



FALL SPORTS

- GRASS
- LOCKER ROOM
- MEMORABILIA

IN THIS ISSUE...

LEARN TO MAKE



GET CLEAN AND SANITIZE

*After-Sports
Waterless Hand Cleanser*



DEODORIZE AND FRESHEN

*Locker Room
Foot Powder*



SHOW OFF YOUR TEAM SPIRIT

*Sport Ball
Embed Paper Soap*



Wholesale Supplies Plus is pleased to offer this publication to better educate and inform our customers on trends, best practices, products, inspiration, recipes, and much more! Stay tuned each month for a new installment themed for the appropriate season to give you the inspiration and information you need to make your business as successful as possible!

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TABLE OF CONTENTS

Theme Articles

Featured Theme: Grass	4
Featured Theme: Locker Room Aid	5
Featured Theme: Memorabilia	6

Featured Products

Featured Products: Grass	8
Featured Products: Locker Room Aid	9
Featured Products: Memorabilia	10
New Products	11

Featured Recipes

Featured Recipes: Grass	12 - 14
Featured Recipes: Locker Room Aid	16 - 19
Featured Recipes: Memorabilia	20 - 23
Cold Process Recipes: Spice Fall Chai Soap & Tea Tree and Chamomile Soap	24 - 25

Business Articles

How to Prepare for Holiday Shoppers	26
How to Use Body Language to Make a Sale	27
Expertly Managing Your Business Day	28
Beauty and the Beer	29

WSP Savings Center

Ratings & Reviews Coupons	30
WSP Fragrance of the Month: Fresh Cut Grass	31
Safe Sale Guarantee	32
WSP Reward Center	33

Trends

Industry & Retail Trends	34 - 35
--------------------------	---------

WSP News

Social Media Contest Information & Winners	36 - 37
Show & Tell	38
Around the Water Cooler & Employee Trivia	39

Past Issues

See What You Might Have Missed!	46
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Inspired by the Gridiron/the Pitch/ the Back Nine/the Field!

While a lot of athletic fields are being converted from grass to level, uniform fields of turf, we appreciate the original gritty, earthy fields full of gorgeous grass. This is where we pull some inspiration from this month.

Aside from the beauty of a lush field, the smell and the feel of grass is often a fond memory from most of our youths. Running around barefoot in the summer on soft grass while taking in the scent of green mixed with dirt is how most of us remember our school-free summers of

fun. One whiff of that heady scent and you're transported back to that simpler, carefree time.

For those sports fans amongst us, just seeing a field of green can make our fan alarms go crazy. Creating a fervor for the games we love, that often 100-yards of plush green can thrill even the most latent of fans. An empty field before a game can bring an anticipatory excitement each fan can enjoy before their favorite team takes the field.

While fall means a lot of different things to a lot of different people, fall sports rank high on a number of people's top things they love about the season. Focusing on this aspect of the fall sport craze can help you create a number of products that will resonate with your customers for that reason. You can create fun, MP Soaps that mimic your favorite grassy playing field. An easy recipe with a rectangular mold and some creative embedding can help you make your own 'field of dreams.'

Another great idea for this inspiration is creating a number of organic, grass scented soaps or lotions that bring that clean, green scent to your customer's everyday shower or bath and body routine. There are a number of very popular scents that can be used to bring the outside, in. Plus, this time of year when it gets a bit crisper and cooler outside, having that inviting scent with you indoors can aid in chasing away the blues that might come as you realize summer has ended.

If you want to dive into this trend, but don't know where to start, take a look at the following pages to grab the inspiration may need to start creating a line of fun grass-inspired products for the fall season. Whatever the creation might be, [Wholesale Supplies Plus](http://www.wholesalesuppliesplus.com) is sure to have the ingredients you need to create that perfect soap or cosmetic product. Stop by www.wholesalesuppliesplus.com for all of your supply needs and get started on these recipes while the fall sport season is in its infancy. Then you can be ensured that your creations will be picked up by your fall-sport loving customers!

Soothe, Clean and Deodorize with Products Designed for Athletes!

For as many of us who like to watch fall sports, there's just as many who like to play them. With so many active individuals out there, creating products that cater to the specific needs of athletes can be an untapped source of inspiration.

