

Spring Summer 2024





Dot & Lil

A NOTE FROM OUR FOUNDER ANNE

Dot & Lil started in 2008 as a project with my sister. We started by making soaps and lip balms and selling them at local events. My sister soon left to pursue adventures in California, but I was obsessed with the world of fragrances and decided to take the leap of building our little project into something bigger.

Dot & Lil line has always been inspired by the beauty of tradition and the special world of flowers. Now celebrating our 15th year, our products are still made by hand, now by our Dot & Lil team of 15 people in our Montréal atelier. Our line is now successfully carried by over 500 fine retailers across North America. We love making beautiful things for you and we can't wait to see what the future will hold for our little team!

xoxo, Anne + the Dot & Lil team

Keep in touch...

5563 rue Fullum, suite 208, Montréal, Québec

**USA orders ship domestic
from our warehouse in New York state**

orders@dotandlil.com - (514) 836-0984

Shop wholesale online:

dotandlil.store





limited edition *Wildflower Collection*

Planting wildflowers is the best way to support pollinators like bees and butterflies. This collection is inspired by fields of wildflowers and the classic scents of a country garden in the summer. A fresh new take on our celebration of the special universe of flowers!

LIMITED EDITION BAR SOAPS - 4.5 oz / 128 g

Wholesale cost: \$4.50 Minimum: 6 each

sfs0001 Echinacea wildflower soap

sfs0002 Dandelion wildflower soap

sfs0003 Clover wildflower soap



LIMITED EDITION SOY CANDLES - 7.2 oz / 205 g

Wholesale cost: \$12.00 Minimum: 4 each

bfs0001 Echinacea wildflower candle

bfs0002 Dandelion wildflower candle

bfs0003 Clover wildflower candle

Bath Salts + Bath Flowers

Add salt to bath water for a luxurious vintage-style soak. Our bath salts are a blend of epsom salt, real botanicals & flower petals, with carefully blended essential oils and fragrance oils. 16.6 oz / 470 g.

- sel0001 bergamot & rose petal bath salt
- sel0002 lavender & hibiscus flower bath salt
- sel0004 heirloom flower garden bath salt
- sel0005 eucalyptus & lime bath salt
- sel0006 peony & olive leaf bath salt
- sel0007 white tea & ginger bath salt

Wholesale cost: \$10.00
Minimum: 6 each

Our bath flowers can be used alone for a botanical bath, or combined with another bath product (think milk bath) for ultimate bath luxury! Six different kinds of gorgeous petals and whole flowers in 0.7 oz / 20 g jar, a stunning gift.

fle0001 bath flowers
Wholesale cost: \$12.00
Minimum: 4 each



Bath Milks

These milks are by far our best-selling category. Dot & Lil's best-selling milk bath has luxuriously moisturizing whole milk powder, with ground oatmeal and baking soda to soften the water and your skin. This super-rich and soothing formula turns the bath water milky, white and opaque and gives you a Cleopatra-like bathing experience. Leaves skin sweetly scented and soft. Made with real milk, in our classic 11.6 oz / 330 g glass bottle or mini sample-size pack.



- lai0003 rice flower milk bath
- lai0004 lavender & hibiscus milk bath
- lai0006 lilac milk bath
- lai0007 peony & olive leaf milk bath
- lai0008 bergamot milk bath
- lai0010 eucalyptus & lime milk bath
- lai0011 mimosa blossom & nectarine

Wholesale cost: \$10.00

Minimum: 6 each



Mini-Milks

- plai0004 lavender & hibiscus milk bath
- plai0007 peony & olive leaf milk bath

0.9 oz / 25 g single-use size

Wholesale cost: \$1.50

Minimum: 100 pieces mixed

Bubble Bath Milks



A bubbling version of our best-selling powdered milk baths! Our classic milk formula, but with lots of frothy bubbles. Bubble milks create a moisturizing and luxurious bath surrounded by rich bubbling milk. 12 oz / 340 g.

