

THE SHAMPOO REFILL SYSTEM



257%
Profit Margin!

$$\begin{array}{rcl}
 \$32 & - & \$16 \\
 \text{Retail Shampoo} & & \text{Salon Cost} \\
 \text{(Initial Purchase)} & & \\
 \hline
 & = & \$16 \\
 & & \text{Salon Profit}
 \end{array}$$

$$\begin{array}{rcl}
 \$25 & - & \$7 \\
 \text{Refill Shampoo} & & \text{Salon Cost} \\
 & & \\
 \hline
 & = & \$18 \\
 & & \text{Salon Profit}
 \end{array}$$

YOUR COST PER REFILL

$$\begin{array}{rcl}
 \$35 & / & \$5 \\
 \text{Backbar Shampoo} & & \text{Refills} \\
 & & \\
 \hline
 & = & \$7 \\
 & & \text{Salon Cost per Refill}
 \end{array}$$