WHOLESALE CATALOG

Little Cow Co.

100% NATURAL SOY WAX CANDLES
LACED WITH ORGANIC BUTTER

Subtle, clean-burning candles with scents that float on butter.

MISSION & METHOD

We hand pour candles that people love — and donate 5% of revenue to veterans in crisis.

There's a moment, just as the butter starts to melt in the oven, when a baking cake fills the whole kitchen with warmth. Little Cow Co. pours that magic into every candle — scents that stay subtle, spread naturally, and fill your space without overwhelming it.

Small batch. Made in the Pacific Northwest.

OUR STORY

$12.50 WHOLESALE
$25 RETAIL
CASE OF 4 / $50

Jars

9 OZ
50+ HR BURN

Alpine Campfire CAN-JAR-9-ALP
AMBER · SMOKED BIRCH · LEATHER

Arctic Bloom CAN-JAR-9-ABL
LILAC · BERGAMOT · MUSK

Driftwood CAN-JAR-9-DRF
SEA SALT · SANDALWOOD · CORIANDER

Felling Trees CAN-JAR-9-FEL
CEDAR · DOUGLAS FIR · HEMLOCK
★ BEST SELLER

Frozen Juniper Grove CAN-JAR-9-FRO
FRESH JUNIPER · VOLCANIC SOILS · PEAR

Huckleberry Blossom CAN-JAR-9-HUC
NECTAR · HUCKLEBERRY · HONEY
★ BEST SELLER

Lavender Meadows CAN-JAR-9-LAV
LAVENDER · SAGE · CACTUS FLOWER

Mountain Mint CAN-JAR-9-MNT
MINT · CUCUMBER · EUCALYPTUS

Tiny Oranges CAN-JAR-9-TNY
ORANGE · GRAPEFRUIT · PEACH

Where Wildflowers Meet The Pacific CAN-JAR-9-WLF
BLUEBELLS · SEA SALT · AMBER
★ BEST SELLER

$6.25 WHOLESALE
$12.50 RETAIL
CASE OF 6 / $37.50

Travel Tins

3.5 OZ
20+ HR BURN

- Alpine Campfire — CAN-TIN-3.5-ALP
- Arctic Bloom — CAN-TIN-3.5-ABL
- Driftwood — CAN-TIN-3.5-DRF
- ★ Felling Trees — CAN-TIN-3.5-FEL
- Frozen Juniper — CAN-TIN-3.5-FRO
- ★ Huckleberry — CAN-TIN-3.5-HUC
- Lavender Meadows — CAN-TIN-3.5-LAV
- Mountain Mint — CAN-TIN-3.5-MNT
- Tiny Oranges — CAN-TIN-3.5-TNY
- ★ Wildflowers / Pacific — CAN-TIN-3.5-WLF

$17.50 WHOLESALE
$35 RETAIL
CASE OF 4

Wine Tumblers

8 OZ · 40+ HR BURN
THEN A REUSABLE, INSULATED DRINKING TUMBLER

- Alpine Campfire — CAN-TUM-8-ALP
- Arctic Bloom — CAN-TUM-8-ABL
- Driftwood — CAN-TUM-8-DRF
- ★ Felling Trees — CAN-TUM-8-FEL
- Frozen Juniper — CAN-TUM-8-FRO
- ★ Huckleberry — CAN-TUM-8-HUC
- Lavender Meadows — CAN-TUM-8-LAV
- Mountain Mint — CAN-TUM-8-MNT
- Tiny Oranges — CAN-TUM-8-TNY
- ★ Wildflowers / Pacific — CAN-TUM-8-WLF

BETTENCOURT

How To Order Through Bettencourt Group

EMAIL ELISSA@BETTENCOURTGROUP.COM
PHONE 206-849-9199

Little Cow Co.

