

2026 WHOLESALE PARTNER GUIDE

Direct Factory Sourcing for Independent 4x4 Shops

Stop sharing your profits with distributors.

At Camp Auto Parts, we empower independent shops to become their own brands. By sourcing directly from our ISO 9001 factory, you unlock margins of 40-60% on high-ticket items. This guide outlines our wholesale pricing tiers and shows exactly how much profit you can generate by adding an "Adventure Section" to your showroom.

1. Wholesale Price List (The Margins)

**Prices are FOB China. Shipping varies by volume.*

Product Name	Tier 1: Sample (1 Unit)	Tier 2: Shop Stock (5-10 Units)	MSRP (Retail Price)	YOUR PROFIT (Per Unit)
Arctic Wedge RTT (Aluminum Hard Shell)	\$950	\$850	\$1,899	\$1,049
Heavy Duty Foldout (Soft Shell 4-Season)	\$650	\$550	\$1,299	\$749
270 Degree Awning (Freestanding)	\$280	\$240	\$699	\$459
Shower/Privacy Tent (Alu Box)	\$90	\$75	\$199	\$124

2. Monthly Profit Projection (The Calculator)

You don't need high volume to make high profit. Look at the math:

Scenario A: The "Side Hustle" (Low Volume)

You sell just 2 Hard Shell Tents per month to customers waiting for suspension work.

- Revenue: \$3,798
- Product Cost: \$1,700
- **NET PROFIT: \$2,098 / Month**

(That pays for your shop's rent or utilities!)

Scenario B: The "Overland Expert" (Medium Volume)

You become the local dealer. You sell 5 Tents + 5 Awnings per month.

- Revenue: \$12,990
- Product Cost: \$5,450

• **NET PROFIT: \$7,540 / Month**

(That's nearly \$100k extra profit per year.)

3. Build YOUR Brand (OEM Service)

Don't advertise for other brands. We offer **FREE Laser Engraving** on aluminum shells for orders of 10+ units. We can also customize fabric colors and rainfly logos.

READY TO START? REQUEST YOUR SAMPLE TODAY

Email: info@campautoparts.com | Web: campautoparts.com