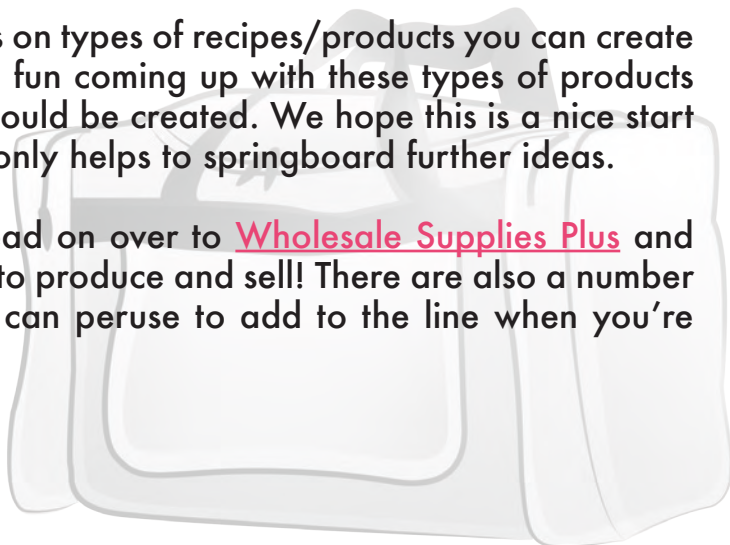
There are a number of factors that contribute to an athlete having specialized needs for their bath and body products. Anyone who's opened up a gym bag that's been sitting for a bit can tell you, keeping your equipment smelling fresh can be a bit of a challenge. For those of us who squeeze in a workout or a game on our lunch hour or before work, getting clean quickly and efficiently is another challenge one can face. You also have those athletes that perform almost every day of the week and have a whole other set of issues that come with tired muscles, dry, chapped skin or the need to address the issues of hardcore cleansing after a particularly hard, long practice several days a week. These are just a few issues that you can address with a line dedicated to the athletes of the world.



So what type of products should you focus on to start? Really, it runs the gamut! Soaps with moisturizing or deodorizing qualities could be great for customers who are constantly in the shower after hard work outs. Moisturizing lotions and balms are also great for those customers who are looking at dry, possibly cracked skin after playing sports in the cooler temperatures of fall or runners who try and continue their outside runs until the snow hits the ground. Deodorizing powders or sachets for gym bags and smelly shoes are yet another route to go down to help minimize the damage of stinky, sweaty clothes being confined into a small space for any amount of time. While that might not appeal to the actual athlete, those moms of high school athletes will flock to any product that might help them take care of that particular problem!

Take a look at the following pages to get specific ideas on types of recipes/products you can create to get you started with this new type of line. We had fun coming up with these types of products and know that we just scratched the surface of what could be created. We hope this is a nice start for anyone who wants to approach this concept and only helps to springboard further ideas.

Once you've figured out what you want to make, head on over to [Wholesale Supplies Plus](http://WholesaleSuppliesPlus.com) and grab all of the ingredients you need to set yourself up to produce and sell! There are also a number of other recipes that fall into this category that you can peruse to add to the line when you're ready!





Sports, Fans and Fun - Inspiration from Fall Sports Memorabilia!

One look around any department store or sporting goods store and you'll immediately see the obvious need for fans to display their favorite teams proudly. Be it a hat, t-shirt, jersey, coffee mug, mouse pad, beer glass - every fan loves to have a bit of memorabilia to show off the love of their favorite team. With the massive market sports memorabilia holds, it is an easy way to gain some customers and sales by delving into it.

Super fans are hard to miss. Sporting the gear more often than not, you can tell immediately what team they love and what sports-themed stuff they will buy. They often have rooms or parts of rooms dedicated to these teams and try to get their hands on as much memorabilia as they can get. This is an easy audience to target for this type of line. They'll snatch up a bar of Ohio State (pardon our bias - this office is mostly Ohio State fans!) themed soap in no time to adorn their Ohio State themed bathroom. Create a scent through a mixture of fragrance oils that compliments what you feel your hometown's team's scent might be and create a few products with that. Guaranteed you'll get a few fans interested in these products just because of the team affiliation.

Another application of this theme is to create memorabilia type products for your community's teams as fundraisers. Your local high school could sell soaps in the shape of their mascot or bath and body products that are packaged with the school's mascot or colors. This would be a great alternative to the bake sales and candy sales that typically generate these types of funds for schools. Plus everyone who wants it can have a little piece of the school memorabilia for their homes!

