

**LIST OF U.K. PRICES and POINTS**  
Effective from May 1<sup>st</sup> 2008 until further notice

Product	Distributor Price (inc V.A.T. )		Recommended Retail Price (inc V.A.T.)		Points Per Item
	Euro	£	Euro	£	
Perfumes Ladies 30ml / Mens 50 ml	9.50	7.00	13.90	10.50	29
Perfumes Ladies 50ml / Mens 100 ml	13.90	10.00	19.90	14.99	40
Pheromones Ladies 30ml / Mens 50 ml	10.50	8.00	14.90	11.50	33
Fruit Eau de Toilette 50ml *NEW*	9.50	7.00	13.90	10.50	29
Mens Aftershave 100ml *NEW*	6.50	5.50	9.30	7.99	21
Childrens Perfumes	6.50	5.00	9.30	6.99	20
Hair Fragrance *NEW*	5.10	4.30	6.50	5.99	17.5
Deodorant Roll On	5.70	4.30	7.20	5.99	17.5
Shaving Foam 250ml *NEW*	5.50	4.30	8.90	5.99	17.5
Body Lotion	5.70	4.30	8.30	5.99	17.5
Air Freshener *NEW*	4.50	3.90	5.70	5.30	15
Miniatures *NEW*	4.50	3.90	5.70	5.30	15
Deodorant Spray	4.90	3.50	6.60	4.75	14
Shower Gels	4.90	3.50	7.20	4.75	14
Hand and Nail Cream	4.70	3.40	6.90	4.75	13.5
Lip Gloss *NEW*	4.20	3.00	5.50	4.00	10
Basic Demonstration Pack **	70.00	50.00	N/A	N/A	150
Comprehensive Demonstration Pack **	170.00	129.99	N/A	N/A	250

\*\* see Page 2 for details

SALES AIDS					
	Euro	£		Euro	£
Complete Starter Pack **	56.00	44.99	Clear plastic holder for 30 samples	1.35	0.95
Classic Sample Kit (100 samples + 1 catalogue)	30.00	24.50	Black plastic holder for 10 samples	1.40	1.00
Luxury Sample Kit (30 Luxury range samples)	19.50	12.99	Card holder for one sample (set of 10)	1.10	0.80
MINI kit	10.00	7.50	Small plastic bag	0.16	0.12
Catalogue (single)	0.65	0.50	Medium plastic bag	0.22	0.16
Catalogues (pack of 10)	6.00	4.50	Large plastic bag	0.25	0.19
Registration form (single)	0.20	0.15	DVD (4 training films)	1.40	1.00
Registration forms (set of 25)	3.80	2.75	FM posters (set of 10)	7.00	5.00
Marketing Plan	1.10	0.80	FM Phone hanger	3.50	2.50
Fragrance Sample	0.35	0.25	FM Lapel Pin	3.50	2.50
Fragrance Wallet	1.10	0.80	FM Business card holder	3.50	2.50
Pack of Fragrance Strips (80 Strips)	1.00	0.70	FM Large tote bag	10.50	7.50
Retail Receipt Pad (75 sheets per pad)	1.10	0.80	FM Banner	105.00	75.00
FM ID Card (Photo required)	2.30	1.70	FM Large magnetic car sticker	7.00	5.00
Party Invitations (set of 25)	1.30	0.90	FM Pen	0.50	0.35
Party Invitations (set of 100)	5.00	3.50	FM Car air freshener	1.40	1.00
Order Forms (set of 20)	1.30	0.90	FM Small note pad	1.10	0.80
FM Opportunity leaflets (set of 10)	1.80	1.30			

\*\* see Page 2 for details

**FM COSMETICS UK Ltd**  
7 Norbreck Parade  
London NW10 7HT  
Tel: 0208 998 3898 Fax: 0208 998 9993  
E Mail : office@fmcosmetics.co.uk  
Company Registration No : 06224812

**Office / Distributor Centre – opening hours**  
Mon, Tues, Thurs, Fri - 9.00 a.m. – 6:00 p.m.  
Wed - 12:00 noon – 8:00 p.m.  
Sat - 11:00 a.m. – 3:00 p.m.  
Website : www.fmcosmetics.co.uk  
V.A.T Registration No : GB 872 6268 94

## Complete Starter Pack

Classic Sample Kit (100 samples + 1 catalogue)  
32 Luxury Fragrance Samples  
5 Fruit Eau de Toilette Samples  
2 Plastic sample holders (hold 30 samples each)  
Stationery Pack comprising :-  
5 Catalogues  
6 Registration Forms  
10 Opportunity leaflets  
25 Party Invitations  
2 Retail Receipt Pads  
1 Fragrance Wallet  
Pack of Fragrance Strips  
FM DVD

**PRICE £44.99 (€ 56.00)**

## Basic Demonstration Pack

1 Ladies Classic Parfum 30ml  
1 Mens Classic Eau de Parfum 50ml  
1 Ladies Luxury Parfum 50ml  
1 Mens Luxury Eau de Parfum 100ml  
1 Mens Aftershave (\*NEW\* 100ml)  
1 Girls Eau de Toilette 20ml  
1 Boys Eau de toilette 30ml  
1 Fruit Eau de Toilette

Normal Distributor Price if  
Items bought separately : £56.50

Retail  
Value : £83.45

**PRICE £50.00 (€ 70.00)**

**POINTS : 150**

## Comprehensive Demonstration Pack

1 Ladies Classic Parfum 30ml  
1 Mens Classic Eau de Parfum 50ml  
1 Ladies Luxury Parfum 50ml  
1 Mens Luxury Eau de Parfum 100ml  
1 Ladies Pheromone 30ml  
1 Mens Pheromone 50ml  
1 Fruit Eau de toilette 50ml  
2 Childrens Eau de toilette (1 Girl [20ml], 1 Boy [30ml])  
1 Pack of Miniatures  
1 Hair Fragrance  
1 Ladies Deodorant Roll-On  
1 Mens Deodorant Roll-On  
1 Mens Aftershave (\*NEW\* 100ml)  
2 Body Lotions (1 Ladies, 1 Mens)  
1 Shaving Foam  
1 Air Freshener  
1 Deodorant spray  
4 Shower Gels (1 Ladies, 1 Mens, 2 Childrens)  
1 Hand and Nail Cream  
1 Lip Gloss  
100 party invitations  
1 Retail Receipt Pad  
10 catalogues  
1 Pack Fragrance Strips  
1 FM DVD  
2 Fragrance Wallets  
10 Opportunity leaflets

Normal Distributor Price if  
Items bought separately : £143.40

Retail  
Value : £185.49

**PRICE £129.99 (€ 170.00)**

**POINTS : 250**

## **DELIVERY & CARRIAGE CHARGES**

**Delivery (UK only) :** Mon, Tues, Wed, Thurs - Next working day if ordered and paid before 1:00 p.m.  
Fri, Sat, Sun, Monday – delivery following Tuesday

**Carriage Charges :**

	<u>U.K. Mainland</u>			<u>Ireland</u>	
580 points or more	(20 or more bottles Classic fragrances)	<b>FREE</b>	700 points or more	(25 or more bottles Classic fragrances)	<b>FREE</b>
319 – 579 points	(11 – 19 bottles Classic fragrances)	<b>£3.00</b>	319 – 699 points	(11 – 24 bottles Classic fragrances)	<b>€25</b>
0 – 318 points	(1 – 10 bottles Classic fragrances)	<b>£5.00</b>	0 – 318 points	(1 – 10 bottles Classic fragrances)	<b>€37</b>