



The original
Marion Lane
Candles shop
at 728 S. Kansas



GRAND REOPENING RIBBON CUTTING CEREMONY



Things are lighting up at their new location!



**MARION LANE
CANDLES™**
357-4500

713 & 715 South Kansas Avenue
Tuesday, May 1, 2007, 11:00 a.m.

Always a
friendly face!

Along with an
expert staff,
Annie the
"candle dog"
is ready to help
you find that
perfect gift.



Downtown Topeka, Inc. is pleased to announce the "reopening" of *Marion Lane Candles* at their newly renovated and larger location in downtown Topeka. We are extremely proud of the growth of this company, proving that retail success can and is achieved in downtown. In 2004, *Marion Lane Candles* utilized the Downtown Redevelopment Grant Program advocated by and administered through Downtown Topeka, Inc. To celebrate this success story we hope you will join us, along with Mayor Bill Bunten, as we ceremoniously cut the ribbon announcing that an expanded downtown *Marion Lane Candles* location is open and ready to greet all of Topeka!

Marion Lane Candles Story . . . Part I and Part II

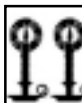
Pillar Candles



Lampe Berger
and fragrance



The *Marion Lane Candles* story began like many small companies do as a home-based business. What began as a hobby for Connie Cook quickly turned into an obsession to create the ultimate candle with superior scent throw, larger melt pool, less sooting, and extended burn times. After 18 months and almost 500 pounds of wax and fragrance oil, Cook perfected the *Marion Lane Candles* wax formula. She then set about peddling her product at craft shows, consignment shops and seasonal mall kiosk. After establishing a loyal following sales began to increase dramatically. This led to customers requesting and a convenient year-round outlet to purchase *Marion Lane Candles*. Connie, assisted by her husband H.R. Cook, opened their original downtown retail store on March 17, 2004.



Marion Lane Candles product awareness and consumer loyalty continued to grow. Three years later it became obvious that to grow the company the Cooks would need to move out of their quaint little shop to a larger facility. In addition to the shop, *Marion Lane Candles* were already being marketed online along with an inventory of scent and candle related items. However, the Cooks thought the next direction for growth would be in offering candle making classes and in selling candle making materials appealing to the home craft market. The move to their new location just across the street provides *Marion Lane Candles* with yet another quaint facade but over 2,000 square foot of additional retail space, a large manufacturing area, private consultation space and candle making workshop area. And, even though the Cooks aspire to have a national market place presence they vow to always be a small-town, locally owned company providing excellence in quality and home-grown appeal. We look forward to Part III in the story!