When creating these types of products, there could be issues with copyrights and trademarks. Please be cognizant of what you can and cannot create with college or professional teams logos, mascots or slogans. Local, school or similar teams would have a bit more leniency, but make sure what you create won't cause a problem with the teams you're looking to honor. You can generally search for this type of information on the internet to get the information you need to create the products you want within those teams' regulations.

[Wholesale Supplies Plus](http://www.wholesalesuppliesplus.com) has the colorants you need to satisfy all of the teams' colors you need and a variety of molds that fit into many teams' mascot symbols. Take a look at www.wholesalesuppliesplus.com for all of these products and more to create a full line of products geared toward sports memorabilia. Then be sure to take a look at the ideas we've come up with for this theme in the following pages!



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Ferns & Dragonflies
Silicone Mold



Leaf Guest
Soap Mold
or Wax Tart Mold



Leaf & Pumpkin
Combo
Silicone Mold



Leaf Shaped
Cutters -
Set of 3



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Dirt
Fragrance Oil 141



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Mahogany Teakwood*
Fragrance Oil 559



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MP Soap Base - 2 lb Tray



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Concentrate



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Creamy Hand & Body Wash
for Foamer Bottles



2 oz Clear Round
Bullet Plastic Bottle
20/410



2 oz Standard
Malibu Tottle Bottle -
22/400 1.5"



2 oz Clear
Boston Round Plastic Bottle -
20/410



2 oz Clear
Cylinder Round Plastic Bottle
20/410



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Neutralizing FO 426



20/410 Black
Smooth Disc
Top Cap



20/410 Natural
Plastic Bottle
Orifice Reducer



22/400 Black
Flip Top Cap
- 1.5 inch



22/400 White
Flip Top Cap
- 1.5 inch



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Football
Silicone
Mold



Star
Silicone
Mold



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Horse Shoes
Soap Mold (CC 184)



Bone
Soap
Mold (MW 19)



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Brown Sparkle
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Crafter's Choice™
Stained Glass Citrus Orange
Liquid Color



Crafter's Choice™
Crafter's Choice™
24 Karat Gold Sparkle
Soap Color Bar



Crafter's Choice™
Crafter's Choice™
Black Sparkle
Mica Powder



Alphabet
Silicone
Molds - Letters A to Z



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Oval - Basic - GLOSSY
Silicone Mold 1606



Number
Silicone Molds -
Numbers 0 to 9



Fleur de Lis
Guest Soap Mold or
Wax Tart Mold



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Harvest Ale
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Crafter's Choice™
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Fragrance Oil 396



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Pumpkin Lager
Fragrance Oil 663



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Crafter's Choice™
Mahogany Teakwood*
Fragrance Oil 559



Crafter's Choice™
Christmas Bulb
(24 Mini)
Silicone Mold



Crafter's Choice™
Caribbean Smoothie
Fragrance Oil 383



Crafter's Choice™
Cucumber & Fresh Mint
Fragrance Oil 409



Crafter's Choice™
Meet Me In Tahiti*
Fragrance Oil 600



Crafter's Choice™
Urban Cowboy
Fragrance Oil 754



Crafter's Choice™
Marshmallow
Fragrance Oil 566



Crafter's Choice™
Rockin' Raspberry
Fragrance Oil 666



Crafter's Choice™
Jingle Bell Ale
Fragrance Oil 527



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BLADES OF GRASS GRIDIRON MP SOAP RECIPE



BUY THIS RECIPE AS A KIT!

Project Level: Intermediate
Estimated Time: 1 Hour
Yields: Approximately a 44 oz. Loaf

Light and refreshing, like lying in the grass. Cut bars in half and they are perfect for guest soaps or to throw in your gym bag.

INCI Ingredient List: Sodium Cocoate, Propylene Glycol, Sodium Stearate, Glycerin, Water, Sorbitol, Sodium Laureth Sulfate, Sodium Myristate, Sodium Cocoyl Isethionate, Triethanolamine, Butyris Lac (Buttermilk) Powder, Avena Sativa (Oat) Kernel Flour, Honey, Calendula Officinalis (Calendula) Flower Extract, Titanium Dioxide, Chromium Oxide, Iron Oxide.

