

### ABOUT PRIVATE LABEL

Hello Boss Babe! It's time to launch your own brand and invest in yourself. We offer a wide range of creative, high quality cosmetics and accessories that can be your custom branded cosmetic line. And best of all - We now offer financing!

#### HOW MUCH DOES PRIVATE LABELING COST?

To determine the cost of each product, you must register for an account with TASH Cosmetics and get a private label code. Our private label section is password protected to insure the privacy of our customers.

Shipping and handling fees are based on weights and shipping location.



## PRIVATE LABEL PROCESS

**Private Label Process Steps** 

## **Step 1: Register For An Account**

Gain access to pricing and start shopping for samples. Samples are sold with no logo in multiple of 12 and can be purchased directly from our website.

#### **Step 2: Order Samples/No label Products:**

We want to make sure you experience our products on your own skin and that you love the formulas and shades. Sample kits can be ordered on our website as well.

# **Step 3: Request a Private Label Estimate**

You've tried the formulas and shades, and now know which products you want to create your own brand with. A MINIMUM OF 50 UNITS PER PRODUCT STYLE IS REQUIRED FOR A PRIVATE LABEL ORDER. YOU CAN MIX AND MATCH AVAILABLE SHADES WITH IN PRODUCT STYLE (I.E. 50 UNITS OF HYDRA-GLOSS, 50 UNITS OF LIQUID TO MATTE LIPSTICK VOLUME II, 50 UNITS OF BROW PENCILS).

Additional Add Ons: Multi Color logo (send email inquiry) Logo creation: \$75.00 per hour created by our in house graphic designer. Mock up's for your website: \$35.00. Print on box fee: \$25.00. Print on product fee \$25.00. Print name on shades (palettes etc-typically come with no name so that you can name them) \$25.00.

For more information please visit us on our chat (website) or email us at info@tashcosmetics.com.

## **Step 4: Submit Artwork For Approval**

Email your artwork to info@tashcosmetics.com - a vector file of your logo formatted in .ai or .eps. Once the logo has been approved for production you are ready to place your order.

## **Step 5: Production of Your Order**

Once you approve the Estimate and payment has been made, a Tech Sheet showing you the logo placement and color on the products you purchased will be sent to you for review and approval. Please ensure colors, sizing, and placement are correct. Once this has been signed off on, no further changes can be made after this point.

Private label orders require 2-3 weeks of production time. If you require a faster turn-around time, please talk to your CSR about expediting for a Rush Fee of \$150 (we will confirm if this service is available at time of your order). When your order ships you will receive an email with a tracking number. Please make sure to order carefully as all Private label orders are non-refundable and non-returnable.

If you have questions please chat with us on line, (quickest way to get a response) email us at info@tashcosmetics.com or call us at 888.984.TASH (8274). Our business hours are Mon-Fri 9am-5pm PST.

## PRIVATE LABEL ORDER EXAMPLES

| Example 1: Private Label of Liquid to Matte Lipsticks with 1 color logo |                                    |     |   |          |
|---|------------------------------------|-----|---|----------|
| SKU#  | Description                        | Qty | Price                                   | Total    |
| 40701   | Liquid Matte Lipstick, Ruby        | 2   | \$8.98                                  | \$17.96  |
| 40702   | Liquid Matte Lipstick, Bombshell   | 6   | \$7.58                                  | \$45.48  |
| 40705   | Liquid Matte Lipstick, Doll        | 6   | \$7.58                                  | \$45.48  |
| 40709   | Liquid Matte Lipstick, Berry Berry | 8   | \$7.58                                  | \$60.64  |
| 40710   | Liquid Matte Lipstick, Sweetie     | 12  | \$7.23                                  | \$86.76  |
| 40713   | Liquid Matte Lipstick, Sexy        | 14  | \$7.23                                  | \$101.22 |
|   | Total Units Ordered                | 48  |   |          |
|   |                                    |     | Total                                   | \$357.54 |
|   |                                    |     | per unit cost                           | \$7.44   |
|   |                                    |     |   |          |
|   | Shipping Fee                       |     | Calculate based on weights and location |          |

## **ARTWORK & LOGO REQUIREMENTS**

Artwork must be submitted as an Adobe Illustrator file. Accepted files are .ai and .eps. Vector files only with fonts converted to outlines. JPGs, PNGs, and GIFs are not suitable. Work in CMYK mode, using spot colors or 100% black. We only print the following colors: Metallic Silver (Pantone #877C), Metallic Gold (Pantone #873C), Hot Pink (Pantone #Rhodamine Red C), Soft Pink (Pantone #204U), Black, White.

We can re-draw logos for an additional \$75 per hour fee, with a turnaround time of about 2-4 business days. Fees may change depending on logo complexity. We can also submit mock up's for your website if needed for just \$35.00.

If you do not have a logo yet, but know what font or image you want to use, send us the font file, image, drawing, or screen shot and we will turn your image into a vector file for a fee of \$75 per hour. Fees may change depending on logo complexity.

<sup>\*</sup>Please note Shipping Fee's are calculate based on weights and location.