- lbm0001 honeysuckle bubble milk bath
- lbm0002 white tea & ginger bubble milk bath

Wholesale cost: \$13.00

Minimum: 6 each

Sparkling Milk Bath Cubes

Our Dot & Lil version of a bath bomb! Add cube to bath water and watch it fizz, dispersing a rich moisturizing blend of milk and real flower petals. Individual cubes come in a pretty box. Refillable bulk glass jar of 24 for display. Our famous Dot & Lil milk bath, as a sparkling bath cube!



INDIVIDUAL CUBES (BOXED) 3.5 oz / 90 g.

- cub0001 lavender & hibiscus milk bath cube
- cub0002 rice flower milk bath cube
- cub0003 honeysuckle milk bath cube
- cub0005 peony & olive leaf milk bath cube
- cub0006 white tea & ginger milk bath cube
- cub0007 mimosa blossom & nectarine milk bath cube
- cub0008 **NEW** eucalyptus & lime milk bath cube - **STARTS SHIPPING MARCH 2024**

Wholesale cost \$4.25
Minimum: 6 each



BULK DISPLAY JAR (24 pieces + jar + bags):

Wholesale cost: \$97.00

- bcu0001 lavender & hibiscus display jar
- bcu0002 rice flower display jar
- bcu0003 honeysuckle display jar
- bcu0005 peony & olive leaf display jar
- bcu0006 white tea & ginger display jar
- bcu0007 mimosa blossom & nectarine display jar
- bcu0008 **NEW** eucalyptus & lime display jar - **STARTS SHIPPING MARCH 2024**

BULK REFILL (24 pieces + bags):

Wholesale cost: \$92.00

- rcu0001 lavender & hibiscus bulk refill
- rcu0002 rice flower bulk refill
- rcu0003 honeysuckle bulk refill
- rcu0005 peony & olive leaf bulk refill
- rcu0006 white tea & ginger bulk refill
- rcu0007 mimosa blossom & nectarine bulk refill
- rcu0008 **NEW** eucalyptus & lime bulk refill - **STARTS SHIPPING MARCH 2024**

BULK SKUs COME WITH 24 ACCOMPANYING CLEAR CELLO LABELLED BAGS



Flower Bath Milk Sachets

Inspired by heirloom seed packets, these bath sachets with beautiful flower illustrations by Mathilde Cinq-Mars each contain enough milk bath for 1-2 botanical baths surrounded by flower petals. An easy-to-ship format of our classic milk bath that makes the perfect stocking stuffer. 2.6 oz / 75 g.



- bat0001 lilac flower
- bat0002 lavender & hibiscus flower
- bat0004 rice flower
- bat0005 honeysuckle
- bat0006 white tea & ginger
- bat0007 peony & olive leaf
- bat0008 mimosa blossom & nectarine
- bat0009 **NEW** eucalyptus & lime

Wholesale cost: \$5.00
Minimum: 6 each



Hand + Body Crèmes

Our hand + body crèmes have a special formula made with rich and emollient shea butter and coconut oil, to deeply moisturize and protect skin even in harsh winter conditions. An elegant glass bottle that matches our liquid soaps and milk baths.



16 fl. oz / 473 ml GLASS BOTTLE (\$22.00 Minimum 4 each)
4 oz / 118 ml TRAVEL SIZE (\$10.00 Minimum 6 each)

- cre0001 rice flower hand + body crème
- cre0002 lavender & hibiscus hand + body crème
- cre0003 peony & olive leaf hand + body crème

- pcre0001 **TRAVEL SIZE** rice flower hand + body crème
- pcre0002 **TRAVEL SIZE** lavender & hibiscus hand + body crème
- pcre0003 **TRAVEL SIZE** peony & olive leaf hand + body crème

Alcohol Hand Gels



Your number one choice should always, always be soap and water! But when you are out and about or in a shop, alcohol hand gel is the next best thing. Dot & Lil hand gels are **70% alcohol**, with a smooth finish that is as non-drying as possible. This 4 oz travel size is perfect to throw in a bag. Finally a hand gel as pretty and high-quality as the rest of the items you offer in your shop!

