



Wholesale Line Sheet
Summer/Fall 2016



Info@burlystone.com | www.burlystone.com

WHOLESALE TERMS (AKA 'Here's the deal'): Visa, MasterCard, Amex, or Company Check accepted; first orders prepaid via cc or check. Opening order minimum of \$175; reorder minimum of \$100. Orders of less than \$300 ship within the US in 7 business days from Mystic, CT via USPS or UPS ground. Complimentary shipping within the US on initial orders of \$250+.

BAR SOAP

Our soaps are made with olive oil, coconut oil, palm oil, sunflower oil, and castor oil. They weigh in at a massive 10 ounces, and their dimensions are roughly 4.25" x 3.25" x 1.5".

Because they are hand crafted, poured, & cut, minor variations are not only natural, but part of their appeal.

When ordering soaps, there's a minimum total of 6 bars of any style.



The Camper

SKU: BS-CMP

Wholesale/Retail: 8.00/16.00

Details: Scented with smoky patchouli, cedar, and sedona wood fragrances. Colored with natural micas & oxides.



The Chef

SKU: BS-CHF

Wholesale/Retail: 8.00/16.00

Details: Scented with grapefruit, orange, and clove essential oils. Colored with natural oxides. Contains citrus zest.



The Dude

SKU: BS-DUD

Wholesale/Retail: 8.00/16.00

Details: Made with Stout Beer. Scented with oatmeal stout, almond, & bay rum fragrances. Colored with natural oxides. Contains oatmeal.

**Best
Seller**

To place an order call David Riordan at 401-392-3460 or email david@readyssetgoconsulting.com.
All products & prices are valid thru December, 2016.



Info@burlystone.com | www.burlystone.com

WHOLESALE TERMS (AKA 'Here's the deal'): Visa, MasterCard, Amex, or Company Check accepted; first orders prepaid via cc or check. Opening order minimum of \$175; reorder minimum of \$100. Orders of less than \$300 ship within the US in 7 business days from Mystic, CT via USPS or UPS ground. Complimentary shipping within the US on initial orders of \$250+.



The Executive

SKU: BS-EXC Wholesale/Retail: 8.00/16.00

Details: Scented with peppermint essential oil, vintage barbershop, & bay rum fragrances. Colored with natural oxides.



The Jock

SKU: BS-JCK Wholesale/Retail: 8.00/16.00

Details: Scented with fresh cut grass and other clean, crisp fragrances. Colored with natural oxides and activated charcoal.



The King of the Grill

SKU: BS-KNG Wholesale/Retail: 8.00/16.00

Details: Scented with bacon, sandalwood, caramel, & bourbon fragrances. Colored with natural oxides.



The Mariner

SKU: BS-MRN Wholesale/Retail: 8.00/16.00

Details: Scented with anise, bay laurel, and juniper berry essential oils. Colored with natural oxides. Contains ground apricot seed.

To place an order call David Riordan at 401-392-3460 or email david@readyssetgoconsulting.com.
All products & prices are valid thru December, 2016.



Info@burlystone.com | www.burlystone.com

WHOLESALE TERMS (AKA 'Here's the deal'): Visa, MasterCard, Amex, or Company Check accepted; first orders prepaid via cc or check. Opening order minimum of \$175; reorder minimum of \$100. Orders of less than \$300 ship within the US in 7 business days from Mystic, CT via USPS or UPS ground. Complimentary shipping within the US on initial orders of \$250+.



"Love everything about your products and can't wait to stock up! What a great and unique addition you are to the market."

Devon House
Stonington, CT

The Mechanic

SKU: BS-MCH Wholesale/Retail: 8.00/16.00

Details: Scented with peppermint & tea tree essential oils. Colored with natural micas, oxides, & activated charcoal. Contains oatmeal.



The Rebel

SKU: BS-RBL Wholesale/Retail: 8.00/16.00

Details: Scented with leather and spiced orange fragrances. Colored with natural oxides & activated charcoal.



The Traveler

SKU: BS-TRV Wholesale/Retail: 8.00/16.00

Details: Scented with bay rum, cognac, and tobacco fragrances. Colored with natural oxides.

To place an order call David Riordan at 401-392-3460 or email david@readyssetgoconsulting.com.
All products & prices are valid thru December, 2016.



