



Popular Burt's Bees Products New Rack Starter Kit

IPC is now featuring a free standing Burt's Bees Rack OTC Starter Kit option for displaying popular Burt's Bees products. These name brand beauty essentials will help increase your customer traffic and drive front-end sales in your store.

The complete Burt's Bees Rack Starter Kit comes with 422 pieces of top-selling Burt's Bees items and is available from IPC for \$1,788.00. Best of all, the display features a small footprint (14"D x 24" W x 76"H) that fits nicely just about anywhere in your store.

Replenishment Burt's Bees products are available to order online every day at www.ipcrx.com in the OTC Advantage catalog. Replenishment orders must meet a low \$300 order minimum and can be combined with other popular items in the OTC Advantage catalog.

To order, complete this form and fax to 800-274-5525.

I would like to order the complete Burt's Bees Rack Starter Kit (Total Cost: \$1,788.00)

Pharmacy Name _____

Pharmacy Contact _____

Contact Phone # _____

IPC # _____

**For more information
contact your IPC Inside Sales
Representative at 1-800-755-1531.**



IPC #: 5148473

6/13/17



IPC #	Description	Display Qty	Display Price	IPC Price (Each)	SRP	Profit Margin %
Shelf 1						
5148481	Burt's Bees Lip Balm Lodge	1	\$18.00	\$18.00		
5148515	Burt's Bees Beeswax Lip Balm Original	12	\$24.96	\$2.08	\$3.29	37%
5205315	Burt's Bees Coconut & Pear Lip Balm	12	\$24.96	\$2.08	\$3.29	37%
5148531	Burt's Bees Honey Lip Balm	12	\$24.96	\$2.08	\$3.29	37%
5148549	Burt's Bees Mango Butter Lip Balm	12	\$24.96	\$2.08	\$3.29	37%
5148556	Burt's Bees Pink Grapefruit Lip Balm	12	\$24.96	\$2.08	\$3.29	37%
5148564	Burt's Bees Pomegranate Lip Balm	12	\$24.96	\$2.08	\$3.29	37%
5205364	Burt's Bees Wild Cherry Lip Balm	12	\$24.96	\$2.08	\$3.29	37%
5205323	Burt's Bees Vanilla Bean Lip Balm	12	\$24.96	\$2.08	\$3.29	37%
5148606	Burt's Bees Ultra Conditioning Lip Balm	12	\$30.36	\$2.53	\$3.99	37%
5189451	Burt's Bees Medicated Menthol & Eucalyptus Lip Balm	12	\$30.36	\$2.53	\$3.99	37%
5148507	Burt's Bees Lip Shimmer Lodge	1	\$18.00	\$18.00		
5148713	Burt's Bees Blush Lip Shine	3	\$13.29	\$4.43	\$6.99	37%
5171715	Burt's Bees Spontaneity Lip Shine	3	\$13.29	\$4.43	\$6.99	37%
5148739	Burt's Bees Pucker Lip Shine	3	\$13.29	\$4.43	\$6.99	37%
5148747	Burt's Bees Smooch Lip Shine	3	\$13.29	\$4.43	\$6.99	37%
5148754	Burt's Bees Whisper Lip Shine	3	\$13.29	\$4.43	\$6.99	37%
5171707	Burt's Bees Peachy Lip Shine	3	\$13.29	\$4.43	\$6.99	37%
5148770	Burt's Bees Caramel Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148788	Burt's Bees Champagne Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148796	Burt's Bees Cherry Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148804	Burt's Bees Fig Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148812	Burt's Bees Guava Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148820	Burt's Bees Peony Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148838	Burt's Bees Plum Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5160510	Burt's Bees Apricot Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5160528	Burt's Bees Grapefruit Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148861	Burt's Bees Rhubarb Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148879	Burt's Bees Strawberry Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
5148887	Burt's Bees Watermelon Lip Shimmer	4	\$12.64	\$3.16	\$4.99	37%
Shelf 2						
5190152	Burt's Bees Lipstick Lodge	1	\$18.00	\$18.00		
5190004	Burt's Bees Lipstick Blush Basin	2	\$11.40	\$5.70	\$8.99	37%
5190012	Burt's Bees Lipstick Brimming Berry	2	\$11.40	\$5.70	\$8.99	37%
5190020	Burt's Bees Lipstick Fuchsia Flood	2	\$11.40	\$5.70	\$8.99	37%
5190038	Burt's Bees Lipstick Iced Iris	2	\$11.40	\$5.70	\$8.99	37%

