



MASTER 2017 ORDER FORM

WATKINS RESERVES THE RIGHT TO CORRECT PRINTING ERRORS.
WATKINS RESERVES THE RIGHT TO SUBSTITUTE PRODUCT OF EQUAL OR GREATER VALUE WHEN NECESSARY.

CONSUMER PRODUCTS

Figure in parentheses indicates quantity in case lot.
Items shown with a (⊕) symbol are subject to GST/HST.

GOURMET

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
VANILLA EXTRACTS						
31007		Clear Vanilla Imitation, 325 mL (24)	\$ 12.99		\$ 4.55	11.0
01076		Clear Vanilla Imitation, 3.78 L (4)	93.99		28.20	70.0
31008		Original Gourmet Baking Vanilla, 325 mL (24)	19.99		7.00	15.0
01077		Original Gourmet Baking Vanilla, 3.78 L (4)	279.99		84.00	120.0

PURE VANILLA

60387		Pure Vanilla, 59 mL (12)	11.99		3.60	6.3
60400		Pure Vanilla, 29 mL (12)	7.99		2.40	4.5
01078		Pure Vanilla, 3.78 L (4)	379.99		114.00	160.0

BAKER'S-SIZED EXTRACTS, 325 mL (Qty. in case 12)

01009		Almond	13.99		4.20	12.0
01010		Butter	13.99		4.20	12.0
01011		Pure Lemon	14.99		4.50	13.0
01012		Pure Vanilla	39.99		12.00	20.0

PURE EXTRACTS, 59 mL

60391		Almond (12)	4.99		0.75	4.5
60430		Anise (24)	4.19		1.26	3.5
60368		Cinnamon (24)	5.49		0.82	4.5
60369		Cocoa (24)	5.49		0.82	4.5
60379		Coffee (24)	4.19		1.26	3.5
60395		Lemon (12)	4.19		1.26	3.5
60371		Lime (24)	5.49		0.82	4.5
60437		Mint (24)	4.19		0.84	3.5
60392		Orange (24)	4.19		1.26	3.5
60394		Peppermint (24)	4.19		1.26	3.5
60372		Rosemary (24)	5.49		0.82	4.5

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
GOURMET EXTRACTS & FLAVORINGS, 59 mL						
60380		Almond (12)	\$ 4.19		\$ 1.26	3.5
60431		Banana (24)	4.19		1.26	3.5
60366		Bubble Gum (24) - NEW	5.49		0.82	4.5
60432		Butter (24)	4.19		1.26	3.5
60445		Caramel (24)	4.19		0.84	3.5
60433		Cherry (24)	4.19		1.26	3.5
30389		Clear Vanilla Imitation (12)	4.19		1.26	3.5
60435		Coconut (24)	4.19		1.26	3.5
60378		Hazelnut (24)	4.19		0.63	3.5
60436		Maple (24)	4.19		1.26	3.5
30390		Original Gourmet Baking Vanilla (12)	5.99		2.10	4.2
60367		Pistachio (24) - NEW	5.49		0.82	4.5
60452		Pumpkin Spice (24)	4.19		0.63	3.5
60438		Raspberry (24)	4.19		1.26	3.5
60439		Root Beer (24)	4.19		1.26	3.5
60440		Rum (24)	4.19		1.26	3.5
60441		Strawberry (24)	4.19		1.26	3.5

GOURMET HERB & SPICE TINS (Qty. in case 6) - NEW

60601		Basil	8.99		2.70	7.0
60604		Cumin (ground)	8.99		1.80	7.0
60605		Curry Powder	8.99		1.35	7.0
60608		Ginger (ground)	8.99		2.70	7.0
60610		Onion Powder	8.99		1.35	7.0
60611		Oregano Leaves	8.99		1.35	7.0
60612		Paprika	8.99		1.80	7.0
60613		Parsley Flakes	8.99		1.80	7.0
60633		Red Pepper (crushed)	8.99		0.90	7.0
60616		Thyme Leaves	8.99		2.70	7.0

