



# Dealer Price List

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- Prices shown are the net wholesale Dealer price, including VAT.
- This is the price the Dealer pays; no further discounts are provided.
- Prices are subject to change, please check the website for the latest prices.
- Stock availability should be checked before ordering.

### Kids Bee Happy Sand Art

Prices in SA Rand, including VAT, excluding postage/delivery

Wholesale Price (Rand)	Volume Points
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#### Sand Art Picture Cards

OVAL CARDS	Single Card	9.97	1
A5 CARDS	Single Card	14.73	1
A4 CARDS	Single Card	22.10	2

#### Art Sand (1 Kg Bags)

SKLP1000	KBH Sand - Bag 1 Kg - Black	58.00	5
SKBP1000	KBH Sand - Bag 1 Kg - Blue	59.00	5
SKNP1000	KBH Sand - Bag 1 Kg - Brown	59.00	5
SKGP1000	KBH Sand - Bag 1 Kg - Green	59.00	5
SKOP1000	KBH Sand - Bag 1 Kg - Orange	59.00	5
SKKP1000	KBH Sand - Bag 1 Kg - Pink	59.00	5
SKPP1000	KBH Sand - Bag 1 Kg - Purple	59.00	5
SKRP1000	KBH Sand - Bag 1 Kg - Red	59.00	5
SKWP1000	KBH Sand - Bag 1 Kg - White	59.00	5
SKYP1000	KBH Sand - Bag 1 Kg - Yellow	59.00	5

#### Art Sand (150 g Tubs)

SKLT150	KBH Sand - Tub 150 g - Black	19.00	2
SKBT150	KBH Sand - Tub 150 g - Blue	19.00	2
SKNT150	KBH Sand - Tub 150 g - Brown	19.00	2
SKGT150	KBH Sand - Tub 150 g - Green	19.00	2
SKOT150	KBH Sand - Tub 150 g - Orange	19.00	2
SKKT150	KBH Sand - Tub 150 g - Pink	19.00	2
SKPT150	KBH Sand - Tub 150 g - Purple	19.00	2
SKRT150	KBH Sand -Tub 150 g - Red	19.00	2
SKWT150	KBH Sand - Tub 150 g - White	19.00	2
SKYT150	KBH Sand -Tub 150 g - Yellow	19.00	2



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### Kids Bee Happy Sand Art Business Tools

Prices in SA Rand, including VAT, excluding postage/delivery

Wholesale  
Price  
  
Volume  
Points  
  
(Rand)

#### Business Tools - Art Sand (7 g Tube – for home kits)

SKLB07	KBH Sand - Tube 7 g – Black	(pack of 5)	16.00	0
SKBB07	KBH Sand - Tube 7 g - Blue	(pack of 5)	16.00	0
SKNB07	KBH Sand - Tube 7 g – Brown	(pack of 5)	16.00	0
SKGB07	KBH Sand - Tube 7 g – Green	(pack of 5)	16.00	0
SKOB07	KBH Sand - Tube 7 g - Orange	(pack of 5)	16.00	0
SKKB07	KBH Sand - Tube 7 g - Pink	(pack of 5)	16.00	0
SKPB07	KBH Sand - Tube 7 g - Purple	(pack of 5)	16.00	0
SKRB07	KBH Sand - Tube 7 g - Red	(pack of 5)	16.00	0
SKWB07	KBH Sand - Tube 7 g – White	(pack of 5)	16.00	0
SKYB07	KBH Sand - Tube 7 g – Yellow	(pack of 5)	16.00	0

#### Business Tools General

TKP	Plastic Picker	(pack of 25)	17.50	0
TKSLA4	Picture Sleeve – A4 size	(pack of 25)	17.50	0
TKSLA5	Picture Sleeve – A5 size	(pack of 25)	17.50	0
TKPH	Picture Hook	(pack of 20)	14.00	0
TSTM	Plastic Tray	(single unit)	3.60	0
TSN	Plastic Spoon	(pack of 25)	4.20	0
TSF	Plastic Funnel	(single unit)	4.75	0
TKST7	7 g Tube – Empty – for sand for home kits	(pack of 10)	18.40	0