4 fl. oz / 118 ml TRAVEL SIZE

Wholesale cost: \$5.00 Minimum: 6 each

pgel0001 rice flower travel size hand gel

pgel0002 lavender & hibiscus travel size hand gel

Liquid Hand + Body Soaps

Pure soaps for hands + body, made with olive oil and coconut oil. Packaged in the same classic glass bottles that our milk bath comes in, and available in 8 fragrances to match all your Dot & Lil favorites. Our 1.89 L refill size comes in a matching clear glass growler jug for easy refills.



16 fl. oz / 473 ml BOTTLES (\$13.00 Minimum 6 each)

64 fl. oz / 1.89 L BULK REFILLS (\$36.00 Minimum mix any 2)

3.4 fl. oz / 100 ml TRAVEL SIZE (\$4.00 Minimum 6 each)

lsa0007 eucalyptus & lime (refill: bls0004)

lsa0008 fresh fir

lsa0009 lavender & hibiscus (refill: bls0006, travel size: plsa0009)

lsa0010 rice flower (refill: bls0007, travel size: plsa0010)

lsa0011 honeysuckle (refill: bls0008)

lsa0012 white tea & ginger (refill: bls0009)

lsa0013 peony & olive leaf (refill: bls0010, travel size: plsa0013)

lsa0014 **NEW** mimosa blossom & nectarine (refill: bls0011)



Bar Soaps

Dot & Lil soaps are finely crafted using a base of plant oils and glycerin. They lather abundantly and last a long time. Each scent is made with a different colorful design, then stamped and wrapped with a beautiful patterned label. 4.5 oz / 128 g.



- sav0005 honeysuckle
- sav0007 lilac
- sav0022 rice flower
- sav0027 eucalyptus & lime
- sav0029 white tea & ginger
- sav0030 fresh fir

- sav0031 lavender & hibiscus
- sav0032 peony & olive leaf
- sav0033 bergamot
- sav0034 mimosa blossom & nectarine

Wholesale cost: \$4.50
Minimum: 6 each



Top Sellers

Perfumes

Dot & Lil perfumes spray on as a light oil, are absorbed very quickly and leave skin silky smooth with long-lasting scent. They are packaged in a frosted glass apothecary bottle with a sprayer, and come in a pretty gift box. They are designed to be used on pulse points as a body perfume. 1.2 fl. oz / 35 ml.



- par0001 honeysuckle perfume
- par0006 rice flower perfume
- par0007 lilac flower perfume
- par0008 white tea & ginger perfume
- par0009 lavender & bergamot perfume
- par0010 peony & olive leaf perfume
- par0011 **NEW** mimosa blossom & nectarine

Wholesale cost: \$16.00

Minimum: 2 each



Laundry + Diffuser Fragrances

Our top-selling scents, now offered as pure concentrated fragrances for laundry and diffusers. To scent the room, use 4-6 drops in a diffuser. To scent laundry, add 5-10 drops onto wool dryer balls and place in the dryer. Our wool dryer balls are made of 100% pure wool and are packaged in a pretty hand silk-screened reusable cotton bag. They act as a natural fabric softener and also reduce drying time. 0.5 fl. oz / 15 ml.



- frm0001 rice flower laundry + diffuser fragrance
- frm0002 lavender & hibiscus laundry + diffuser fragrance
- frm0003 peony & olive leaf laundry + diffuser fragrance
- frm0004 eucalyptus & lime laundry + diffuser fragrance
- frm0005 white tea & ginger laundry + diffuser fragrance
- frm0006 fresh fir laundry + diffuser fragrance
- frm0008 **NEW** mimosa blossom & nectarine laundry + diffuser fragrance

Wholesale cost: \$8.00

Minimum: 4 each

- bal0001 set of 3 wool dryer balls + cotton bag

Wholesale cost: \$12.00

Minimum: 4 each

Classic Soy Candles

Dot & Lil's finely hand-poured candles are made with a wax blend of 100% pure soy & botanical oils, with a cotton wick. Each candle is hand-poured in a glass jar with white metal lid, and comes in a beautiful patterned box. This 7.2 oz / 205 g size burns for approximately 45 hours.



