



## Martha's Bath and Body Wholesale Catalog 2023



For the most up-to-date version of our catalog, visit

**[marthasbbwholesale.com](http://marthasbbwholesale.com)**

# Order Guidelines

## Minimum Orders

Initial Order \$250 minimum

Additional Orders \$150 minimum per order

## Payment

10% deposit when order is placed. Balance due at ship date. (NAFDMA members and returning customers typically do not need to pay a deposit. Payment is collected when the order is shipped.)

## Sales Tax Exemption

Please provide us with a current sales tax-exempt certificate for your business so we can waive the state sales tax.

## Shipping

Lead time is approximately 2-4 weeks from order date, partly depending on the size of the order. Orders are shipped from Alexandria, OH. Tracking info will be provided.

## Returns and Exchanges

We will replace items that are damaged, but may request a photograph of the items for insurance claims. Please contact us right away if there are any problems with the order.

## Prices

Prices do not include shipping. They are subject to change, but when you place your order, the prices are fixed through the lead time.

## Product Packaging

We are in the process of updating some of our bottles and containers. For example, our foaming soap pumps may be white instead of black. The overall look will be consistent with our branding, but there may be minor changes.

## International Wholesale

Unfortunately, we cannot accept international wholesale orders.

## To Order

Contact us at [sales@marthasbathandbody.com](mailto:sales@marthasbathandbody.com). We'll help you create your custom order and send you an invoice through Square when you are ready to finalize your order.

## Questions?

contact us at [sales@marthasbathandbody.com](mailto:sales@marthasbathandbody.com)



## Fragrance Selection

Choose from these popular fragrances when ordering lotion, sugar scrub, body oil blend, bath bomb, foaming soap, bar soap, and body wash/natural shampoo. We can also provide fragrance free products.

Popular Fragrances – All Season			
Cocoa Butter Cashmere *	Coconut Mango	Driftwood Amber	Emerald Agave
Essential Lavender	Essential Lavender Eucalyptus	Essential Lemongrass	Essential Peppermint
Essential Rosemary Mint	Love Letter	Lush Succulent	Ocean Storm
Tobacco & Bay Leaf	White Lily & Aloe	Wild Rose	

Popular Fragrances – Spring/Summer			
Coconut Mango	Emerald Agave	Essential Lavender	Essential Lemongrass
Essential Rosemary Mint	Grapefruit Bellini	Love Letter	Lush Succulent
Magnolia Leaf & Tonka *	Peony Amberwood	Pineapple Papaya	Sea Salt & Lily
Southern Peach	Sunkissed Orange	White Magnolia	Wild Rose

Popular Fragrances – Fall			
Apple Sage	Autumn Fig Harvest	Backwoods Hike	Cedar & Amber
Cocoa Butter Cashmere *	Driftwood Amber	Mulled Cider	Pumpkin Spice *
Red Apple	Sandalwood Vanilla	Tobacco & Bay Leaf	Warm Flannel *

Popular Fragrances – Christmas/Winter			
Cedar & Amber	Christmas Spice	Essential Lavender	Essential Peppermint
Frankincense & Myrrh	Fresh Snow	Gingerbread Cookie *	Lingonberry Spice
Santa's Spruce	Sleigh Ride	Sugar Plum Fairy	Winter Forest

\* NOT recommended for foaming soap or body wash/shampoo due to the darkening of the soap with these fragrances

## Moisturizers – Lotion, Sugar Scrub, Body Oil Blend, Lanolin



choose from fragrance selection

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
8 oz lotion with pump	\$39	\$6.50	\$13
2 oz travel lotion	\$12	\$2.00	\$4

We will include a complimentary tester bottle of lotion if two or more cases a scent of 8oz lotion with pump are ordered.



choose from fragrance selection

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Organic Sugar Scrub (4 oz.)	\$18	\$3.00	\$6



choose from fragrance selection

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Body Oil Blend (4 fl. oz.)	\$42	\$7.00	\$14



no fragrance added

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Pure Lanolin (4 oz.)	\$30	\$5	\$10
Pure Lanolin Travel Size (0.3 oz.)	\$10.50	\$1.75	\$3.50

## Cleansers and Bath – Foaming Soap, Body Wash/Natural Shampoo, Bar Soap, Bath Bombs



choose from fragrance selection

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Foaming Soap (8 fl. oz.)	\$21	\$3.50	\$7

\*The color and clarity of the foaming soap varies depending on the fragrance, batch, and age of the soap.