Ingredients

- 4 Pounds Crafter's Choice Extra Clear MP Soap
- 2 Pounds Crafter's Choice Detergent Free Baby Buttermilk MP Soap
- 1 Piece Crafter's Choice Woodland Green Soap Color Bar
- 1 Piece Crafter's Choice matte Yellow Soap Color Bar
- 2 Ounces Crafter's Choice Lemongrass Mint Fragrance Oil
- 1 Crafter's Choice Loaf - Regular - Clear Silicone Mold
- 1 Crafter's Choice Wavy Soap Cutter

Equipment

- Microwave or Double Boiler
- Scale (for weighing soap)
- Wavy Soap Cutter
- Large Glass Measuring Cup
- Spray Bottle with Alcohol
- Thermometer
- Mixing Spoon
- Spatula

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Weigh 41 oz. of extra clear soap. Cut up into small chunks and place in a large glass measuring cup.
3. Cut the Matte Green Soap Color Bar cube into quarters. Add 1 of the quarter pieces to the bowl.
4. Place bowl in microwave and heat until soap has melted. Remove periodically to stir. Continue in 15 second intervals if soap has not completely melted.
5. Measure out 1 fl. oz. of Lemongrass Mint Fragrance Oil and stir into melted green soap.
6. Pour soap into Regular Silicone Loaf Mold and spritz the top of the soap with rubbing alcohol to pop any surface bubbles. Allow soap to fully harden which will take a few hours.
7. Unmold the green loaf of soap. Cut the slices on thin angles. You can try slicing down on an angle and then the next cut make on a diagonal across the loaf. Take the slice and turn it long ways. Cut the slice into your blades of grass.
8. You may go through a few slices before you figure out the way you like your grass to look. Lay your grass slices in a long row; they will be easier to grab later when you are adding them to your soap.
9. Weigh 20 oz. of Baby Buttermilk Soap Base. Cut up into smaller chunks and place in a microwaveable bowl.
10. Add 1/8 of the Matte Yellow Color Bar cube to the bowl with the soap. Heat in microwave until soap and color bar have melted.
11. Measure out .5 fl. oz. of Lemongrass Mint Fragrance Oil and stir into melted soap.
12. When soap reaches about 134°F, it is ready to pour into the loaf mold.
13. Pour about 3/4 of the yellow soap into the mold. Spritz the green grass blades with rubbing alcohol. Have a spatula ready in one hand. With the other hand, take a fistful of the grass blades and place in the mold.
14. Use the spatula to keep the blades standing up so they do not fall into the yellow soap. A wider spatula will work better for this.
15. This step can be tricky because the alcohol makes the soap slippery. So, don't panic if some of the blades do fall into the soap.
16. Work your way down the loaf, adding grass pieces, spritzing more alcohol and using your spatula to keep them up. You can take individual grass pieces and stick them in wherever you have room.
17. Spritz the top of your loaf with alcohol and then use the remaining yellow soap to fill up the mold and fill in any cracks. Give the top of your loaf one last spritz and allow it to harden completely.
18. When the soap is completely hard, carefully unmold it. The wavy soap cutter works best to slice this loaf because it is tall and will not easily smash the tall grass blades. You should get about 8 - 1 inch thick slices. You can trim the tops of any grass blades that are too tall for your liking.
19. If you wish to make guest bars, slice the soaps in half vertically. Package in airtight packaging and label accordingly.

Wholesale Supplies Plus is not responsible for the products you create from our supplies. You alone are responsible for product and recipe testing to ensure compatibility and safety.

Project Level: Easy
 Estimated Time: 1/2 Hour
 Yields: 24 - 15 ml. Bottles

Great product for throwing in gym bags or purses. Gently cleans hands when water is not available.

INCI Ingredient List: Water, Aloe Barbadensis Leaf Juice, Glycerin, Carbomer, Triethanolamine, Iodopropynyl Butylcarbamate, Diazolidinyl Urea, Disodium EDTA, Melaleuca Alternifolia (Tea Tree) Leaf Oil, Cymbopogon Schoenanthus Oil



BUY THIS RECIPE AS A KIT!