BLACK PEPPER & CINNAMON (TINS)

60396		Pure Ground Black Pepper, 56 g (12)	5.99		1.80	4.0
00581		Pure Ground Black Pepper, 113 g (12)	7.99		2.40	6.3
01141		Pure Ground Black Pepper, 340 g (24)	22.49		6.75	16.5
01140		Pure Ground Black Pepper, 170 g (12)	12.99		3.90	10.0
01115		Purest Ground Cinnamon, 170 g (6)	10.49		3.15	8.5

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
GOURMET GRINDERS (Qty. in case 12)						
30539		Garlic Sea Salt	\$ 6.99		\$ 2.10	6.0
30537		Lemon Pepper	6.99		2.10	6.0
GOURMET SNACK AND DIP SEASONINGS (Qty. in case 12)						
32055		Cucumber & Dill	11.99		3.60	10.0
36700		Guacamole	11.99		3.60	10.0
36701		Salsa	11.99		3.60	10.0
GRAPSEED OIL FOR DIPPING & COOKING						
31535		Original (12)	15.99		4.80	13.0
MISCELLANEOUS						
31040		Cooking Spray (12)	10.99		2.20	9.0
SOUP AND GRAVY BASES (Qty. in case 12)						
31175		Beef	11.49		3.45	10.0
31176		Chicken	11.49		3.45	10.0

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
BODY CARE						
MEN'S BODY CARE - NEW						
23084		Men's Body & Face Bar Soap, Bergamot & Oak (12)	\$ 5.99 Ⓢ		\$ 0.90	5.0
20614		Men's Body Wash, Bergamot & Oak (6)	9.99 Ⓢ		3.00	8.0
40090		Men's Cleansing Wipes, Bergamot & Oak (12) (Available October 2017)	6.99 Ⓢ		0.70	6.0
HAND & BODY CASTILE LIQUID SOAPS (Qty. in case 6)						
23072		Clary Sage	8.99 Ⓢ		1.35	8.0
23073		Lavender	8.99 Ⓢ		1.35	8.0
23074		Peppermint	8.99 Ⓢ		1.35	8.0
HAND & BODY CASTILE BAR SOAPS (Qty. in case 12)						
23080		Clary Sage	5.99 Ⓢ		0.90	5.0
23081		Lavender	5.99 Ⓢ		0.90	5.0
23082		Peppermint	5.99 Ⓢ		0.90	5.0
FACE & BODY CLEANSING TOWELETTES (Qty. in case 12) - NEW (Available October 2017)						
40080		Aloe & Green Tea - Hydrating	6.99 Ⓢ		0.70	6.0
40081		Grapefruit - Refreshing	6.99 Ⓢ		0.70	6.0
DAILY MOISTURIZING BODY WASHES (Qty. in case 6)						
20611		Aloe & Green Tea	9.99 Ⓢ		3.00	8.0
20609		Coconut Milk & Honey	9.99 Ⓢ		3.00	8.0
20607		Coriander & Cedar	9.99 Ⓢ		3.00	8.0
20610		Grapefruit	9.99 Ⓢ		3.00	8.0
20612		Lavender - NEW	9.99 Ⓢ		3.00	8.0
20608		Lemon Cream	9.99 Ⓢ		3.00	8.0
ANTI-AGING BODY CARE						
20300		Anti-Aging Body Cream (12)	13.99 Ⓢ		4.20	13.0
20301		Anti-Aging Body Serum (6) Limited Quantities	9.99 Ⓢ		3.00	9.0
20303		Anti-Aging Cream Body Wash (12) Limited Quantities	10.99 Ⓢ		2.20	10.0
20302		Anti-Aging Hand Cream (12)	10.99 Ⓢ		3.30	10.0
SKIN CALMING BODY CARE						
20591		Body Cream (12)	12.99 Ⓢ		3.90	11.0
20581		Lotion (6)	12.99 Ⓢ		3.90	11.0

