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Dear Customers,

Biosun Ear Candles – New Pricing and Programs

We thank you for your strong support towards Biosun over the years.

The increasing volume of ear candles supplied to the Singapore market has enabled us to strengthen our relationship with Biosun and negotiate for a higher discount.

Starting this May, we are glad to inform you that we will launch a series of programs for our loyal customers together with heavily **reduced pricing** for bulk purchase.

All bulk packs will now contain only 5 pairs of ear candles. In addition, each pair will be individually wrapped to preserve the quality of the ear candles.

Please see the following page for our new reduced pricing and customer programs. Delivery is free and no GST will be charged. We apologise that we do not offer credit terms.

Should you have further queries, please do not hesitate to contact us or drop us a line at sales@soothingtouch.com.sg.

Sincerely,

Calvin Ong



Biosun Traditional Ear Candles
(previously known as Original Hopi)



New Price

5-pair Bulk Pack

Small customer price:

25-55 pairs \$11.50 per pair

60 - 95 pairs \$10.50 per pair

Large customer price:

100 - 295 pairs \$9.50 per pair

+ 10 pairs free for every 100 pairs ordered

NETT PRICE \$8.60 per pair

300 pairs and above \$9.00 per pair

+ 10 pairs free for every 100 pairs ordered

NETT PRICE \$8.18 per pair



New Price

Biosun Traditional Single Pair Box
(by special order only)

20-59 pairs \$12.50/pair

60-99 pairs \$11.50/pair

Above 100 pairs \$10/pair

Biosun Aroma Ear Candles
 (previously known as Essential Oil)



Biosun WellActive Aroma
 (previously No. 5 Peppermint-Lemongrass)



Biosun WellBalance Aroma
 (previously No. 6 Lavender-Rosemary)



Biosun WellHarmony Aroma
 (previously No. 8 Ylang Ylang-Geranium)



Biosun WellMotion Aroma
 (previously No. 4 Eucalyptus-Pine Needle)

New Price

5-pair Bulk Pack

Small customer price:

25-55 pairs \$12 per pair

60 - 95 pairs \$11 per pair

Large customer price:

100 - 295 pairs \$10.00 per pair

+ 10 pairs free for every 100 pairs ordered

NETT PRICE \$9.09 per pair

300 pairs and above \$9.50 per pair

+ 10 pairs free for every 100 pairs ordered

NETT PRICE \$8.60 per pair

**Biosun Aroma Single Pair Box
 (by special order only)**

20-59 pairs \$13/pair

60-99 pairs \$12/pair

Above 100 pairs \$10.50/pair

BIOSUN CUSTOMER PROGRAMS

FIRST-TIME ORDER PROMOTION (LARGE CUSTOMERS ONLY):

Large customers will receive the following for free in their first order starting May 2010:

- 1) One pair of Biosun ear candles*
- 2) Attractive Biosun display box*
- 3) Biosun ear candle poster*

REPLENISHMENT PROGRAM (SMALL CUSTOMERS ONLY):

1) Opt to replenish your supplies on a regular basis and be awarded with free ear candles! Just inform us that you wish to sign up for these plans when you place your order.

2) Plan 1: Simply purchase at least 25 pairs per month for 3 consecutive months and get 2 pairs free during your last order

NETT PRICE \$11.20 per pair (Traditional ear candle) or \$11.70 per pair (Aroma ear candle)

3) Plan 2: Simply purchase at least 60 pairs per month for 3 consecutive months and get 3 pairs free during your last order

NETT PRICE \$10.30 per pair (Traditional ear candle) or \$10.80 per pair (Aroma ear candle)

MEMBER-GET-MEMBER PROGRAM (ALL BIOSUN CUSTOMERS): *Introduce a friend to purchase Biosun ear candles. Every successful referral who purchases at least 25 pairs of ear candles will entitle the introducer to **1 pair of Biosun ear candle free** in his/her next order.*