



Mountain Made Merchandise

2026 WHOLESALE CATALOG



Our Story

It all started as a childhood dream.

As a young adolescent growing up in the small town of Julian, CA, there came a point when I realized I kept getting asked the same question: “Where can I buy items made in Julian?” At the time, fresh-baked Julian Apple Pie was pretty much the only option.

Being the crafty child I was, I collected ideas of potential merchandise I could sell. Most of my “playtime” was spent testing the manufacturing of product ideas I found and creating mock designs of my dream retail store.

Fast forward 10 years, with the hope that my next employment adventure could support myself after college and pay for my higher education, I began looking for my next adventure. After lots of brainstorming, research, and calculations, this childhood dream seemed realistic. Mountain Made was born in July, 2017.

As I have grown, so has the dream. At Mountain Made, our mission is to provide a quality line of locally-made merchandise that allows you to bring home a piece of the mountains and support the local community through your purchase. We believe that whether you're a visitor, new to town, or a lifetime local, together we can create a more vibrant tomorrow for the beloved town of Julian.

Utilizing a blend of candle-safe fragrance infused with natural essential oils, we are able to replicate true-to-life aromas that can be found in the San Diego backcountry, allowing you to bring home the mountains like never before. Try one of our candles today. I promise you will love it just as much as you will love supporting a local business based in Julian, CA.

From the bottom of my heart, thank you for choosing to buy from Mountain Made.

*God Bless,
Eva*



Candle Line

INGREDIENTS

We keep our recipe simple. All our candles are made with

- all-American soy wax
- high-quality candle-safe fragrance oil
- a zinc- and lead-free cotton-paper wick
- and are hand-poured in Julian

MANUFACTURING

Sticking to our small-town roots, we proudly design, manufacture, and distribute all our merchandise in small batches in the San Diego backcountry mountain town of Julian, CA.



8 oz Candle
Sold as a pack of 6
MSRP: \$26.00
Available in all scents

The front side label has information about the candle, including the fragrance notes that make up the true-to-life aroma we smell. The bottom label includes the fragrance description and a warning label.

Estimated burn time: 40 hours

Container Specifications

Glass Tumbler Jar
Height 3.38"
Top Outside Diameter 3.24"

Bronze Metal Flat Lid
Diameter 3.375"

Order Minimums

Pack Size Requirement: All candles must be ordered in pack quantities of 6 units per scent/vessel combination (e.g., six 8 oz Cuyamaca Woods candles).

Opening Order Minimum: 4 packs of 6 candles / 24 total units.

Reorder Minimum: 4 packs of 6 candles / 24 total units.

****All prices listed are wholesale and subject to change.****

Fragrance Options

Year-Round Collection

Cuyamaca Woods *Best Seller*

Cedar, Fir, Amber, Moss, Cypress, Evergreen, and Lemon Peel

This fragrance is infused with natural essential oils, including fir balsam.

One of Julian's best-kept secrets is the Cuyamaca area. In 2003, much of the park burned in a fire. In spite of the fire, parts of the area are thriving. Our Cuyamaca Woods candle perfectly recreates the peaceful, woodsy ambiance of the Cuyamaca area.

Gold & Roses

Rose, Violet, Carnation, Green Leaves, Lemon, Honey, and Sandalwood

This fragrance oil is infused with natural essential oils, including elemi oil.

Our Gold & Roses candle captures the fresh start the founders of our town longed for, a touch of sweetness from the local bakeries, and the crisp mountain air we breathe.

Julian Apple Pie *Good Seller*

Cinnamon, Clove, Apple, Almond, Pie Crust, Vanilla, and Caramel

Our Julian Apple Pie fragrance is a true-to-life, mouth-watering aroma: homemade apple pie with flaky pie crust topped with vanilla ice cream and a caramel drizzle.

Spring & Summer Collection

Mountain Lilac

Lilac, Rose, Carnation, Green Leaves, and Sandalwood

Every spring, the San Diego mountains are blanketed with light blue and white wild mountain lilacs. With our true-to-life lilac aroma, you can enjoy the smell of fresh lilacs at your wish.

Desert Blooms *Good Seller*

Agave, Aloe, Chrysanthemum, Green Floral, Green Leaves, and Patchouli

This fragrance oil is infused with natural essential oils including orange and fir.

Cactus flowers, sweet agave, watery aloe, chrysanthemum petals, and fresh-cut green leaves create a pleasing fresh earthiness that can be experienced during the Anza Borrego Desert super bloom.

Fall Collection

Apple Orchards *Good Seller*

Apple, Orange Peel, Cinnamon, Nutmeg, Clove, & Vanilla

This fragrance is infused with natural essential oils, including cinnamon, nutmeg, clove, orange, and cedarwood.

