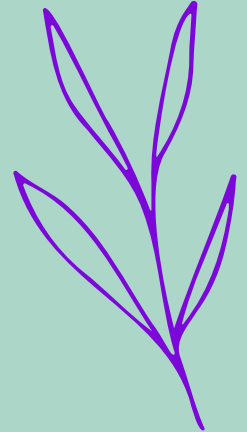


Wholesale Pricing Guide



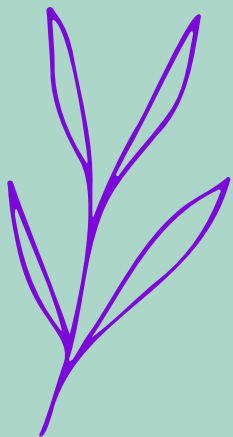
STUDS

RRP \$45-75 depending on style
Wholesale 50% of RRP



DANGLES

RRP \$65-90 depending on style
Wholesale 50% of RRP



MOQ & TURNAROUND

Minimum Q per product	10 items
Maximum Q per product	50 items
Minimum Q per order	30 items
Minimum order value	None
Turnaround for production	2 - 4 weeks (made to order)





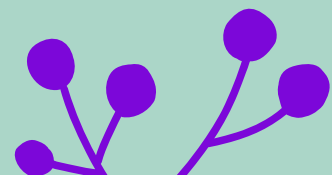
WHAT YOU'LL RECEIVE

- Your items mounted on individually designed earring cards - *flat, not folded, see picture*
- BINKABU business cards
- BINKABU stickers for sealing the earring cards - they can be sealed for display or sealed upon purchase
- All earrings will be protected with a full layer of hex wrap

DISPLAY OPTIONS

- Unfolded - hung up using small pegs, propped up in a slot or against a vertical surface, or laying flat on a horizontal surface
- Folded - forwards or backwards, standing up to display the information text
- Folded and sealed - to show how the earring is protected after purchase
- Folded and sealed backwards - shows the information text on the back and gives you a more compact display option

We ask that you do use our cards to display the earrings, or at the very least have one on display, as they are an integral part of the product.



why BINKABU

Interested in stocking our birds in your store? We are now offering wholesale opportunities within Australia! We approve wholesale requests on a case-by-case basis, so if you're interested in signing up, fill in our wholesale account request form and we'll get back to you with your account status. Once approved, you'll be able to log in with your new wholesale account to view our exclusive wholesale shopfront.

Why stock BINKABU products?

Do your customers love birds? In particular, are they enamoured with Aussie birdlife as much as we are? Do they love to flaunt their wild side? Our products celebrate the unique birdlife around the world but we have a penchant for our incredible Australian locals. Each design is uniquely hand drawn before being digitally finalised, and we focus on the little details that bring out the character and colours of each particular species. Intricate hand-painted details and a one-of-a-kind style make these pieces truly special. Despite their complexity, they are incredibly lightweight and designed for all-day wear, ensuring you can easily showcase your love for vibrant colours and delightful Australian wildlife!

Small, family-run business

Supporting BINKABU is supporting a husband & wife team and our five employees. We still have policies for MOQ and turnaround time that we need to adhere to, but we're always open to discuss your needs and find ways to make our partnership valuable for us both!

Environmentally-friendly packaging

Our cards, stickers, mailing boxes and protective hex wrap are all recyclable and biodegradable. Any bubblewrap found in your parcel has been reused from deliveries from our suppliers.

Made in Brisbane, Australia

From concept, to finished design, to prototype, to final earring; every part of the process happens in Brisbane, Queensland, in our house! We have our own laser cutter and all the tools necessary to bring each bird to life and maintain control and oversight over the manufacturing process. We guarantee our jewellery will never be made offshore.

Cute, recognisable. wearable

This is our very simple design philosophy. We're all about the birds, so you always know what to expect from us. We make adorable birds and pay attention to the details of each species, while striving for comfortable, wearable products. We use sensitive-safe metals and comfort stoppers for ultimate all-day wear.

Bespoke packaging

Our earrings are mounted on bespoke information cards that give the customer a beautiful unboxing experience for every bird they add to their collection. Each card has an image of the real bird species, its name and scientific name, as well as any indigenous names, and a brief overview of their diet, habitat and behaviours. Your wholesale order products will come mounted on these cards and protected with hex wrap. The cards will not be folded so you have options for your own display preference.

For wholesalers

Applying for wholesale

Any business in Australia or New Zealand can apply for an account, however, we reserve the right to accept and decline requests on a case-by-case basis. We need to know that your store has the right demographic for our products and that we are happy to be represented there. Our products need to integrate well with your business in terms of style and pricing.

How to sign up

We must review your wholesale account request before approval. You can request a wholesale account through our website [here](#).

How to shop

Once your account has been approved, you can log in to the wholesale portal [here](#). Once logged in, the website will only display wholesale exclusive products at wholesale prices, and you can place your order. We highly recommend going straight to our [Wholesale Shopfront collection](#) or the [Quick Order Form](#) for clarity. If any retail items are displaying on the site and you add them to your cart, they will be automatically removed.

