



Banana Bear

WHOLESALE • 2026



TRADE & WHOLESALE PROGRAM • 2026

Wholesale *Pricing*

*Handmade ski & snowboard
helmet accessories — designed to
bring personality to the mountain.*

Handmade, interchangeable toppers that turn any
helmet into a character. Inside: **2026 collections,
pricing, and terms** — built for independent shops.

Handmade in Seattle

Interchangeable

Low minimums



CURATED ASSORTMENTS

Starter Collections

Display-ready packs — the easiest way to stock Banana Bear. MSRP shown for reference.



ADD PRODUCT PHOTO

Bird Flock Mini

LOWEST MINIMUM

6 assorted character birds

No 12-piece minimum. Per-piece drops once you order 12+.

\$169

37% OFF

MSRP ~~\$269.94~~ · \$28/unit wholesale



ADD PRODUCT PHOTO

Bird Flock Standard

12 assorted character birds

\$252

53% OFF

MSRP ~~\$539.88~~ · \$21/unit wholesale



ADD PRODUCT PHOTO

NEW CUSTOMER OFFER

Bird Flock Resort

24 assorted birds — full range

First-order offer for new accounts — our deepest discount.

\$398

NEW CUSTOMER · 63% OFF

MSRP ~~\$1,079.76~~ · Reg. wholesale ~~\$552~~ · \$17/unit



ADD PRODUCT PHOTO

Ocean Pack

12 ocean-themed styles

\$192

47% OFF

MSRP ~~\$359.88~~ · \$16/unit wholesale



ADD PRODUCT PHOTO

Best Sellers Pack

BESTSELLER

12 mixed best-selling styles

\$192

47% OFF

MSRP ~~\$359.88~~ · \$16/unit wholesale

NEW HERE?

New customers: the 24-piece Resort Flock, **\$398** on a first order — our deepest discount. Then restock by the piece — see **à la carte pricing**, next page.



PER-UNIT · BY THE PIECE

À la carte Pricing

One flat discount off each style's **Etsy retail price**, set by your **total order size** — every style, any mix. 12-piece minimum; under 12, take the 6-piece Mini pack.

BEST VALUE

UP TO 25 PCS

48%

off Etsy retail

26-50 PCS

52%

off Etsy retail

51+ PCS

57%

off Etsy retail

Bird Collection

NO.	STYLE	ETSY	≤25	26-50	51+
01	Pip	\$44.99	\$23	\$22	\$19
02	Barry	\$44.99	\$23	\$22	\$19
03	Macawesome	\$44.99	\$23	\$22	\$19
04	Pickle	\$44.99	\$23	\$22	\$19
05	Clumsy	\$44.99	\$23	\$22	\$19
06	Peepzilla	\$44.99	\$23	\$22	\$19
07	Owlbert Einstein	\$44.99	\$23	\$22	\$19
08	Tofu	\$44.99	\$23	\$22	\$19
09	Chirpzilla	\$44.99	\$23	\$22	\$19
10	Popcorn	\$44.99	\$23	\$22	\$19
11	Cardi Beak	\$44.99	\$23	\$22	\$19
12	Tucker	\$44.99	\$23	\$22	\$19

Classic Collection

NO.	STYLE	ETSY	≤25	26-50	51+
19	Green Dinosaur	\$29.99	\$16	\$14	\$13
20	Bee	\$29.99	\$16	\$14	\$13
21	Blue Shark	\$29.99	\$16	\$14	\$13
25	Banana	\$29.99	\$16	\$14	\$13
26	Orange	\$29.99	\$16	\$14	\$13
30	Cherry Blossom	\$39.99	\$21	\$19	\$17
33	Brown Chicken	\$29.99	\$16	\$14	\$13
34	White Chicken	\$29.99	\$16	\$14	\$13
35	Chef Mouse	\$29.99	\$16	\$14	\$13
36	Cheese	\$29.99	\$16	\$14	\$13
37	Mystery Fish RANDOM	\$29.99	\$16	\$14	\$13

☀ Prices per piece, rounded to the dollar. **Starter packs keep their own fixed prices** — no extra discount — but their pieces count toward your tier.



THE ESSENTIALS

Ordering & Terms

ORDER MINIMUM

12 pieces or any pack

First orders and reorders alike — any mix of 12, or any Starter Pack.

LEAD TIME

3–6 weeks

Handmade to order; scales with order size.

SHIPPING

Quoted separately

Custom freight quote on orders over 12 kg.

PLACE AN ORDER

Let's get you stocked.

Email your order or questions — we'll reply within 5 business days.

EMAIL

megan@bananabearstudios.com

ORDER ONLINE

bananabear.com/wholesale

STUDIO

Seattle, WA



Thanks for bringing personality to the mountain.

BANANA BEAR