Ingredients

- 16 Ounces Crafter's Choice Aloe Vera Gel¹
- 2 Milliliters Crafter's Choice Tea Tree Essential Oil²
- 2.8 Milliliters Crafter's Choice Lemongrass Essential Oil³
- 4 Drops Crafter's Choice Stained Glass Forest Green Liquid Dye⁴
- 24 15 Milliliter Standard Natural LDPE Malibu - 15/415⁵
- 24 15/415 Black Smooth Basic Top Cap⁶

Equipment

- Glass Measuring Cup
- Mixing Spoon
- Plastic Dropper⁷
- Piping or Pastry Bag

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. In glass measuring cup, measure out the aloe vera gel.
3. Using a plastic dropper or pipette, add correct amounts of Tea Tree and Lemon Eucalyptus essential oils.
4. Add color of choice and gently mix in.
5. Fill Malibu bottles with product using a piping or pastry bag.
6. TO USE: Place small amount of product in hands and rub together. Essential oils naturally cleanse the hands when water is not available.



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LEMONGRASS BODY WASH FOR MEN RECIPE



BUY THIS RECIPE AS A KIT!

Project Level: Easy
Estimated Time: 1/2 Hour
Yields: 5 - 8 oz. Bottles

This refreshing lemon body and face wash with apricot seed powder will gently scrub away dirt and grim. The wheat germ oil helps keep skin moisturized and not dry.

INCI Ingredient List: Water, Ammonium Lauryl Sulfate, Glycerin, Prunus Armeniaca (Apricot) Seed Powder, Disodium Cocamido MIPA Sulfosuccinate, Propylene Glycol, Cocamidopropyl Betaine, Triticum Vulgare (Wheat) Germ Oil, Glycol Distearate, Sodium Laureth Sulfate, Cocamide MEA, Laureth-7, Acrylates/C10-30 Alkyl Acrylate Crosspolymer, Cymbopogon Schoenanthus Oil, Triethanolamine, Disodium EDTA, DMDM Hydantoin

Ingredients

- 32 Ounces Crafter's Choice Liquid Suspension Soap Base¹
- 1.5 Ounces Apricot Seed Powder²
- 1 Ounce Crafter's Choice Wheat Germ Oil³
- 1 Ounce Crafter's Choice Pearlizer & Foam Booster⁴
- 18 Milliliters Crafter's Choice Lemongrass EO⁵
- 5 Crafter's Choice Modern Boston Round Bottles⁶
- 5 Crafter's Choice 24/410 Black Smooth Disc Tops⁷

Equipment

- Glass Pyrex Measuring Cup
- Measuring Spoons
- Mixing Spoon
- Plastic Dropper
- Small Bowl

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. In a glass pyrex cup, pour 32 oz. of the liquid suspension base.
3. Add 1 oz. or 2 Tablespoons of Wheat Germ Oil and 1 oz. or 2 Tablespoons of Pearlizer and Foam Booster. Mix well but gently so you don't create too many bubbles.
4. Add 18 mls. Lemongrass Essential Oil and stir to mix well.
5. Add 1.5 oz. Apricot Seed Powder. Gently stir to incorporate all ingredients.
6. Pour mixture into 5 - 8 oz. bottles. Place caps on bottles.
7. Label product accordingly.
8. DIRECTIONS: Squeeze product into hands or onto a washcloth. Mix with a little water and use to cleanse skin. Rinse thoroughly.



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SINGLE USE GYM BAG MP SOAP RECIPE

Project Level: Easy
Estimated Time: 1/2 Hour
Yields: 10 - 6 Small Cube Clamshells

Perfect for the gym, after a game, or to take along on a trip. Simply remove one cube from clamshell and use in bath or shower. If any of the soap cube remains, simple throw it away.

INCI Ingredient List: Propylene Glycol, Sorbitol, Water, Sodium Stearate, Sodium Laureth Sulfate, Luffa Cylindrica Fruit Powder, Sodium Myristate, Sodium Cocoyl Isethionate, Triethanolamine, Glycerin, Fragrance, Benzophenone-4, Tetrasodium EDTA, Methylparaben, Propylparaben, Green 5, Yellow 5.

BUY THIS RECIPE AS A KIT!