45-hour SOY CANDLE - Wholesale cost: \$13.00 Minimum 4 each

- | | |
|-----------------------------|--|
| bou0001 rice flower | bou0006 fresh fir |
| bou0002 honeysuckle | bou0008 eucalyptus & lime |
| bou0003 lavender & hibiscus | bou0009 mimosa blossom & nectarine |
| bou0004 white tea & ginger | bou0010 NEW limited edition lilac |
| bou0005 peony & olive leaf | (jar only, no box - \$12) |



Air + Linen Mists

Spray into the air to scent the room, or onto linens and fabrics as a refresher spray. The 8 oz / 237 ml frosted glass bottle has a sprayer that can be locked, making it easy for travel.

- bru0001 rice flower air + linen mist
- bru0002 lavender & hibiscus air + linen mist
- bru0003 peony & olive leaf air + linen mist
- bru0004 white tea & ginger air + linen mist
- bru0005 eucalyptus & lime air + linen mist
- bru0006 honeysuckle air + linen mist
- bru0007 fresh fir air + linen mist
- bru0009 mimosa blossom & nectarine air + linen mist

Wholesale cost: \$14.00

Minimum: 4 each



Milk Bath Cube Gift Sets

Three of our famous milk bath cubes, wrapped up in pretty paper and ready to give. These sets are offered in our top three fragrances, the perfect way to stock up on this best-selling category.



cad0060 rice flower milk bath cube gift set

cad0061 lavender & hibiscus milk bath cube gift set

cad0062 peony & olive leaf milk bath cube gift set

Wholesale cost: \$11.50

Minimum: 4 each



Ribbon Gift Sets

Gifts sets perfect for Mother's Day, or the ultimate ready-to-give hostess or self-care gift. Pretty patterned boxes with a window to let you see what's inside, beautiful ribbon handles, and great value for three products!



MILK BATH GIFT SETS

3 X 2.5 oz / 70 g + box

cad0050 three milk bath gift set (rice flower, peony & olive leaf, lavender & hibiscus)

Wholesale cost: \$17.00 Minimum: 4 each

CANDLE GIFT SETS

3 X 3.5 oz / 100 g + box

cad0051 three candle gift set (rice flower, peony & olive leaf, lavender & hibiscus)

Wholesale cost: \$19.00 Minimum: 4 each

Library Gift Sets

Add salt or milk to your bath water for a luxury soak surrounded by real botanicals. Mix and match the fragrances in the libraries to customize your soak. These sets come in beautiful 2-piece gift boxes with 4 large vials of salt or milk.



cad0054 Library of bath salts gift set (Bergamot & Rose, Eucalyptus & Lime, Heirloom Flower Garden, Lavender & Hibiscus)

cad0055 Library of bath milks gift set (Rice Flower, Peony & Olive Leaf, Lavender & Hibiscus, Bergamot)

4 vials + box

Wholesale cost: \$16.00 Minimum: 4 each



cad0040



cad0042

Teacup Candles

Our teacup candles come in three fine bone china patterns, made just for us. The scalloped edges are delicately detailed with real gold. Dot & Lil teacup candles burn for 20-25 hours and the soy wax washes out easily with soap and hot water afterwards, leaving you with a lovely keepsake cup and saucer set. Each candle includes a beautifully printed dust cover and gift box. 3.9 oz / 110 g.

INCLUDES BEAUTIFUL GIFT BOX + DUST COVER

cad0040 Dot & Lil teacup + saucer rice flower candle boxed set (pale pink and green pattern)

cad0041 Dot & Lil teacup + saucer honeysuckle candle boxed set (floral cup + green saucer)

cad0042 Dot & Lil teacup + saucer peony & olive leaf candle boxed set (blue & white pattern)

Wholesale cost: \$20.00 Minimum 3 each



cad0041

Classics Starter Set

The perfect place to start if you are just getting to know our line. Our top three scents in an easy-to-merchandise assortment of our best-selling categories. To keep it simple, start here!

