



**Make Scents Limited**  
*Pleasing your senses...*

## Signature Blend & Custom Product Development Information

Our mission is to formulate your signature blend and personal care products of the highest quality, using the most effective natural ingredients. To create unique products that truly make a difference, we source to procure the purest and most potent botanicals and these ingredients are the heart of our products.

When we develop a Signature Blend and Custom Product for you, we use our time, money, effort and trust, that we will create something new, something exceptional and blends our quality ingredients and reputation for effective products with the originality of your brand.

### Signature Blend & Custom Development Services

Rather than charge for each individual service, we charge a one-time fee for all development services, which includes:

- Lab time and raw materials for first three (3) sample submissions of a Custom Product and/or Signature Blend, including EMS Postal shipping in Thailand. Clients can receive up to 9 samples for each round to be tested within their evaluation team. Additional product samples will be billed at US\$100 per hour for lab time, plus shipping.
- Ingredients sheet with INCI names of materials used, in order of strength by percentage, for your label.
- Written materials for marketing or training and write-ups on specific raw materials used.
- Packaging resources, along with information on the correct container materials and optimal size for your product.
- Labeling resources, including advice on correct label size and orientation for your component, plus fill levels in weight and volume for proper labeling.
- Assistance with additional off-site testing (Microbiology testing (yeast, mold & bacteria), ocular, RIPT/PATCH, stability, challenge, etc.).
- Packaging design service can be offered with definite product concept brief from clients, three (3) design options will be offered with compliment, should more design required, US\$ 100 will be charged per design.



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## **Development Fee Schedule**

- **Product developed exclusively for the client by Make Scents™.** A development fee of US\$1,700 will apply, depending on whether there is an essential oil blend in the Custom Product and whether Make Scents develops the blend or it's provided by the client.
- **Blend developed exclusively for the client by Make Scents™.** A development fee of US\$200 will apply, for one Signature Blend on its own or for a Signature Blend created for adding to one of our Products. Three samples for each blend will be provided and maximum of three rounds of samples will be submitted. Should there are more than that, US\$100 will be charged for each round. The fee is exclusive of the shipping charge or courier charge should the clients are oversea.

Discounts may apply for the development of multiple products or blends. Fees also may be discounted when a client supplies us with a finished formula or blend. The amount will be based on the sophistication of the formula and the lab work necessary to make it production-ready or, in the case of a blend, the sample rounds we project will be necessary to match the scent.

### **Terms**

Development fees are non-refundable and non-transferable. Product development will commence with payment of fees. Upon approval of a sample submission and price quote as evidenced by client signature, Make Scents agrees to produce the product exclusively for the client. Exclusivity will stay in force as long as Make Scents manufactures it at least once in each 12-month period from the date of acceptance.

All formulas remain the confidential property of Make Scents, Incorporated. When a client provides a formula, depending on its sophistication and the lab work necessary to make it production-ready, he or she may be able to own the final formula. If this is of interest, please inquire. The original formula supplied to Make Scents by the client remains the property of the client.

### **Minimum Order**

- 200 kgs - body products such as shower gel, body lotion, shampoo, conditioner, etc.
- 100 kgs - body scrubs & body wrap
- 25 Litres - body massage oil, facial oil or facial skin care.
- 5 Litres - essential oils blend