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5190046	Burt's Bees Lipstick Juniper Water	2	\$11.40	\$5.70	\$8.99	37%
5190053	Burt's Bees Lipstick Lily Lake	2	\$11.40	\$5.70	\$8.99	37%
5190061	Burt's Bees Lipstick Magenta Rush	2	\$11.40	\$5.70	\$8.99	37%
5190079	Burt's Bees Lipstick Nile Nude	2	\$11.40	\$5.70	\$8.99	37%
5190087	Burt's Bees Lipstick Ruby Ripple	2	\$11.40	\$5.70	\$8.99	37%
5190095	Burt's Bees Lipstick Russet River	2	\$11.40	\$5.70	\$8.99	37%
5190103	Burt's Bees Lipstick Scarlet Soaked	2	\$11.40	\$5.70	\$8.99	37%
5190111	Burt's Bees Lipstick Suede Splash	2	\$11.40	\$5.70	\$8.99	37%
5190129	Burt's Bees Lipstick Sunset Cruise	2	\$11.40	\$5.70	\$8.99	37%
5190137	Burt's Bees Lipstick Tulip Tide	2	\$11.40	\$5.70	\$8.99	37%
5165931	Burt's Bees Lip Gloss Display	1	\$18.00	\$18.00		
5171459	Burt's Bees Lip Gloss Autum Haze	3	\$17.10	\$5.70	\$8.99	37%
5171467	Burt's Bees Lip Gloss Harvest Time	3	\$17.10	\$5.70	\$8.99	37%
5171475	Burt's Bees Lip Gloss Sweet Sunset	3	\$17.10	\$5.70	\$8.99	37%
5171483	Burt's Bees Lip Gloss Sunny Day	3	\$17.10	\$5.70	\$8.99	37%
5171491	Burt's Bees Lip Gloss Ocean Sunrise	3	\$17.10	\$5.70	\$8.99	37%
5171509	Burt's Bees Lip Gloss Rosy Dawn	3	\$17.10	\$5.70	\$8.99	37%
5171517	Burt's Bees Lip Gloss Spring Splendor	3	\$17.10	\$5.70	\$8.99	37%
5171525	Burt's Bees Lip Gloss Summer Twilight	3	\$17.10	\$5.70	\$8.99	37%
5171533	Burt's Bees Lip Gloss Evening Glow	3	\$17.10	\$5.70	\$8.99	37%
5171541	Burt's Bees Lip Gloss Solar Eclipse	3	\$17.10	\$5.70	\$8.99	37%
5171558	Burt's Bees Lip Gloss Nearly Dusk	3	\$17.10	\$5.70	\$8.99	37%
5171566	Burt's Bees Lip Gloss Starry Night	3	\$17.10	\$5.70	\$8.99	37%
Shelf 3						
5187737	Burt's Bees Tinted Lip Balm Lodge - 6 Slot	1	\$18.00	\$18.00		
5187745	Burt's Bees Hibiscus Tinted Lip Balm .15oz	9	\$29.16	\$3.24	\$4.99	35%
5187794	Burt's Bees Zinnia Tinted Lip Balm .15oz	9	\$29.16	\$3.24	\$4.99	35%
5187752	Burt's Bees Pink Blossom Tinted Lip Balm .15oz	9	\$29.16	\$3.24	\$4.99	35%
5187760	Burt's Bees Red Dahlia Tinted Lip Balm .15oz	9	\$29.16	\$3.24	\$4.99	35%
5187778	Burt's Bees Rose Tinted Lip Balm .15oz	9	\$29.16	\$3.24	\$4.99	35%
5187786	Burt's Bees Sweet Violet Tinted Lip Balm .15oz	9	\$29.16	\$3.24	\$4.99	35%
5110325	Burt's Bees Herbal Blemish Stick	4	\$20.24	\$5.06	\$8.99	44%
5148895	Burt's Bees Acne Cleaner	3	\$18.99	\$6.33	\$9.99	37%
5148903	Burt's Bees Acne Scrub	3	\$18.99	\$6.33	\$9.99	37%
5148929	Burt's Bees Acne Lotion	3	\$34.17	\$11.39	\$17.99	37%
5148911	Burt's Bees Acne Treatment	3	\$18.99	\$6.33	\$9.99	37%
5110333	Burt's Bees Soap Bark & Chamomile Cream	3	\$15.18	\$5.06	\$7.99	37%

