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## Ames entrepreneur creates bullet candles

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Ames persona "Cactus Jack" Barringer is at it again.

The cowboy/entrepreneur/marketer soon will begin promoting his latest brainstorm, a product called "The United Scents of America." And he's hoping his latest invention, a multi-scented pack of candles, will change the way people buy candles.

Barringer already is selling millions of dollars worth of his products to shoppers across the country, thanks to the QVC cable shopping network and some infomercials.

He's had much success with his "One Shot" cleaning tablets that are shaped like bullets and, when added to water, make a quart of all-purpose cleaner. He also is marketing a fishing-lure system, and he's developed other "One Shot" tablets that

can be used for everything from washing cars to feeding plants.

Barringer's latest product is modeled after his One Shot cleaner. He plans to begin selling a 50-pack of the bullet-shaped candles within the next month or so, just in time for the Christmas holidays.

Barringer said he's contracted with Candleworks, an Iowa City company, to make the candles, which will be shipped in bulk to his east Ames facility to be assembled into packaging and shipped to customers.

The candles are being made with natural soybean wax, which Barringer hopes will be a draw for consumers wanting to avoid the soot and potential health hazards posed by candles made with paraffin.

Additionally, each box of candles will contain 10 different "Americana" scents, including "apple pie," "vanilla ice cream," "hot-buttered popcorn" and Florida citrus, Barringer said.

The product will sell for \$29.95 a box and will include small candle holders.

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CONTRIBUTED PHOTO

**Cactus Jack Barringer** shows off his newest outfit — the one he wears when he becomes Cactus Jack, Grime Fighter. Barringer's wild personality combined with keen marketing sense have helped him sell millions of dollars worth of his One Shot cleaning products. He's hoping for comparable success with a new line of candles.