Info@burlystone.com | www.burlystone.com

WHOLESALE TERMS (AKA 'Here's the deal'): Visa, MasterCard, Amex, or Company Check accepted; first orders prepaid via cc or check. Opening order minimum of \$175; reorder minimum of \$100. Orders of less than \$300 ship within the US in 7 business days from Mystic, CT via USPS or UPS ground. Complimentary shipping within the US on initial orders of \$250+.



The Yard Master

SKU: BS-YRD Wholesale/Retail: 8.00/16.00

Details: Made with goat milk. Scented with lavender essential oil, fresh cut grass and tomato leaf fragrances. Colored with natural oxides. Contains calendula petals.



The Hound (Dog Soap)

SKU: BS-HND Wholesale/Retail: 4.00/8.00

Details: This 5 oz. soap bar is specially formulated for dogs. Scented with peppermint & lavender essential oils. Contains oatmeal & shea butter.

BEARD ELIXIRS

Burly Stone beard elixirs are made with sweet almond oil, sunflower oil, argan oil, grapeseed oil, jojoba oil, and buckthorn extract. Net weight is 2 ounces and the bottle is 1.5" diameter & 3.75" tall.

Our beard elixirs are formulated to soften & condition the beard and also to moisturize the skin underneath.

When ordering beard elixirs, there's a minimum total of 4 bottles of any style.



Freud

SKU: BE-FRD Wholesale/Retail: 10.00/20.00

Details: Unscented.

**To place an order call David Riordan at 401-392-3460 or email david@readsetgoconsulting.com.
All products & prices are valid thru December, 2016.**



Info@burlystone.com | www.burlystone.com

WHOLESALE TERMS (AKA 'Here's the deal'): Visa, MasterCard, Amex, or Company Check accepted; first orders prepaid via cc or check. Opening order minimum of \$175; reorder minimum of \$100. Orders of less than \$300 ship within the US in 7 business days from Mystic, CT via USPS or UPS ground. Complimentary shipping within the US on initial orders of \$250+.



"Your beard elixirs are working their magic all over town."

Laura B.
New London, CT

Garcia

SKU: BE-GRC Wholesale/Retail: 10.00/20.00

Details: Lightly scented with patchouli, lavender, and tea tree essential oils.

**Best
Seller**



Hemingway

SKU: BE-HMN Wholesale/Retail: 10.00/20.00

Details: Lightly scented with juniper berry, cedarwood, and bay laurel essential oils.



Lincoln

SKU: BE-LNC Wholesale/Retail: 10.00/20.00

Details: Lightly scented with peppermint, basil, and lemon eucalyptus essential oils.

To place an order call David Riordan at 401-392-3460 or email david@readyssetgoconsulting.com.
All products & prices are valid thru December, 2016.



Info@burlystone.com | www.burlystone.com

WHOLESALE TERMS (AKA 'Here's the deal'): Visa, MasterCard, Amex, or Company Check accepted; first orders prepaid via cc or check. Opening order minimum of \$175; reorder minimum of \$100. Orders of less than \$300 ship within the US in 7 business days from Mystic, CT via USPS or UPS ground. Complimentary shipping within the US on initial orders of \$250+.

SOLID COLOGNES

Our solid colognes are made with refined beeswax, golden jojoba oil, and shea butter, then scented with perfume quality essential oils. In the tradition of fine colognes & perfumes, they are designed with a top note, heart note, and base note for a scent that lasts & mellows.

Each 1 ounce tin is approx. 2" in diameter. Directions (swipe fingers across the surface, then apply to pulse points), and ingredients are listed on the back.

When ordering solid colognes, there's a minimum total of 4 tins of any style.



The Adventurer

SKU: SC-ADV Wholesale/Retail: 11.50/23.00

Details: Scented with lime, peppermint, petitgrain, rosemary, vetiver, and ginger essential oils.



The Casanova

SKU: SC-CAS Wholesale/Retail: 11.50/23.00

Details: Scented with grapefruit, orange, clove, cinnamon, black pepper, amyris, and ginger essential oils.



The Woodsman

SKU: SC-WDS Wholesale/Retail: 11.50/23.00

Details: Scented with bergamot, juniper, black pepper, cedarwood, and vetiver essential oils.