Total of 81 pieces + testers for \$816.50



RICE FLOWER, LAVENDER & HIBISCUS, PEONY & OLIVE LEAF

- 6 X each of 3 bar soaps (18 total)
- 6 X each of 3 milk bath cubes (18 total)
- 4 X each of 3 soy candles (12 total)
- 4 X each of 3 crèmes (12 total)
- 6 X each of 3 milk baths (18 total)
- 3 X Rice Flower teacup candle (3 total)

sta0001 Dot & Lil Classics starter set (81 pieces - \$787.50)
dtsta0001 Classics starter set TESTERS (\$57.75 value for \$29.00)



Fragrance Glossary

Peony & Olive Leaf



The classic queen of all flowers! A blend of soft pink petals and elegant musk with lush fruit top notes. A clean and feminine spring scent with a hint of fresh green olive leaves carried on a warm breeze.

Lavender & Hibiscus



This classic essential oil scent is fresh and herbal, straight from a garden flower bed! Soothing and relaxing.

White Tea & Ginger

A comforting blend of fresh ginger heart notes with a warm tea base. A soft, almost woody scent with a touch of sparkling fresh ginger.

Eucalyptus & Lime

A breath of fresh air. Fresh and clean with citrus notes and a twist of crisp rind. The deep camphorous and menthol notes of eucalyptus are balanced by the lightness of the fresh lime.

Honeysuckle

A walk in the garden on a hot summer day, with sweet flower nectar notes and warm leaves and grass underfoot. Our Honeysuckle is a fresh, sweet ozone smell with lots of green stem undertones.

Rice Flower



Sweet, fresh and soft with a hint of ozone. Light and delicate, with a base of subtle, creamy vanilla and coconut. What are rice flowers? Small perfumed buds that grow on the Aglaia Odorata, or Chinese Perfume Tree.

Mimosa Blossom & Nectarine



The dreamy warm scent of mimosa flowers in bloom, mixed with luscious nectarine. Delicate notes of honey and fresh water underly this elegant fruity fragrance that transports you to springtime in the south of France.

Lilac Flower

True to a real lilac, not overpowering or powdery but fresh and crisp. Smells exactly like the flower that blooms for all too brief a time each spring!

Bergamot

A very special scent that combines herbal base notes with spicy citrus top notes. Bergamot is best known as the main flavouring of Earl Grey tea. Smells like a hot cup of lemony tea on a rainy day.

Fresh Fir

A perfect cozy holiday fragrance or a fresh, green and woody scent for the rest of the year. Smells exactly like a Christmas tree or a mountain forest!

Special Order

We are happy to offer the vials of bath salts and bath milk from our popular 'Library' gift sets as an individual item, available as a special order of 50 pieces. Perfect for corporate gifting, impulse buying, and gift boxes. Your order will be produced for you, and a 5-10 day lead time applies. These may ship separately from your regular order.

- 3ozsel0001 bergamot + rose petal bath salt vial
- 3ozsel0002 lavender & hibiscus bath salt vial
- 3ozsel0004 heirloom flower garden bath salt vial
- 3ozsel0005 eucalyptus & lime bath salt vial
- 3ozlai0003 rice flower milk bath vial
- 3ozlai0004 lavender & hibiscus milk bath vial
- 3ozlai0007 peony & olive leaf milk bath vial
- 3ozlai0008 bergamot milk bath vial

Wholesale cost: \$4.00 Minimum: 50 each



Bulk Sizes

Bulk sizes so that you can offer **refills in-store!** Many customers are making great efforts to reduce packaging and we are so pleased to finally standardize these options, that we've offered to some of you for many years by individual special request, making them easy to order. Your order will be produced for you, and a 5-10 day lead time applies. These may ship separately from your regular order.

AVAILABLE IN 1 GALLON BULK SIZE:

- Bath salt
- Bath milk
- Bubble bath milk,
- Liquid soap
- Hand gel

Ask us for the bulk catalog



OUR CLARK + JAMES LINE. TIMELESS, UNISEX FRAGRANCES

CLARK & JAMES is a timeless, heirloom-inspired unisex line of goods for body and home. Carefully designed and finely crafted by the same team that makes our lovely Dot & Lil goods, in our own atelier. A different look, with the same heirloom quality.



CÈDRE

The nostalgic scent of summer in the woods, with classic notes of smoke and cedar. Inspired by rainy days wrapped in old wool blankets, campfires, and the distinctive scent of an old wood cabin.