\*Natural Soap is sensitive to cold weather, so it should stay well above freezing temperatures.



choose from fragrance selection


Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Body Wash/Natural Shampoo (12 fl. oz.)	\$33	\$5.50	\$11

\*The color and clarity of the body wash varies depending on the fragrance, batch, and age of the soap.

\*Natural Soap is sensitive to cold weather, so it should stay well above freezing temperatures.



choose from fragrance selection

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Bar Soap (4 oz bar)	\$21	\$3.50	\$7
 Activated Charcoal Bar Soap (4 oz bar)	\$21	\$3.50	\$7



choose from fragrance selection

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Bath Bomb (3-inch diameter)	\$21	\$3.50	\$7

## Facial Care – Rose Water, Hyaluronic Acid Serum, Microdermabrasion Cream, Argan Oil



no fragrance added

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Pure Rose Water (4 fl. oz.)	\$30	\$5.00	\$10



no fragrance added

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Hyaluronic Acid Serum (2 fl. oz.)	\$54	\$9.00	\$18



no fragrance added

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Microdermabrasion Cream (4 fl. oz.)	\$30	\$5.00	\$10



no fragrance added

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Pure Argan Oil (2 fl. oz.)	\$39	\$6.50	\$13

\*roll-on size not available for wholesale at this time

## Facial Masks – Rhassoul Clay, French Green Clay, Activated Charcoal, White Kaolin Clay



Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Rhassoul Clay Mask (4 oz.)	\$30	\$5	\$10



Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
French Green Clay Mask (4 oz.)	\$30	\$5	\$10



Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Activated Charcoal Mask (4 oz.)	\$30	\$5	\$10



Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
White Kaolin Clay Mask (3 oz.)	\$24	\$4	\$8

## Lip Care – Lip Balm



choose from lip balm fragrances listed below

Item	Wholesale Price (Case pack of 12 items)	Wholesale Price per Item	Suggested Retail Price per Item
Lip Balm (standard tube)	\$21	\$1.75	\$3.50

\*case pack of 12

Lip Balm Fragrances			
Acai Blackberry	Almond Biscotti	Asian Pear	Bacon
Banana Cream	Blackberry	Bourbon	Buttery Toffee Crunch
Caramel Apple	Chai Tea	Cinnamon Roll	Cocoa Butter
Coconut, Milk & Peaches	Cranberry	Danish Vanilla Custard	Eggnog
Fragrance Free	French Toast	French Vanilla	Gingerbread
Grand Marnier & Apricot	Green Apple	Green Tea	Hazelnut Latte
Juicy Peach	Lavender Vanilla	Lemon Cheesecake	Lemon Mint
Mango Lassi	Menthol Eucalyptus	Pancake Syrup	Peaches and Cream
Pecan	Peppermint	Pumpkin Pie	Salted Caramel

## Natural Deodorant



choose from essential oil blends listed below

Item	Wholesale Price (Case pack of 6 items)	Wholesale Price per Item	Suggested Retail Price per Item
Natural Deodorant	\$21	\$3.50	\$7

Fragrances (All Essential Oils)			
Tea-Tree	Lavender Tea-Tree	Lemongrass Tea-Tree	Juniper Berry Tea-Tree
Vetiver Tea-Tree	Vanilla Tea-Tree	Bergamot Tea-Tree	Patchouli Tea-Tree