Line Sheet

orders@littlecowco.com · 503 832 7569 · littlecowco.com · faire.com/direct/littlecowco

TRAVEL TINS | 3.5 oz · 20+ hr burn · Case of 6 · $6.25 wholesale · $12.50 retail					
ITEM #	**DESCRIPTION**	**UPC**	**UNIT COST**	**CASE QTY**	**CASE COST**
CAN-TIN-3.5-ALP	Candle Tin 3.5oz Alpine Campfire	850058583006	$6.25	6	$37.50
CAN-TIN-3.5-ABL	Candle Tin 3.5oz Arctic Bloom	850058583198	$6.25	6	$37.50
CAN-TIN-3.5-DRF	Candle Tin 3.5oz Driftwood	850058583013	$6.25	6	$37.50
CAN-TIN-3.5-FEL	Candle Tin 3.5oz Felling Trees	850058583020	$6.25	6	$37.50
CAN-TIN-3.5-FRO	Candle Tin 3.5oz Frozen Juniper Grove	850058583082	$6.25	6	$37.50
CAN-TIN-3.5-HUC	Candle Tin 3.5oz Huckleberry Blossom	850058583075	$6.25	6	$37.50
CAN-TIN-3.5-LAV	Candle Tin 3.5oz Lavender Meadows	850058583204	$6.25	6	$37.50
CAN-TIN-3.5-MNT	Candle Tin 3.5oz Mountain Mint	850058583051	$6.25	6	$37.50
CAN-TIN-3.5-TNY	Candle Tin 3.5oz Tiny Oranges	850058583044	$6.25	6	$37.50
CAN-TIN-3.5-WLF	Candle Tin 3.5oz Where Wildflowers Meet the Pacific	850058583037	$6.25	6	$37.50

JARS | 9 oz · 50+ hr burn · Case of 4 · $12.50 wholesale · $25.00 retail					
ITEM #	**DESCRIPTION**	**UPC**	**UNIT COST**	**CASE QTY**	**CASE COST**
CAN-JAR-9-ALP	Candle Jar 9oz Alpine Campfire	850058583099	$12.50	4	$50.00
CAN-JAR-9-ABL	Candle Jar 9oz Arctic Bloom	850058583181	$12.50	4	$50.00
CAN-JAR-9-DRF	Candle Jar 9oz Driftwood	850058583105	$12.50	4	$50.00
CAN-JAR-9-FEL	Candle Jar 9oz Felling Trees	850058583112	$12.50	4	$50.00
CAN-JAR-9-FRO	Candle Jar 9oz Frozen Juniper Grove	850058583129	$12.50	4	$50.00
CAN-JAR-9-HUC	Candle Jar 9oz Huckleberry Blossom	850058583136	$12.50	4	$50.00
CAN-JAR-9-LAV	Candle Jar 9oz Lavender Meadows	850058583143	$12.50	4	$50.00
CAN-JAR-9-MNT	Candle Jar 9oz Mountain Mint	850058583150	$12.50	4	$50.00
CAN-JAR-9-TNY	Candle Jar 9oz Tiny Oranges	850058583167	$12.50	4	$50.00
CAN-JAR-9-WLF	Candle Jar 9oz Where Wildflowers Meet the Pacific	850058583174	$12.50	4	$50.00

WINE TUMBLERS | 8 oz · 40+ hr burn · Case of 4 · $17.50 wholesale · $35.00 retail					
ITEM #	**DESCRIPTION**	**UPC**	**UNIT COST**	**CASE QTY**	**CASE COST**
CAN-TUM-8-ALP	Candle Tumbler 8oz Alpine Campfire	850058583228	$17.50	4	$70.00
CAN-TUM-8-ABL	Candle Tumbler 8oz Arctic Bloom	850058583235	$17.50	4	$70.00
CAN-TUM-8-DRF	Candle Tumbler 8oz Driftwood	850058583242	$17.50	4	$70.00
CAN-TUM-8-FEL	Candle Tumbler 8oz Felling Trees	850058583259	$17.50	4	$70.00
CAN-TUM-8-FRO	Candle Tumbler 8oz Frozen Juniper Grove	850058583266	$17.50	4	$70.00
CAN-TUM-8-HUC	Candle Tumbler 8oz Huckleberry Blossom	850058583273	$17.50	4	$70.00
CAN-TUM-8-LAV	Candle Tumbler 8oz Lavender Meadows	850058583211	$17.50	4	$70.00
CAN-TUM-8-MNT	Candle Tumbler 8oz Mountain Mint	850058583280	$17.50	4	$70.00
CAN-TUM-8-TNY	Candle Tumbler 8oz Tiny Oranges	850058583297	$17.50	4	$70.00
CAN-TUM-8-WLF	Candle Tumbler 8oz Where Wildflowers Meet...	850058583303	$17.50	4	$70.00

Little Cow Co. donates 5% of revenue to veterans in crisis. · Small batch, hand-poured in the Pacific Northwest.