GIN

The fragrance of evening cocktail parties and a roaring good time. Inspired by a classic gin & tonic, with notes of juniper, rosemary, ginger and a hint of fresh lime.

HÉRITAGE

The beauty of tradition captured in a scent. Notes of fresh water, wood, soft musk and orange blossoms. The fragrance of a proud history, and of well-made things passed carefully from one generation to the next.



COTTON ROPE SOAPS

Our cotton rope soaps are finely crafted hand + body soaps with a built-in loop made of natural 100% unbleached cotton rope. These bars are large, long-lasting, lather abundantly and are gentle on skin. 8.1 oz / 230 g.

- crs0001** CÈDRE cotton rope soap
- crs0002** GIN cotton rope soap
- crs0003** HÉRITAGE cotton rope soap

Wholesale cost: \$7.50 Minimum: 4 each



ROOM SPRAYS

Spray into the air to scent the room, or onto linens and fabrics as a refresher spray. The 8 oz / 237 ml amber glass bottle has a sprayer that can be locked, making it easy for travel.

- acj0001** CÈDRE room spray
- acj0002** GIN room spray
- acj0003** HÉRITAGE room spray

Wholesale cost: \$14.00 Minimum: 4 each



LIQUID HAND + BODY SOAPS

Pure soaps for hands + body, made with olive oil and coconut oil. Rich, moisturizing lather and a scent that lingers on the skin. The amber glass apothecary bottles are perfect for bathroom or kitchen. 16 fl. oz / 473 ml.

- scj0001** CÈDRE liquid soap
- scj0002** GIN liquid soap
- scj0003** HÉRITAGE liquid soap

Wholesale cost: \$15.00 Minimum: 4 each



SOY CANDLES

Finely hand-poured candles made with a wax blend of 100% pure soy & botanical oils, with a cotton wick. Each candle is hand-poured in an amber glass jar with metal lid, and comes with a beautiful gold-detailed box. This 7.2 oz / 205 g size burns for approximately 45 hours.

- bcj0001** CÈDRE soy candle
- bcj0002** GIN soy candle
- bcj0003** HÉRITAGE soy

Wholesale cost: \$15.00 Minimum: 4 each

Dot & Lil

How to order

ONLINE AT DOTANDLIL.STORE

ORDERS@DOTANDLIL.COM · (514) 836-0984

Please place your order online at www.dotandlil.store for fastest service.

You may also email us your order, or place orders by phone if you prefer.

If there is a sales rep or agency for your area, please place orders directly with them.

Shipping

USA wholesale orders ship domestic from our warehouse in Champlain, NY. Most orders ship within 3 to 5 business days. There is a freight cap for each area of the United States. We can also advise you at the time of your order if you have any concerns about freight cost.

Minimums & MSRP

Minimum wholesale order is \$150, and you can combine our Dot & Lil and Clark & James lines to meet that minimum. No case packs, only a minimum per SKU which allows you to build your assortment however you wish. Our MSRP (Suggested Retail) is 2 to 2.4 X our wholesale price, at your discretion based on your preference, location, target customer and shipping cost.

Display testers

Display testers help the customers see, smell and try the products, and they greatly increase the sell-through of the line! They are **full sized products** with a sweet 'tester' sticker and are available at 50% off wholesale cost, **maximum of 1 tester per SKU per order**. We do not allow ordering of testers without the product. Consult www.dotandlil.store for more details!

Best-sellers

The best-sellers in the Dot & Lil line are the bath milks, bath milk cubes, and bar soaps. Best selling fragrances across categories are Peony & Olive Leaf, Rice Flower, and Lavender & Hibiscus. The best sellers in the Clark & James line are the rope soaps and candles!

Payment

We accept payment with all major credit cards, or via cheque. Payment is required before we can physically pack your order. To expedite the order process please provide payment information when placing your order.

Free gifts + products on every order over \$350 !

Free 'about us' signage + a sign for each product category, included with every order.

Have questions? Get in touch!

Dot & Lil Bath and Body Inc. 5563 rue Fullum, suite 208, Montréal, QC

USA ORDERS SHIP DOMESTIC FROM OUR NEW YORK STATE WAREHOUSE

orders@dotandlil.com (514) 836-0984