ / grams / oz / drops	=	\$ _____
Fragrance	_____	_____ tsp / Tbsp / oz	X	\$ _____ / tsp / Tbsp / oz	=	\$ _____
	_____	_____ tsp / Tbsp / oz	X	\$ _____ / tsp / Tbsp / oz	=	\$ _____
	_____	_____ tsp / Tbsp / oz	X	\$ _____ / tsp / Tbsp / oz	=	\$ _____
Wick	_____	_____ wicks	X	\$ _____ / wick	=	\$ _____
Container	_____	1 container	X	\$ _____ / container	=	\$ _____
Labels <small>(caution, scent, company, etc.)</small>	_____	_____ labels	X	\$ _____ / labels	=	\$ _____
	_____	_____ labels	X	\$ _____ / labels	=	\$ _____
	_____	_____ labels	X	\$ _____ / labels	=	\$ _____
	_____	_____ labels	X	\$ _____ / labels	=	\$ _____
Packaging <small>(boxes, tags, lace, shrink wrap, raffia, ribbon, cello bags, potpourri, etc.)</small>	_____	_____	X	\$ _____ / _____	=	\$ _____
	_____	_____	X	\$ _____ / _____	=	\$ _____
	_____	_____	X	\$ _____ / _____	=	\$ _____
	_____	_____	X	\$ _____ / _____	=	\$ _____
	_____	_____	X	\$ _____ / _____	=	\$ _____
Total Candle Cost					=	\$ _____

Selling Product

Wholesale Price:	Total Candle Cost	X	2	=	\$ _____
Retail Price:	Total Candle Cost	X	3 (or 4)	=	\$ _____
Wholesale Profit:	Wholesale Price	—	Total Candle Cost	=	\$ _____
Retail Profit:	Retail Price	—	Total Candle Cost	=	\$ _____