OUR STORY

Little Cow Co.

Pacific Northwest candles, poured with 100% natural soy wax and real, organic butter.

Hand-pouring each batch at our production space in Twisp, WA — small runs, real ingredients.

ORIGINS

Butter, Cows, and the Oregon Coast

In 2022, when Travis returned home from a deployment, Lesley picked him up at the Portland airport and they headed straight for the Oregon Coast. For over a decade they had been talking with their friends Seda and Ben about starting a candle company. They just hadn't made it happen yet.

As they drove down the coast, they began pulling into gift shops and asking the owners a simple question: *is there a candle you'd like to put on your shelves but can't find out there?* To their surprise, the owners kept saying yes — they wanted something simple, all-natural, with a real local ingredient in it.

If you've ever cruised the Oregon Coast, you know there are cows everywhere. Travis spent part of his childhood living in an apartment that backed up to a dairy farm, and has always had a soft spot for the beasts — especially the little ones.

A couple of years before the deployment, Travis had been working outside in the cold rain for a while when he flung open the front door and could not believe the scent filling up the house. *"What smells so good?!"* he yelled. *"I don't know, I just added the butter!"* Lesley yelled back. That stuck with both of them.

As they made their way down the Pacific coast, they pulled into a small dairy farm. Eating hearty ice cream and walking along the cattle fields, one of them finally said it out loud: *what if we mixed some butter into our candles — would they smell as good as it does when we're cooking?*

And so the experiment began in earnest. Hundreds of sputtering wicks later, they found it: a homemade blend of 100% natural soy wax and organic butter that melts and burns beautifully.

When you start baking with butter, the whole kitchen smells good. When that butter heats up, it really floats the scent around — it brings out the goodness. Little Cow Co. brings that goodness to candles.

TIMELINE & MISSION

Where We've Been

2022 — **Founded in Portland, OR** — Travis started Little Cow Co. out of his own house, with help from his wife Lesley, friend Ben, neighbor Ken, and more.

2025 — **Robbie comes on board** — Travis' longtime friend took over factory operations and relocated production to Twisp, WA, where every candle is hand-poured today.

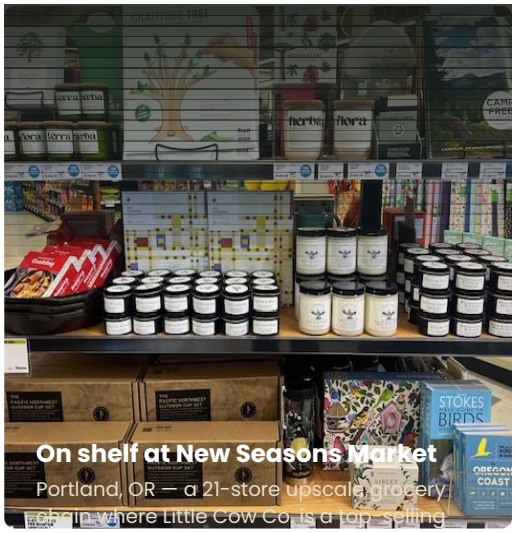
2026 — **Two hubs, one brand** — Backend business operations moved to Southern Oregon, while front-end sales stayed rooted in Portland, OR.

WHY IT MATTERS
BUILT TO GIVE

Written by Travis, Veteran Owner/Operator: In 2019, during military training, one of my teammates lost two family members on the same day. The Red Cross couldn't help. The Pararescue Foundation could — arranging travel, logistics, and cost, right away. I knew then that I wanted to be part of a small business that supported efforts like that.

5%
OF ALL REVENUE, EVERY YEAR

$6,845
DONATED TO PARARESCUE FOUNDATION, 2025



On shelf at New Seasons Market
Portland, OR — a 21-store upscale grocery chain where Little Cow Co. is a top-selling brand.

QUICK TALKING POINTS FOR THE BUYER MEETING

- 100% natural soy wax + real organic butter — no synthetic-oil shortcuts.
- Hand-poured in small batches in Twisp, WA.
- Founded by a veteran — mission is baked into the brand, not bolted on.
- 5% of revenue funds veterans in crisis, via the Pararescue Foundation.