Ingredients

- 2 Pounds Crafter's Choice Extra Clear MP Soap Base¹
- 4 Tablespoons Luffa Powder²
- 18 Milliliters Crafter's Choice Lime, Basil, Mandarin Fragrance Oil³
- 6 Drops Crafter's Choice Stained Glass Forest Green Liquid Color⁴
- 10 Pieces Clamshell with Hinged Lid - 6 Small Cubes⁵

Equipment

- Microwave
- Glass Pyrex Measuring Cup
- Soap Cutter⁶
- Scale (for weighing soap)
- Measuring Spoons
- Plastic Dropper⁷
- Mixing Spoon

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Weigh 16 oz. of extra clear soap and cut up into small chunks. Place in glass measuring cup.
3. Place in microwave and heat for about 30 seconds. Remove and stir. If solid soap remains, heat soap in 15-20 second intervals until all soap has melted.
4. Add 9 ml. fragrance oil and stir well.
5. Add 3 drops or more of Stained Glass Forest Green Liquid Color until desired shade is achieved.
6. Add 2 Tablespoons of Luffa Powder and stir well.
7. Pour soap evenly between 5 clamshells filling just to the top of each cavity. Spritz top with alcohol to pop any surface bubbles.
8. Set aside and allow soap to solidify.
9. Repeat steps 2-6 using remaining supplies.



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ATHLETIC MOISTURIZING BALM RECIPE

Project Level: Easy
Estimated Time: 1/2 Hour
Yields: 4 - 4 oz. Shallow Tins

This balm is perfect for after games or workouts or after showering to moisturize and help smooth rough areas like heels, elbows or anywhere the skins need a little TLC.

INCI Ingredient List: Butyrospermum Parkii (Shea Butter), Theobroma Cacao (Cocoa) Seed Butter, Mineral Oil (and) Cocos Nucifera (Coconut) Oil, Aloe Barbadensis Leaf Extract, Beeswax (or) Cera Alba, Tapioca Starch, Mentha Piperia (Peppermint) Oil, Menthol



BUY THIS RECIPE AS A KIT!

Ingredients

- 8 Ounces Crafter's Choice Shea Butter - Ultra Refined¹
- 8 Ounces Crafter's Choice Cocoa Butter - Natural²
- 2 Tablespoons Crafter's Choice Tapioca Starch - Pure³
- 2 Milliliters Crafter's Choice Vitamin E Natural⁴
- 4 Tablespoons Crafter's Choice Aloe Vera Oil - Clear⁵
- 1 Teaspoon Crafter's Choice Menthol Crystals⁶
- 5 Milliliters Crafter's Choice Peppermint (Redist) EO⁷
- 5 Milliliters Crafter's Choice Beeswax - White Granules NF
- 4 Pieces 4 oz. Silver Shallow Metal Tins

Equipment

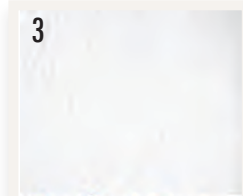
- Stove Top
- Metal Pan
- Scale
- Measuring Spoons
- Mixing Spoon
- Spatula
- Freezer

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Combine Shea Butter, Cocoa Butter and Beeswax in pot. Melt ingredients on low until all the ingredients are completely melted.
3. When all the ingredients are melted, remove the pot from the stove.
4. Add Tapioca Starch, Vitamin E, Aloe Vera Oil, Menthol Crystals and Peppermint EO.
5. Once everything is mixed well, pour the mixture into the tins.
6. Place the tins into the freezer for about 15-20 minutes. Remove and product is ready to use.
7. Directions: Use on feet, elbows, heels or wherever skin needs a little TLC.



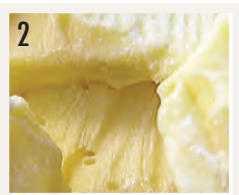
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LOCKER ROOM FOOT POWDER RECIPE

Project Level: Easy
Estimated Time: 1/2 Hour
Yields: 2 - Approximately 4.5 oz containers

This is a great overall powder. The arrowroot powder imparts a silky texture while the baking soda helps deodorize. This can be used in shoes or dusted on feet before putting on athletic socks.

INCI Ingredient List: Maranta Arundinaceae (Arrowroot) Powder, Zea Mays (Corn) Starch, Sodium Bicarbonate, Kaolin, Eucalyptus Citradoria Oil

BUY THIS RECIPE AS A KIT!