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
HAND & BODY LOTIONS (Qty. in case 12)						
20470		Aloe & Green Tea	\$ 10.99 ☼		\$ 3.30	9.0
20510		Coconut Milk & Honey	10.99 ☼		3.30	9.0
20442		Grapefruit	10.99 ☼		3.30	9.0
20486		Lavender	10.99 ☼		3.30	9.0
20487		Lemon Cream	10.99 ☼		3.30	9.0
20554		Pomegranate & Acai	10.99 ☼		3.30	9.0
DUET BOTTLE - NEW						
20590		Duet Bottle (1)	3.99		0.60	3.0
DAILY MOISTURIZING LOTIONS (Qty. in case 6)						
20584		Aloe & Green Tea - NEW	12.99 ☼		3.90	11.0
20583		Coconut Milk & Honey	12.99 ☼		3.90	11.0
20580		Coriander & Cedar	12.99 ☼		3.90	11.0
20585		Lavender - NEW	12.99 ☼		3.90	11.0
20582		Lemon Cream	12.99 ☼		3.90	11.0
HAND CREAMS (Qty. in case 12)						
40507		Aloe & Green Tea	10.99 ☼		3.30	10.0
40511		Coconut Milk & Honey	10.99 ☼		3.30	10.0
40518		Grapefruit	10.99 ☼		3.30	10.0
40508		Lavender	10.99 ☼		3.30	10.0
40509		Lemon Cream	10.99 ☼		3.30	10.0
40557		Pomegranate & Acai	10.99 ☼		3.30	10.0
BATH & BODY OILS (Qty. in case 6) - Limited Quantities						
20512		Lavender	9.99 ☼		3.00	9.0
20555		Pomegranate & Acai	9.99 ☼		3.00	9.0
BODY BUTTERS (Qty. in case 12)						
20563		Coconut Milk & Honey	12.99 ☼		3.90	12.0
20562		Grapefruit & Ginger	12.99 ☼		3.90	12.0
20564		Lavender & Roman Chamomile	12.99 ☼		3.90	12.0

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
BODY SCRUBS (Qty. in case 6)						
20511		Coconut Milk & Honey	\$ 14.99 ☼		\$ 2.25	13.0
20443		Grapefruit	14.99 ☼		2.25	13.0
20451		Lavender	14.99 ☼		2.25	13.0
20454		Lemon Cream	14.99 ☼		2.25	13.0
20556		Pomegranate & Acai <i>Limited Quantities</i>	14.99 ☼		2.25	13.0
BODY OIL MISTS (Qty. in case 6)						
20456		Aloe & Green Tea - NEW	9.99 ☼		2.00	9.0
20447		Coconut Milk & Honey	9.99 ☼		2.00	9.0
20444		Grapefruit	9.99 ☼		2.00	9.0
20452		Lavender	9.99 ☼		2.00	9.0
20455		Lemon Cream - NEW	9.99 ☼		2.00	9.0
HAND & CUTICLE SALVES (Qty. in case 12) - Limited Quantities						
10490		Aloe & Green Tea	10.99 ☼		3.30	9.0
20481		Lavender	10.99 ☼		3.30	9.0
20521		Lemon	10.99 ☼		3.30	9.0
SPECIALTY BATH (Qty. in case 12)						
20485		Calming Lavender Bath Soak	12.99 ☼		3.90	11.0
PEPPERMINT FOOT CARE						
20480		Foot Repair Salve	10.99 ☼		3.30	9.0
20478		Rejuvenating Foot Lotion	10.99 ☼		3.30	9.0
ULTRA-MOISTURIZING LIP BALMS						
13544		Coconut (96) - NEW	3.99 ☼		0.80	3.0
13542		Menthol (96)	3.99 ☼		0.80	3.0
13540		Peppermint (96)	3.99 ☼		0.80	3.0
13541		Raspberry (96)	3.99 ☼		0.80	3.0
12 COUNT TRAY - LIP BALMS						
03542		Menthol (1)	47.88 ☼		7.18	36.0
03540		Peppermint (1)	47.88 ☼		7.18	36.0
03541		Raspberry (1)	47.88 ☼		7.18	36.0
GIFTS AND TRAVEL KITS (Qty. in case 6)						
20533		Head to Toe	19.99 ☼		4.00	15.0
20545		Lavender Essentials **	18.99 ☼		1.90	14.0
20537		Lotion Devotion **	13.99 ☼		2.80	11.0
20531		On the Go! **	11.99 ☼		2.40	10.0
20576		Ultimate Travel Kit, Coconut Milk & Honey **	12.99 ☼		2.60	11.0
20575		Ultimate Travel Kit, Lemon Cream	12.99 ☼		2.60	11.0
**Limited Quantities						

