



Burt's Bees Lodge Starter Kits

IPC now offers five great Burt's Bees Lip starter kit options. These name brand beauty essentials will help increase your customer traffic and will drive front-end sales in your store. To order, simply complete the form on the bottom of this sheet and fax to IPC. Orders must meet the low \$300 order minimum to qualify for free shipping and can be combined with other items from the OTC catalog. Replenishment Burt's Bees products are available to order online every day at www.ipcrx.com.



For more info, contact your IPC Sales Team at 1-800-755-1531.



Lip Balm Lodge

- Lip Lodge Display
- 10 skus - 120 pieces
- Total Cost: \$278.40
- Item #5151410



Lip Gloss Lodge

- Lip Gloss Display
- 12 skus - 36 pieces
- Total Cost: \$223.20
- Item #5177241



Lip Shimmer Lodge

- Lip Shimmer Display
- 18 skus - 66 pieces
- Total Cost: \$249.42
- Item #5151394



Lipstick Lodge

- Lipstick Display
- 14 skus - 28 pieces
- Total Cost: \$177.60
- Item #5190145



Tinted Lip Balm Lodge

- Lip Balm Display
- 6 skus - 54 pieces
- Total Cost: \$192.96
- Item #5151386



Lip Crayon Lodge

- Lip Crayon Display
- 6 skus - 18 pieces
- Total Cost: \$120.60
- Item #5177258

To order a Burt's Bees Lip Lodge complete this form and fax to 800-274-5525.

Lip Balm Lodge (\$278.40)

Lip Gloss Lodge (\$223.20)

Lip Shimmer Lodge (\$249.42)

Lipstick Lodge (\$177.60)

Tinted Lip Balm Lodge (\$192.96)

Lip Crayon Lodge (\$120.60)

Pharmacy Name _____ Pharmacy Contact _____

Contact Phone # _____ IPC # _____



IPC #	Description	Display Qty	Display Price	Price (Each)	SRP	Profit Margin %
5148481	Burt's Bees Lip Balm Lodge	1	\$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%
5205323	Burt's Bees Vanilla Bean 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%
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%
5151410	Burt's Bees Lip Balm Lodge Starter Kit	121	\$278.40			
5187737	Burt's Bees Tinted Lip Balm Lodge - 6 Slot	1	\$18.00			
5187745	Burt's Bees Hibiscus Tinted Lip Balm	9	\$29.16	\$3.24	\$4.99	35%
5187752	Burt's Bees Pink Blossom Tinted Lip Balm	9	\$29.16	\$3.24	\$4.99	35%
5187760	Burt's Bees Red Dahlia Tinted Lip Balm	9	\$29.16	\$3.24	\$4.99	35%
5187778	Burt's Bees Rose Tinted Lip Balm	9	\$29.16	\$3.24	\$4.99	35%
5187786	Burt's Bees Sweet Violet Tinted Lip Balm	9	\$29.16	\$3.24	\$4.99	35%
5187794	Burt's Bees Zinnia Tinted Lip Balm	9	\$29.16	\$3.24	\$4.99	35%
5151386	Burt's Bees Tinted Lip Balm Lodge Starter Kit	55	\$192.96			
5148507	Burt's Bees Lip Shimmer Lodge	1	\$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%
5160528	Burt's Bees Grapefruit 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%
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%
5151394	Burt's Bees Lip Shimmer Lodge Starter Kit	67	\$249.42			

*Prices are not guaranteed and are subject to increases from suppliers.

6/13/17



IPC #	Description	Display Qty	Display Price	Price (Each)	SRP	Profit Margin %
5165931	Burt's Bees Lip Gloss Display	1	\$18.00			
5171459	Burt's Bees Lip Gloss Autumn 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%
5177241	Burt's Bees Lip Gloss Lodge Starter Kit	37	\$223.20			
5190152	Burt's Bees Lipstick Lodge	1	\$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%
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%
5190145	Burt's Bees Lip Stick Lodge Starter Kit	29	\$177.60			
5165923	Burt's Bees Crayon Lodge	1	\$18.00			
5171574	Burt's Bees Lip Crayon Sedona Sands	3	\$17.10	\$5.70	\$8.99	37%
5171582	Burt's Bees Lip Crayon Redwood Forest	3	\$17.10	\$5.70	\$8.99	37%
5171590	Burt's Bees Lip Crayon Niagara Overlook	3	\$17.10	\$5.70	\$8.99	37%
5171608	Burt's Bees Lip Crayon Carolina Coast	3	\$17.10	\$5.70	\$8.99	37%
5171616	Burt's Bees Lip Crayon Hawaiian Smolder	3	\$17.10	\$5.70	\$8.99	37%
5171624	Burt's Bees Lip Crayon Napa Vineyard	3	\$17.10	\$5.70	\$8.99	37%
5177258	Burt's Bees Lip Crayon Lodge Starter Kit	19	\$120.60			

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