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5110341	Burt's Bees Peach & Willowbark Pore Scrub	3	\$15.18	\$5.06	\$7.99	37%
5110366	Burt's Bees Lemon Cuticle Cream	6	\$22.80	\$3.80	\$5.99	37%
Shelf 4						
5148945	Burt's Bees Sensitive Facial Cleanser	3	\$18.99	\$6.33	\$9.99	37%
5148952	Burt's Bees Sensitive Night Cream	3	\$28.47	\$9.49	\$14.99	37%
5148960	Burt's Bees Sensitive Eye Cream	3	\$28.47	\$9.49	\$14.99	37%
5110390	Burt's Bees Natural Nourishing Body Lotion 6oz	3	\$15.18	\$5.06	\$7.99	37%
5110408	Burt's Bees Cocoa Butter Body Lotion 6oz	3	\$15.18	\$5.06	\$7.99	37%
5149000	Burt's Bees Fragrance Free Body Lotion	3	\$15.18	\$5.06	\$7.99	37%
5149026	Burt's Bees Soothingly Sensitive Body Lotion	3	\$15.18	\$5.06	\$7.99	37%
5149018	Burt's Bees Ultimate Care Body Lotion	3	\$18.99	\$6.33	\$9.99	37%
Shelf 5						
5148986	Burt's Bees Ultimate Care Hand Cream	3	\$24.69	\$8.23	\$12.99	37%
5110374	Burt's Bees Shea Butter Hand Cream	3	\$24.69	\$8.23	\$12.99	37%
5216403	Burt's Bees Eye Make up Remover Pads 35ct	3	\$11.40	\$3.80	\$5.99	37%
5171640	Burt's Bees Cucumber Wipes 30ct	3	\$11.40	\$3.80	\$5.99	37%
5171657	Burt's Bees Pink Grapefruit Wipes 30ct	3	\$11.40	\$3.80	\$5.99	37%
5171665	Burt's Bees Sensitive Facial Wipes	3	\$11.40	\$3.80	\$5.99	37%
5148937	Burt's Bees White Tea Face Wipes	3	\$11.40	\$3.80	\$5.99	37%
Shelf 6						
5149083	Burt's Bees Volumizing Pomegranate Shampoo	3	\$15.18	\$5.06	\$7.99	37%
5149091	Burt's Bees Volumizing Pomegranate Conditioner	3	\$15.18	\$5.06	\$7.99	37%
5149109	Burt's Bees Moisture Baobab Shampoo	3	\$15.18	\$5.06	\$7.99	37%
5149117	Burt's Bees Moisture Baobab Conditioner	3	\$15.18	\$5.06	\$7.99	37%
5149125	Burt's Bees Deep Repair Conditioner Shea/Grapefruit	3	\$15.18	\$5.06	\$7.99	37%
5149067	Burt's Bees Fabulous Fresh Body Wash	3	\$15.18	\$5.06	\$7.99	37%
5149075	Burt's Bees Citrus & Ginger Body Wash	3	\$15.18	\$5.06	\$7.99	37%
5110416	Burt's Bees Coconut Foot Cream	3	\$17.10	\$5.70	\$8.99	37%
5148994	Burt's Bees Peppermint Foot Lotion	3	\$17.10	\$5.70	\$8.99	37%
5110358	Burts Bees Hand Salve 3oz	12	\$68.40	\$5.70	\$8.99	37%
5148465	Burt's Bees Rack	1	\$31.00			
5148473	Complete Burt's Bees Rack Starter Kit	422	\$1,788.00			

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