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
TRADITIONAL BODY CARE						
10484		Ultra-Rich Hand Cream (12)	\$ 9.99 ☼		\$ 3.00	8.0
REMEDIES						
32309		Deep Muscle Cooling Gel (12)	9.99 ☼		3.00	9.0
32311		Deep Muscle Warming Balm (12)	9.99 ☼		3.00	9.0
12305		Menthol Camphor Bath Soak (12)	11.99 ☼		3.60	10.0
32340		Menthol Camphor Relief Mist (12)	10.99 ☼		3.30	10.0
02351		Menthol Lavender Drops (24)	17.99 ☼		5.40	15.0
32350		Pain Relieving Liniment Spray (6)	10.99 ☼		3.30	10.0
32317		Pain Relieving Liniment, 325 mL (24)	14.99 ☼		4.50	13.0
TRADITIONAL REMEDIES						
36614		Medicated Ointment, 117 g (6)	10.99 ☼		3.30	10.0
36618		Petro-Carbo First Aid Salve, 124 g (6)	15.99 ☼		4.80	15.0
32316		White Cream Liniment, 325 mL (24)	16.99 ☼		5.10	15.0

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
PLANT-BASED HOME CARE						
HOME CARE CLEANING PRODUCTS						
26788		Orange Citrus Tub & Tile Cleaner (6)	\$ 5.49 ☼		\$ 1.10	5.0
ALL PURPOSE CLEANERS (Qty. in case 6)						
26781		Aloe & Green Tea	5.99 ☼		0.30	5.0
26791		Coconut	5.99 ☼		0.30	5.0
26787		Grapefruit	5.99 ☼		0.30	5.0
26783		Lavender	5.99 ☼		0.30	5.0
26782		Lemon	5.99 ☼		0.30	5.0
26792		Ocean Breeze - NEW	5.99 ☼		0.30	5.0
ALL PURPOSE WIPES (Qty. in case 6)						
26701		Aloe & Green Tea	8.79 ☼		0.44	7.0
26702		Lemon	8.79 ☼		0.44	7.0
LAUNDRY DETERGENTS						
06738		Watkins Laundry Detergent (8)	17.99 ☼		3.60	13.0
LIQUID DISH SOAPS (Qty. in case 6)						
36771		Aloe & Green Tea	5.99 ☼		0.60	5.0
36778		Grapefruit	5.99 ☼		0.60	5.0
36773		Lavender	5.99 ☼		0.60	5.0
36772		Lemon	5.99 ☼		0.60	5.0
36774		Orange Citrus	5.99 ☼		0.60	5.0

