



Stockist / Resellers Pack

2022





Why Become a Stockist or Reseller?

- Over a thousand happy existing customers around South Africa and we are growing fast!
- Innovative natural products that work
- 100% Natural Plant Based Ingredients
- Results that speak for themselves
- Simple ingredient labeling - no latin names
- Beautiful Simple Packaging in glass or paper
- Well researched & formulated
- Plant based cosmetic actives
- Hand-crafted in South Africa
- Endorsed by Beauty without Cruelty
- Endorsed by South African Vegan Society
- No nonsense clean skincare with true ingredients as stated on label and NO SHORTCUTS!
- Small minimums or Order as you receive orders (Resellers)
- We provide brochures, Posters and more
- We educate you about the products and benefits so you learn to be more effective when selling to Customers
- We list you as a Stockist or Reseller on our website
- You make a great profit especially as a Stockist with bulk purchases!





What is the Difference Between a Stockist and a Reseller?

STOCKIST

- Acquires stock for shelves in a physical store.
- Has a minimum of five (5) units per range and orders a minimum of five (5) different ranges (total minimum of twenty-five (25) units in all).
- Enjoys further discounts on bulk purchases of ten (10) or more units per range as per above (total to equal fifty (50) units in all to qualify)

RESELLER

- Has an online shop and cannot keep stock on hand but acquires the stock from us on an "as ordered" basis (minimum 3 days delivery) OR wants to sell as a private person to make extra money on the side and gathers orders for the end of the month (minimum 3 days delivery)
- Enjoys further discounts on orders over an agreed amount (differs area to area, reseller to reseller and circumstances).



So What do We need from You?

STOCKIST PHYSICAL STORE

- Fill in our application form and send it along with a copy of your ID, Company Registration Certificates and Address & Proof of where the store is located (a rental bill front page - you can blank out the financial information)
- Send us photos of your store outside and interior, letting us know where you plan to stock our items
- The process takes a minimum of 5 days for approval and we will notify you by phone and e-mail
- If successful, Bon Tierra (Pty) Ltd will provide branding posters, pull up banners, flyers etc.

RESELLER ONLINE STORE

- Fill in our Online Shop Reseller form and send it along with a copy of your ID, Company Registration Certificates, Proof of address where you are running the Online Store from and website address (s)
- We will review your website, social media and application in a minimum of 5 days
- If successful, Bon Tierra (Pty) Ltd will provide logos etc in HD png format for use on your website

RESELLER PRIVATE PERSON

- Fill in our Private Person Reseller form and send it along with a copy of your ID, Proof of Residential Address and a short motivation on why you would like to sell our products
- We will review the information and get back to you in a minimum of 5 days
- If successful, Bon Tierra (Pty) Ltd will provide you with your own "Authorised Reseller" flyers where you are able to write your name and contact details for your Customers

Side note: If you are ordering under R1500 per month, we will review your status with you. This is merely to understand what further can be done to help you sell our product.

That's it!