Our Apple Orchards candles' crisp country apple aroma takes you back to fall traditions and sweet memories made during the Julian Apple season.

Becky's Pumpkin Pie

Cinnamon, Ginger, Nutmeg, Pumpkin, Clove, Vanilla, & Pie Crust

This fragrance oil is infused with natural essential oils, including cinnamon, clove, and ginger.

From my mom's kitchen to yours, our true-to-life Pumpkin Pie scent topped with a dab of homemade whipped cream is sure to put you in a fall mood.

Christmas Collection

Country Christmas

Apple, Pine, Cedar, Fir, & Cypress

This fragrance oil is infused with natural essential oils, including patchouli, cedarwood, fir needle, and spearmint.

With subtle wood and spruce tones, this delightful fragrance is sure to capture the magic of Julian's Country Christmas celebration all season long.

Peppermint Bark

Peppermint, Coconut Milk, Chocolate, & Vanilla

This fragrance oil is infused with natural essential oils, including *Mentha arvensis*.

Reminiscent of the days when a chocolate factory was located in Wynola. This fragrance is made up of the irresistible aroma of chocolate with a powerful touch of mint essential oil.

Hot Cocoa

Chocolate, Cream, Vanilla, Walnuts, Butter, & Sugar

You're never too old for a cup of hot cocoa, right? One of my favorite traditions during Julian winters is relaxing in front of the warm fireplace (or heater) with a cup of hot chocolate.

Why Mountain Made?

1. We love to promote our retailers! We will list your store on our website as a retailer. We will direct our customers to your store. Occasionally, we may feature your business on our social media feeds.
2. We will gladly support you in your marketing needs by contributing our merchandise to your social media giveaways, donations for community organizations, and providing you with branded marketing content such as photos and copy.
3. You set the retail price.
4. Your perspective matters to us, and we are here to support you. We are constantly working on ways to better assist you in your needs as a retailer to the best of our ability. Be sure to check out our wholesale website page and our closed Facebook Group just for wholesalers like you (Mountain Made Merchandise-Wholesale Customers). As always, please reach out to us directly so we can work with you to address problems.

Terms and Conditions

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Payments

Checks made out to "Mountain Made" can be sent to our mailing address (PO Box 235, Julian, CA 92036).

Each order's digital QuickBooks invoice allows customers to pay online using credit cards, debit cards, and ACH bank transfers.

Availability

Our year-round aromas are available to order all year. Spring and summer aromas are available to order from December through August. Fall and Christmas aromas are available to order from July through December 10th.

Wholesale orders are not delivered from December 11th to January 2nd.

Turn-Around Time

Wholesale orders are made to order because every candle is hand-poured. **We do not guarantee delivery sooner than two weeks.** We will process your order as quickly as possible. Shipping and delivery times may take additional time.

All orders are manufactured in order of placement.

Custom Orders

Private labeling is not a service we offer. Custom orders are not available at this time. Thank you for understanding.

Exclusive Contracts

We do not sign exclusive contracts.

To prevent market saturation, it is at our discretion to allow or limit what SKU(s) a wholesale account can carry from our offerings.

Sales

Occasionally we hold promotional sales on our retail e-commerce shop and at markets. If you would like to participate, all marketing materials and display signs are provided by Mountain Made.

Samples & Testers

We will gladly provide a tealight sample of each fragrance--just let us know you would like samples.

We offer our wholesale accounts tester products at a discounted price of 50% off our wholesale price. Tester products can not be sold and must be used as a tester on display. Please inquire if you'd like testers.

Delivery Options

All orders are shipped through USPS only. Shipping cost is the responsibility of the customer.

Delivery/pick-up within San Diego County can be arranged. Additional fees may apply.

Cancellations, Returns, & Claims

All wholesale orders are final. We do not offer a buyback program. If an exchange request is submitted prior to the start of manufacturing, it may be considered.

In the event that a product is damaged or there is an order discrepancy, a written report must be submitted within 72 hours of receipt of merchandise.

Variations in the appearance and texture of the wax will vary from candle to candle. These differences are not considered defects nor will they affect how your candle burns.

In the case of a concern, please notify us ASAP so we can exchange the item.

Ordering

Signing up and ordering is easy with Mountain Made!

1. Complete our wholesale application by going to our wholesale website:
www.mountainmademe.com/wholesale
2. Once approved, orders can be placed by submitting our digital ordering form:
www.mountainmademe.com/orderwholesale

Let's Connect

Browse our line, place an order, and access all our resources at your convenience on our wholesale website,
www.mountainmademe.com/wholesale

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Follow us:
@mountainmademe



Join our closed Facebook Group to learn more about our products, exclusive promotions, and more!

<https://www.facebook.com/groups/MountainMadeWholesale/>



Thank you for your consideration.
We look forward to working with
you!

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