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
LIQUID HAND SOAPS, 325 mL (Qty. in case 6)						
23050		Aloe & Green Tea	\$ 5.79 ☼		\$ 1.16	5.0
23058		Coconut	5.79 ☼		1.16	5.0
23055		Grapefruit	5.79 ☼		1.16	5.0
23052		Lavender	5.79 ☼		1.16	5.0
23051		Lemon	5.79 ☼		1.16	5.0
23054		Melon	5.79 ☼		1.16	5.0
23042		Ocean Breeze - NEW	5.79 ☼		1.16	5.0
23040		Vanilla Mint - NEW	5.79 ☼		1.16	5.0
LIQUID HAND SOAP REFILLS, 710 mL (Qty. in case 6) - Limited Quantities						
23010		Aloe & Green Tea	6.99 ☼		1.05	6.0
23012		Lavender	6.99 ☼		1.05	6.0
23011		Lemon	6.99 ☼		1.05	6.0
LIQUID HAND SOAP REFILL POUCHES, 1L (Qty. in case 6) NEW (Available October 2017)						
63010		Aloe & Green Tea	6.99 ☼		1.05	6.0
63012		Lavender	6.99 ☼		1.05	6.0
63011		Lemon	6.99 ☼		1.05	6.0
FOAMING HAND SOAPS (Qty. in case 6)						
20623		Aloe & Green Tea	5.99 ☼		0.90	5.0
20628		Coconut - NEW	5.99 ☼		0.90	5.0
20622		Grapefruit	5.99 ☼		0.90	5.0
20627		Lavender	5.99 ☼		0.90	5.0
20626		Lemon	5.99 ☼		0.90	5.0
20632		Ocean Breeze - NEW	5.99 ☼		0.90	5.0
20629		Vanilla Mint - NEW	5.99 ☼		0.90	5.0
FOAMING HAND SOAP REFILL POUCHES, 828 mL (Qty. in case 6) NEW (Available October 2017)						
60623		Aloe & Green Tea	6.99 ☼		1.05	6.0
60626		Lemon	6.99 ☼		1.05	6.0
ROOM FRESHENERS (Qty. in case 6)						
36721		Aloe & Green Tea	5.49 ☼		0.55	3.5
36725		Lavender	5.49 ☼		0.55	3.5
36722		Lemon	5.49 ☼		0.55	3.5
SCENTED SOY CANDLES (Qty. in case 6) - NEW						
10562		Aloe & Green Tea	7.99 ☼		0.80	7.0
10565		Lavender	7.99 ☼		0.80	7.0
10569		Lemon Cream	7.99 ☼		0.80	7.0

Art. No.	Qty.	Consumer Products	Sugg. Retail	Retail Total	Bonus	Pts.
TRADITIONAL HOME CARE						
06785		Degreaser (6)	\$ 13.99 ☼		\$ 4.20	12.0
36795		Toilet Bowl Cleanser (6)	14.99 ☼		4.50	12.0
INSECT REPELLENTS						
FAMILY DEFENSE						
33097		Family Defense Repellent 7.5% DEET Pump Spray (12)	10.99 ☼		3.30	11.0
33098		Family Defense Repellent 10% DEET Aerosol (12)	12.99 ☼		3.25	13.0
33079		Insect Repellent Lotion, 80 mL (12)	8.99 ☼		2.70	9.0
33077		Insect Repellent Lotion, 240 mL (12)	14.99 ☼		4.50	15.0
33081		Insect Repellent Lotion, Travel size, 45 mL (12)	5.99 ☼		1.80	6.0
33075		Insect Repellent Aerosol Spray (12)	14.99 ☼		4.50	15.0
33086		Insect Repellent Pump Spray, 5% DEET (12)	9.99 ☼		3.00	10.0
33085		Insect Repellent Pump Spray, 30% DEET (12)	10.99 ☼		2.75	11.0
ECO-FRIENDLY REUSABLE BAG						
09697		Eco-friendly Canvas Bag, black (1)	6.99 ☼		1.05	5.0
WATKINS GIFT CERTIFICATE						
07820		Watkins Gift Certificate (per \$1.00 of value) (available in \$5.00 increments from \$10-\$100)	1.00		0.00	1.0

ORDER SUMMARY

CONSUMER PRODUCTS

NON-TAXABLE

TAXABLE

ARTICLE NUMBER	QTY	PRODUCT DESCRIPTION	PRICE

ARTICLE NUMBER	QTY	PRODUCT DESCRIPTION	PRICE

BUSINESS SUPPORT MATERIALS

NON-TAXABLE

TAXABLE

ARTICLE NUMBER	QTY	PRODUCT DESCRIPTION	PRICE

ARTICLE NUMBER	QTY	PRODUCT DESCRIPTION	PRICE

NOTE TO ALL CONSULTANTS:
 Consumer Products and Business Support Materials shown with a (Ⓢ) are subject to GST/HST.
 The purpose of all Business Support Materials with a (+) is to support business development and they are not subject to discount or bonus value; however, they are included to determine the discount level and they carry points to help meet qualification levels.
 Products shown with a pound sign (#) are Non-Commissionable indicating no discount, no bonus value and no points.