Printing the ingredients list on the back panel of any boxes will add a die-plate fee to your order. You will be charged a graphic design fee if we place the ingredients list on the box.

# WHAT IS THE MINIMUM PRIVATE LABEL ORDER?

For cosmetic items, the minimum is 50 units of the same style packaging.

For makeup brushes, the minimum is 50 units per style.

## WHAT IS THE PAYMENT POLICY?

We require full payment to start your Private Label order. For orders \$5,000 and above, 50% deposit may be arranged with your Account Manager (remainder due before shipping). For RUSH orders, we require payment in full.

# **HOW LONG DOES PRIVATE LABELING TAKE?**

Please allow about 2-3 weeks for production. Delivery times for larger volume orders may vary. Please email info@tashcosmetics.com for more info.

#### **HOW DO I GET STARTED?**

- 1) Create a TASH Cosmetics Beauty Account.
- 2) Pick your products.
- 3) When ready to place a private label order you can do so directly from our website. All products purchased from our website come with no logo on them. If you wish to have your logo added please email us at info@tashcosmetics.com for a quote. Please remember the prices you see on our actual website may vary from those for private label. These prices are for no logo products.

## **COSMETICS LABELING AGREEMENT**

It is our company policy that a 'Cosmetics Labeling Agreement' is signed by buyer, to ensure compliance with US Code of Federal Regulations (CFR) regarding labeling procedures. By entering into this agreement you confirm that products purchased from TASH Cosmetics, LLC. will not be adulterated or misbranded, and upon final processing, labeling, or repacking such goods will be properly labeled.

Detailed information regarding proper labeling can be found here: Code of Federal Regulations 21 (CFR 21 Part 701)

# **GENERAL PRIVATE LABEL QUESTIONS**

Q: How do I get started with TASH Cosmetics?

A: TASH Cosmetics is a cosmetic manufacturer, that allows you to create your own brand by adding your logo to our carefully curated products. To get started, create an account by registering. Once you have an account and are logged in you can see pricing and can get started by ordering. We suggest smaller, new companies order directly from our website. Our products will be shipped to you with no logo allowing you to add your own. This is the cheapest way for you to get your foot in the door and get started with out having to commit to larger MQO and/or hot stamping fee's. This will also allow you to test out the market and see what works for you without having invested a ton of money in hot stamping. There are smaller mqo requirements for no label cosmetics and skin care which is how we have products listed on our site now. These items directly from our website. If you choose to jump right in and hot stamp, GREAT! We are here to help you all the way. Just send us an email with what products you want hot stamped and we will put together your invoice and send it to you with further instructions.

Q: How do I get started with Private Label?

A: Once you have tried our products and have identified the products, shades and quantities for your collection, contact us to speak with a Account Manager (AM). The AM will walk you through the entire process of creating your own collection, and create an estimate for your order.

Q: Can I view pricing and breakdown by quantities?

A: Once you have created a TASH Beauty account you will have access to non-printed pricing. Each price will be displayed on that item's page. For private label pricing (hot stamped), please contact us.

Q: How much does Private Label Cost?

A: Costs vary on the type of products and the quantities you're ordering. For an example of pricing,

please refer to the table on this page and then contact us for a quote. Q: Can I schedule an appointment to come visit your offices? A: All of our products are available on our website for you to purchase (both through our Sampler Kits page or as individual units). Ordering samples is a great first step to find the products that best suit your needs. Q: Can you provide labels for my logo instead of printing? A: We do not offer labels for your logo. We use pad printing as the technique for decorating your logo on cosmetic packaging (this method has a nicer appeal). With that said, when we first started out, thats exactly what we did! Paper labels. It's much more cost effective especially in the begining. We started out with onlinelabels. They are a premium quality, no min label provider. We still use them on occassion to this day! They will even print your labels for you, for an additional cost. You can order and design your labels right on their website. www.Onlinelabels.com Q: Will the products and / or shades I select always be available to me? A: Our goal is to continuously offer you the best formulas, shades, and products for your brand. In order to do this, you might see formulas improved, shades updated, or product lines phased out. Any updates affecting your line will be communicated on our website. Q: What is the minimum for private label orders? A: For cosmetic items, the minimum is 50 units per product. You can mix shades as desired. For makeup brushes, the minimum is 50 units per style. Q: Can I return private labeled products?

A: No. Private labeled items cannot be returned, exchanged, or refunded. Please order carefully



Please note: You can always buy our no label products and add your own label/logo to them. The ingredients and descriptions are available to you on our website. If you need help creating a logo we can help you do that for an addition cost. If you need a mock up with your logo for your website pictures can be created specifically for you starting at 35.00. Please send us an email or chat with us on line for more information. info@tashcosmetics.com

# Finance it!

TASH Cosmetics now offers financing for all of your cosmetic and skin care needs. We have teamed up with After Pay USA and now offer financing to make your dream/vision of being a boss babe an easier reality! Now you can finance all your skincare and cosmetic needs. Easy financing aplication with low monthly payments. This makes starting your private label business as easy as 1-2-3! Just click on the after pay link and sign up. (link displayed on all product pages)



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