To place an order call David Riordan at 401-392-3460 or email david@readyssetgoconsulting.com.

All products & prices are valid thru December, 2016.



Info@burlystone.com | www.burlystone.com

WHOLESALE TERMS (AKA 'Here's the deal'): Visa, MasterCard, Amex, or Company Check accepted; first orders prepaid via cc or check. Opening order minimum of \$175; reorder minimum of \$100. Orders of less than \$300 ship within the US in 7 business days from Mystic, CT via USPS or UPS ground. Complimentary shipping within the US on initial orders of \$250+.

HAND BALMS

Our hand balms are made with olive oil, grapeseed oil, coconut oil, sweet almond oil, shea butter and beeswax. Their net weight is 3.5 ounces and the tin has a 3" diameter and is 1" high. Directions & ingredients are listed on the back.

The oils & beeswax in our hand balms soften & nourish the hands, nails & cuticles.

When ordering hand balms, there's a minimum total of 4 tins of any style.



Chef's Hand Balm

SKU: HB-CHF

Wholesale/Retail: 8.75/17.50

Details: Lightly scented with grapefruit, orange, & clove essential oils.



Mechanic's Hand Balm

SKU: HB-MCH

Wholesale/Retail: 8.75/17.50

Details: Lightly scented with peppermint, basil, & tea tree essential oils.



Yard Master's Hand Balm

SKU: HB-YRD

Wholesale/Retail: 8.75/17.50

Details: Lightly scented with lavender, rosemary, and sweet fennel essential oils.

To place an order call David Riordan at 401-392-3460 or email david@readyssetgoconsulting.com.
All products & prices are valid thru December, 2016.



Info@burlystone.com | www.burlystone.com

Odds & Ends

Wholesale Terms:

Order Minimums: Opening order minimum of \$175, reorder minimum of \$100.

Shipping & Delivery: Orders of less than \$300 ship within 7 business days from Mystic, CT via USPS or UPS ground. Complimentary shipping on initial orders over \$250. Free local delivery is available. Check with us to see if you are within range.

Payment: We accept Visa, MasterCard, Amex, or company check. First order prepaid via credit card or check.

Incentives & Goodies:

Welcome Kit: Every new stockist will receive a welcome kit consisting of a faux leather display tray, shelf talkers that pertain to the items you are purchasing, and information sheets about our ingredients. We'll probably throw in some temporary tattoos and stickers too, just because we love 'em.

Testers: Initial orders over \$300 that contain beard elixirs, hand balms, or solid colognes will receive free full sized testers. Full sized testers are also available (2x per year) for these items at 1/2 of wholesale price.

Suggested Kits: We have a variety of pre-selected kits to make placing your initial orders easier. Mix & match to make the perfect order to fit your needs.

A) **Starter Soap Kit 1:** 6 each of 4 different soaps of your choice. \$192.

B) **Starter Soap Kit 2:** 4 each of 6 different soaps of your choice. \$192.

C) **Beard Intro 1:** 3 each of all 4 beard elixirs. \$120 (add 4 testers +\$20)

D) **Beard Intro 2:** 6 each of 2 different beard elixirs of your choice. \$120 (add 2 testers +\$10)

E) **Hand Balm Intro 1:** 6 each of 2 different hand balms of your choice. \$105. (add 2 testers +\$8.50)

F) **Hand Balm Intro 2:** 4 each of the 3 hand balms. \$105. (add 3 testers +\$12.75)

G) **Solid Cologne Intro:** 3 each of the 3 solid colognes. \$103.50 (add 3 testers +\$17.25)

or you could just buy:

H) **The Whole Damn Store:**

A or B + C or D + E or F + G = H. \$494.50

This gives you a great selection, **plus** free shipping, **plus** testers, **and we throw in a 5% discount.**

Newsletter: We periodically put out a newsletter with info that we think would be of interest to you - new product info, stockists incentives, and other goodies. Please make sure we have your correct email address so we can put you on the list. You can always (gasp!) opt out of it.

We look forward to working with you! Let's make the world a cleaner, sexier place, one customer at a time...

Gates

To place an order call David Riordan at 401-392-3460 or email david@readyssetgoconsulting.com.

All products & prices are valid thru December, 2016.