Product Range & Quantities

PRODUCT	SIZE
Moisturiser - Normal/Comb	50ml amber jar & shive
Moisturiser - Sensitive	50ml amber jar & shive
Moisturiser - Anti-Aging	50ml amber jar & shive
Moisturiser - Dry Skin	50ml amber jar & shive
Night Cream - Ceramide + C	50ml amber jar
Eye Cream - Ginseng, Q10, Caffeine	30ml amber jar (no shive, sealed)
Cleanser - pH Bal Floral	200ml amber pump bottle
Cleanser - pH Bal Citrus	200ml amber pump bottle
Cleanser - pH Bal Cucumber & Bamboo Phyto	200ml amber pump bottle
Cleanser - Cream	200ml amber pump bottle
Cleanser - Oil with Rose & Ylang-Ylang Essential oil	100ml amber pump bottle
Cream Scrub - Vanilla and Apricot Kernel	100g amber jar
Cream Scrub - Jasmine & Jojoba Bead	100g amber jar
Cream Scrub - Cucumber & Bamboo Phytopeel	100g amber jar
Toner - Pineapple Alpha Hydroxy Acid	100ml spray bottle clear
Aloe Serum - Hyaluronic Acid 10%	30ml clear bottle with pump
Aloe Serum - Peptide / Eye Area	30ml clear bottle with pump
Aloe Serum - Vitamin A C & E	30ml clear bottle with pump
Aloe Serum - Niacinamide + Zinc	30ml clear bottle with pump
Aloe Serum - Alpha Arbutin 2% + Niacinamide	30ml clear bottle with pump
Tissue Oil with Rosehip	50ml clear bottle with pump
Face & Neck Oil	50ml clear bottle with pump
Clay Gel Mask - Anti Blemish	100g amber jar
Clay Gel Mask - Hydrate	100g amber jar
Clay Gel Mask - Pore Refine (with Caffeine)	100g amber jar
Clay Gel Mask - Anti Aging (with Moringa)	100g amber jar
Clay Gel Mask - Sensitive	100g amber jar
SkinTreat - Anti Blemish Soap	110g soap bar
Eye Gel with Botanicals & Cucumber	30ml clear bottle with pump
Toothpaste - Whitening with Charcoal (Fluoride Free)	200ml amber pump bottle
Pure Aloe - with Colloidal Silver (30ppm)	200ml amber pump bottle
Shea Butter - Rose Essential oil	340ml clear food grade jar
Shea Butter - Lavender Essential oil	340ml clear food grade jar
Shea Butter - Rose Geranium Essential oil	340ml clear food grade jar
Shea Butter - Frankincense Essential oil	340ml clear food grade jar
Shea Butter - Frangipani Fragrance oil	340ml clear food grade jar
Shea Butter - Plain	340ml clear food grade jar
Shea Butter - Ylang-Ylang Essential oil	340ml clear food grade jar
Zinc Cream SPF 30+ Multipurpose	340ml clear food grade jar
Cellulite Cream with Caffeine, Cucumber & Neroli	340ml clear food grade jar
Cocoa Butter with Vanilla	340ml clear food grade jar
Body Oil with Ylang-Ylang Essential Oil	100ml amber dropper bottle & pipette with seal

WHOLESALE / STOCK MINIMUM

The minimum is five (5) per range, e.g. 5 x Moisturisers (any of the types such as 2 x Sensitive, 1 x Anti-Aging, 1 x Dry Skin and 1 x Normal / Combination = 5 x Moisturisers OR 3 x Sensitive Moisturiser & 2 x Night Cream)

Range is as follows:

- Moisturisers & Night Cream
- Eye Cream
- Cleansers
- Cream Scrubs
- Toner
- Aloe Serums
- Tissue Oil and Face & Neck Oil
- Clay Gel Masks
- SkinTreat
- Eye Gel
- Toothpaste
- Pure Aloe
- Shea Butters, Zinc Cream, Cocoa Butter
- Cellulite Cream
- Body Oil



Special Occasions Products

We do offer special occasions products for markets but we are looking at streamlining our offering so there are specific "gift packs" we can offer for Valentine's Day, Mother's Day, Father's Day, Easter and Christmas. This is in the planning but not yet finalised and we will let you know when we have something concrete

We Don't have Boxes for the Products

We don't put anything in boxes. We have thought about this long and hard, and even if it is boxes that are fully biodegradable, a box will just end up in the landfill and is usually tossed away once the Customer has removed the product. We will revisit this one day, but for now this is our general feeling on the matter



New Products & Expansion

At Bon Tierra, we are always researching and innovating!

Whenever we have a new product offering and you are already signed on, we will send you samples of the new products as well as material to help you understand the function of the product.

Some news we can mention now is we are bringing out a new CBD & Herbal Healing Range in 2022 which we are very excited about! We hope to release the products within the first quarter of 2022.

We also want to introduce Bon Tierra Merchandise such as Eco Toiletry Bags, Tote Bags, Drawstring Natural Fibre backpacks and Eco Cups like Okiyo Deshi (Japanese) Wheat Straw Coffee Cups with our branding, in the near future. We are investigating new suppliers of natural scrubbing pads, toothbrushes, back scrub brushes, face exfoliating pads, face clothes, hair saver towels and more!



How to Contact Us & Where We are Based

GENERAL CUSTOMER WHATSAPP LINE 082 964 3998

NATALIE COOPER (DIRECTOR) 082 495 5500

natalie@bontierra.com

Factory & Head Office - 201 Norman Road, Nest Park X1
(Bird Conservancy), Bapsfontein, 1510