For your convenience, transfer your order to this Order Summary, cut along dotted line and mail in. Keep remaining Order Form for your records.
 If you have any questions about how to fill out this order form, and/or you want us to calculate your order,
 please call 1-800-WATKINS (928-5467) for toll-free assistance.



THE J.R. WATKINS CO. • PO BOX 5570 • WINONA, MN 55987-0570

MASTER 2017 ORDER FORM



WATKINS ORDER FORMS CAN BE DOWNLOADED BY VISITING WATKINS WEB SITE
AT JRWATKINS.COM, CONSULTANT DASHBOARD, BUSINESS BULLETIN, CONSULTANT LIBRARY SECTION.

HOURS OF OPERATION — CUSTOMER SATISFACTION ASSURANCE

Monday through Thursday, 8:00 a.m. to 5:00 p.m., CT—Friday, 8:00 a.m. to 4:00 p.m., CT

After hours, please visit our Web site at JRWatkins.com.

FOR TOLL-FREE ASSISTANCE, PLEASE CALL 1-800-WATKINS (928-5467) • FAX NUMBER: 507-457-5958

PLEASE PRINT

SOLD TO: **Active ID#** _____

Name _____

Address _____

City _____

Province _____ Postal Code _____

Day Phone No. _____ Night Phone No. _____

SHIP TO:

Name _____

Address _____

City _____

Province _____ Postal Code _____

Day Phone No. _____ Night Phone No. _____

NOTE: A street address must be given as some delivery services will not deliver to P.O. Box numbers.

SUMMARIZE YOUR ORDER HERE

If you have any questions about how to fill out this order form, and/or you want us to calculate your order, please call 1-800-WATKINS (928-5467) for toll-free assistance.

CONSUMER PRODUCTS TOTAL <small>(Includes Business Support Materials to determine discount)</small>	\$
DISCOUNT %	%
YOUR RETAIL DISCOUNT <small>Discount % multiplied by Consumer Products Total Only; Does not include Business Support Materials</small>	\$
CONSUMER PRODUCTS TOTAL AFTER DISCOUNT	\$
BUSINESS SUPPORT MATERIALS TOTAL	\$
TOTAL ORDER AMOUNT <small>Add Consumer Products Total After Discount and Business Support Materials Total</small>	\$
PST	\$
GST/HST	\$
PST ON SHIPPING & HANDLING	\$
GST/HST ON SHIPPING & HANDLING	\$
SHIPPING & HANDLING <small>See chart at right</small>	\$
TOTAL AMOUNT DUE	\$

WHEN ORDERING DIRECT FROM THE J.R. WATKINS CO.
Please check how you wish to pay:

CHEQUE OR MONEY ORDER CREDIT CARD

Cheque# _____ \$ _____
PAYABLE TO J.R. WATKINS

CHARGE TO MY CREDIT CARD:

VISA MASTER CARD AMERICAN EXPRESS

CARD # _____ \$ _____
CVV CODE _____ EXPIRATION DATE _____
SORRY NO C.O.D. ORDERS

Signature _____
(Collection of applicable Provincial and/or GST/HST tax
is the Consultant's responsibility.)

QUICK PAY: Pin # _____

Shipping & Handling Rates For Independent Watkins Consultants
Charges apply to CONSUMER PRODUCTS TOTAL AND
BUSINESS SUPPORT MATERIALS TOTAL

For orders up to	\$100.00
The rate is	\$11.95
For orders of	\$100.00+
The rate is	FREE

For shipping restrictions to remote locations,
please contact 1-800-928-5467.

Sales Order # _____

Name

ID#

Date