#### Business Tools – Sales Aids

TKP433	Kids Bee Happy Business Card – Blank	(pack of 50)	38.00	0
TKP434	Kids Bee Happy Party Invitation	(pack of 25)	16.50	0
TKP435	KBH Promotional Flyer & Instructions A5	(pack of 25)	19.00	0
TKP437	KBH Packaging Set for Home Kits	(pack of 10)	20.80	0



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## SUGGESTED RETAIL SELLING PRICES

Your Kids Bee Happy business caters for selling Sand Art products through a range of channels. Each channel allows for a different profit mark-up. As a Kids Bee Happy Dealer, you are running your own business, and can set your own selling prices. Kids Bee Happy supplies you with products at a wholesale price, you set your own selling prices.

Below are guidelines as to the type of price you may be able to charge for each sales channel. Feel free to move these up or down as you wish.

### PARTY ACTIVITIES

Run a Sand Art Party for birthday or other celebration. Typically lasts about 1 ½ hours.

Suggested Charge : R 125.00 per child. You can specify a minimum number of children if you wish (eg: 10).

Supply each child with 2 pictures, one A4 card, and one A5 card.

Supply the consumables:

Sand in bowls, 1 picker per child, 1 plastic sleeve per picture, 1 picture hook per picture.

The suggested price results in a selling price of about 3 X material costs. (A mark-up of about 200%)

### MARKET ACTIVITIES

Run a Kids Bee Happy Sand Art Stall at a weekend market. Children select a picture, and colour it, using the sand on the stall. They are charged on the size of the picture.

Suggested Prices

Oval Card: R 26.00

A5 Card: R 39.00

A4 Card: R 52.00

Supply the consumables:

Sand Option 1: Sand in bowls. Fill bowls from kilogram bags of sand.

Sand Option 2: Sand in 150 g tubs. Supply trays to collect excess sand.

Each child receives their picture to take home, in a plastic sleeve, with a picture hook. You can also add an A5 promotional flyer with your name and contact details. This often results in future party business.

The suggested price results in a selling price of about 2 X material costs. (A mark-up of about 100%)

### HOME KITS

At parties and markets, you will often be requested to supply a kit that the customer can take home.

You as the Consultant will make-up the kit they want. You use the KBH Packaging Kit, which is a plastic packet and a Header Card. Place the selected picture in the packet, together with tubes of sand (7 g each), and other accessories. Seal the packet with the Header Card. Write your contact details on the card

Suggested Prices:

Kit 1: 1 Oval Card, 3 x 7g sand tubes, 1 Picker R 36.50

Kit 2: 1 A5 Card, 6 x 7g sand tubes, 1 Picker, 1 sleeve, 1 hook R 61.50

Kit 3: 1 A4 Card, 10 x 7g sand tubes, 1 Picker, 1 sleeve, 1 hook R 77.00

You have three options for supplying home kits:

Option 1: Create the whole kit yourself, from your own cards and bulk sand. Purchase empty tubes from us and fill them from your own stock of sand. This results in a selling price of about 1.6 X material costs. (A mark-up of about 60%)

Option 2: Create the kit from cards and pre-filled sand tubes bought from us. This results in a selling price of about 1.3 X material costs. (A mark-up of about 30%)

Option 3: Supply fully made-up kits purchased from Acornkids. Because these come from the Acornkids side, they are supplied at a retail price less a discount of 26%, unlike the KBH component products which are net wholesale prices.

### SEPARATE COMPONENTS

Sometimes a customer may wish to choose and purchase pictures and sand separately. In this instance the following are possible suggested prices.

Oval Card: R 28.00

A5 Card: R 44.00

A4 Card: R 52.00

Sand (in 7g Containers) R 3.15