

One More Scoop Wholesale

Why One More Scoop

One More Scoop is a Kansas City based homemade ice cream company. Our goal as a company is to make high-quality, homemade ice cream that will bring a taste of joy to everyone who tries it; we want to be a company and serve a product that gives people a reason to gather together, and we do that by making the best ice cream we can at a reasonable cost.

We make all of our own ice cream in Kansas City, and make an effort to use all-natural, high quality ingredients. For example, we do not use food dye to color our ice cream, but use all-natural coloring agents instead. We also bake our own cakes in our cake-based ice cream to make the ice cream taste rich and fresh. We try to eliminate waste by using plastic buckets for our ice cream instead of cardboard buckets, so they can be washed, reused and eventually recycled. We also sell dairy free ice cream and sorbets so even those who can't have dairy can enjoy a treat.

Wholesale client Greg Brown appreciates One More Scoop's dedication to a high quality product and customer service:

"The Pint Sized Ice Cream Shop is very happy to be doing business with One More Scoop. They have serviced our account very well since we opened in May of this year even though we are one of their smaller accounts. They have responded quickly to our texts and emails. And they have always followed through on their commitments.

We are told every day by our customers that our ice cream tastes great. We feel this has a lot to do with One More Scoop's commitment to using better and more natural ingredients.

Ian and Connor have shown a personal interest in helping our business get off to a good start. We look forward to working with them for many years to come."

Greg Brown, Pint Sized Ice Cream Shop, Nevada, MO

One More Scoop Wholesale

Why One More Scoop Makes Financial Sense

We sell our ice cream wholesale in 3-gallon tubs. Our prices for 3-gallon tubs range from \$40-\$55, with \$47.50 being the average bucket price. While OMS isn't the cheapest 3-gallon ice cream tubs you can buy wholesale, we believe we have the best product at our price range. Since we have the best product at our price point, you can charge more per scoop of ice cream and will sell more of it than the cheapest options available.

Per scoop, our ice cream is about 25 cents more expensive than the cheapest options, but based on previous clients and our experience, you can charge at least 50 cents more per scoop using One More Scoop ice cream and will sell more ice cream at a higher price point. That's what Matt and Hannah Geehan, owners of Rocky Mountain Chocolate Factory in Union Station, found out when they switched to One More Scoop, seeing an increase in sales and business despite raising prices.

"During the holiday season of 2020, the previous owner received information about OMS. She wanted to bring in a more upscale ice cream to go along with the premium chocolates that RMCF carries. So, One More Scoop was brought in and at the time we were making our waffle cones from scratch.


Fast forward to January 2022 and we kept One More Scoop but decided to purchase premade cones as our business skyrocketed over the previous owner's sales from 2021. Currently we have purchased 660 units of ice cream, 3% over last year to date but 28% more than 2021. We have enjoyed working with Ian and Connor, they have been helpful by always delivering a quality product."


Matthew Geehan, Rocky Mountain Chocolate Factory, Union Station


One More Scoop Wholesale


More Than Ice Cream


We at One More Scoop take great pride and care in the success of our wholesale clients, and offer support beyond our product.


 We offer free delivery of ice cream, assuming a minimum bucket based on drive distance is met.


 We provide flavor tags that list the name of the ice cream, descriptions of the flavor and list the allergens in each ice cream.

 Our billing is all paperless and invoices can be paid online.

 We sell paper products, cones and cone mixes at wholesale pricing.

 We have rotating and seasonal flavors, which we highlight in a monthly newsletter to help you stay informed on what product is available and what is working for us.

 We have recipes and training materials that can help you get your business started and train your employees.

 You have direct access to the owners of the business who started the business and make the product. We have been running our ice cream stores and food trucks since 2019, and can help you solve any issues or problems that arise.