MOQ

We have a minimum requirement of 30 products per order, and a minimum quantity of 10 per product.

Product availability

Due to the size of our flock, we aren't able to offer every product for wholesale. Wholesale products are made-to-order, so there won't be any sold out inventory in our wholesale shopfront.

Payment terms

All wholesale orders will be automatically submitted as draft orders. We will review your order and confirm that we are able to fulfil your wholesale request, and once confirmed we will send a payment request to your account email address. Payment must be made before the items are shipped.

Turnaround time

All wholesale orders are made to order. This allows us to maintain our retail store inventory and manage both sides of the business. Once your order has been placed, the turnaround time is 2-4 weeks for your products to be made. Shipping time is separate to this estimate.

Shipping rates

We only offer domestic regular post (not express) at a flat rate of \$15 within Australia, and a flat rate of \$25 to New Zealand. We may need to adjust your shipping rate based on larger orders.

Selling overseas

We only wholesale within Australia and New Zealand at this time. Any account requests for international sellers will be declined.

Product Catalogue

AUSTRALIAN NATIVES

STUDS

- Azure Kingfisher
- Black Cockatoo
- Boobook Owl
- Brushturkey
- Budgie - Blue/White
- Budgie - Green/Yellow
- Bush Stone-Curlew
- Cassowary
- Cockatiel (grey or lutino)
- Common Pigeon
- Crimson Rosella
- Eastern Rosella
- Eclectus Parrot Mismatched
- Emu
- Galah
- Gang Gang Cockatoo
- Gouldian Finch
- Grey Butcherbird
- Ibis - Bin Chickens

- King Parrot
- Kookaburra
- Magpie
- Pale-Headed Rosella
- Rainbow Lorikeet
- Sulphur-Crested Cockatoo
- Superb Fairywren
- Tawny Frogmouth



DANGLES/HOOPS

- Azure Kingfisher
- Black Cockatoo
- Brushturkey
- Crimson Rosella
- Eastern Rosella
- Eclectus Parrot Mismatched
- Galah
- Gang Gang Cockatoo
- Ibis - Bin Chickens
- King Parrot
- Kookaburra
- Magpie
- Noisy Miner
- Pale-Headed Rosella
- Rainbow Lorikeet
- Sulphur-Crested Cockatoo
- Superb Fairywren
- Willie Wagtail
- Zebra Finch

BIRDS OF AFRICA

STUDS

- African Grey Parrot
- Flamingo
- Lilac-Breasted Roller
- Ostrich
- Red-Billed Hornbill
- Secretary Bird

DANGLES/HOOPS

- African Grey Parrot
- Flamingo
- Ostrich
- Red-Billed Hornbill



BIRDS OF PREY

STUDS

- Barn Owl
- Peregrine Falcon
- Wedge-Tailed Eagle

HOOPS

- Barn Owl
- Nankeen Kestrel
- Peregrine Falcon
- Wedge-Tailed Eagle



BIRDS OF NEW ZEALAND

STUDS

- Kākāpō
- New Zealand Fantail
- Tūī

DANGLES/HOOPS

- Kākāpō
- Kea
- Kiwi
- New Zealand Fantail
- Tūī



Product Catalogue



COASTAL BIRDS

STUDS

- Emperor Penguin
- Little (Fairy) Penguin
- Pelican
- Puffin
- Seagull



OTHER

STUDS

- Blue and Gold Macaw
- Scarlet Macaw
- Snowy Owl

DANGLES/HOOPS

- Blue and Gold Macaw
- Scarlet Macaw
- Snowy Owl
- Snowy Owl 'Golden Letter'

PRINTED T-SHIRTS (COMING SOON)



currently unavailable

DESIGNS

- Printed direct-to-garment with water-based inks in Brisbane
- 'Wild Thing' Laughing Kookaburra
- 'Wild Thing' Rainbow Lorikeet
- 'Wild Thing' Pink Galah
- 'Wild Thing' Sulphur-crested Cockatoo

ADULT WOMEN'S TEE

- AS Colour Women's Maple Tee sizes XS - 2XL
- Sizes 3XL-5XL are the Staple Tee (men's sizing)
- Regular crew neck fit, 100% combed cotton

KID'S TEE

- AS Colour Kid's Staple Tee
- Sizes 4 and 6 (more available on request)
- Regular crew neck fit, 100% combed cotton

WOMEN'S CROP

- AS Colour Women's Crop Tee
- Sizes XS - XL
- Relaxed crew neck fit, 100% combed cotton

NEW RELEASES & FUTURE PRODUCTS

When we release new products, we will usually have them available for **retail only** for a limited amount of time. They will become available for wholesale **one month after their release**. The exceptions to this will be:

- Bird of the Month Australian redesigns, which will be available for wholesale as soon as they are available for retail.
- Seasonal collections (Halloween, Christmas), which may be available for wholesale earlier in order to have the products in your store at a suitable time.