Ingredients

- 1 Cup Crafter's Choice Arrowroot Powder¹
- 1/2 Cup Crafter's Choice Cornstarch-Pure²
- 1/2 Cup Crafter's Choice Baking Soda³
- 1 Tablespoon Crafter's Choice Kaolin White Clay⁴
- 10 - 15 Drops Crafter's Choice Lemon Eucalyptus Essential Oil⁵
- 2 5 oz. Paper Powder Shaker Container - White⁶

Equipment

- Glass Bowl
- Measuring Cups
- Measuring Spoons
- Wire Whisk
- Plastic Dropper - 1⁷
- Sifter

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. In a medium bowl, blend all dry ingredients using a wire whisk.
3. Using a plastic dropper, add 10 drops Lemon Eucalyptus Essential Oil. Drizzle oil over powder. Do not put fragrance all in one spot.
4. Mix well with wire whisk breaking up any clumps that might appear.
5. Allow powder to sit overnight.
6. Then sift to make sure there are no clumps.
7. Package in powder shakers.
8. We have included 2 templates for labels if you choose to use them:
<http://www.wholesalesuppliesplus.com/PDFs/Labels/Powder-Template-White.pdf> or
<http://www.wholesalesuppliesplus.com/PDFs/Labels/Powder-Template-Black.pdf>



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Project Level: Advanced
 Estimated Time: Over 12 Hours
 Yields: 8 Slices - Approximately 4.35 ounces



This all natural shampoo bar is great for both men and women. It will create a luxurious, creamy lather that will leave hair and scalp squeaky clean and moisturized.

INCI Ingredient List: Water, Cocos Nucifera (Coconut) Oil, Helianthus Annuus (Sunflower) Seed Oil, Sodium Hydroxide, Elaeis Guineensis (Palm) Oil, Ricinus Communis (Castor) Seed Oil, Argania spinosa (Argan) Oil, Simmondsia Chinensis (Jojoba) Seed Oil, Theobroma Cacao (Cocoa) Seed Butter, Lavandula Angustifolia (Lavender) Oil, Mentha Piperia (Peppermint) Oil

Ingredients

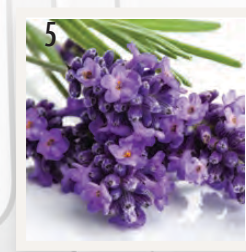
- 2.55 Ounces Crafter's Choice Castor Oil¹
- 2.55 Ounces Crafter's Choice Argan Oil²
- 2.55 Ounces Crafter's Choice Jojoba Oil - Golden
- 5.09 Ounces Crafter's Choice Sunflower Oil - Refined³
- 3.82 Ounces Crafter's Choice Palm Oil
- 1.27 Ounces Crafter's Choice Coconut Oil - 76° Melt
- 3.9 Ounces Crafter's Choice Sodium Hydroxide Flakes
- 10.64 Ounces Water
- .25 Ounces Crafter's Choice Peppermint (Redist) Essential Oil⁴
- .25 Ounces Crafter's Choice Lavender 30/32 Essential Oil⁵

Equipment

- Scale (to measure ingredients)
- Glass Pyrex Bowls (2)
- Large Mixing Bowl
- Stick Blender
- Stove Top
- Mixing Utensils
- Safety Equipment(glasses,gloves,sleeves)

Directions

1. This project and these instructions have been written for someone who has experience making soap and knows the potential dangers due to working with sodium hydroxide. It will not outline safety methods of working with dangerous chemicals, it is simply a soap recipe for advanced soapmakers.
2. Put on your protective gear. This is very important since you will be working with an extremely caustic base that can and will burn you if you touch it. Noxious fumes are also released from the exothermic reaction that occurs when you mix the sodium hydroxide with water
3. Wear a face mask or leave the vicinity quickly after stirring the sodium hydroxide into the water. If you get any lye on your skin just wash it off quickly with copious amounts of cool water
4. In separate containers, measure by weight your water and your Lye.
5. Gradually mix the Lye in water until the Lye Flakes are dissolved. Set aside in a safe place and allow to cool.
6. Measure your Castor, Argan, Jojoba and Sunflower Oil in a large bowl. This will be the bowl you will stick blend in, so make sure it will be large enough.
7. Measure your Cocoa Butter, Palm Oil and Coconut oil and melt over low heat until liquid. Once melted, add to your liquid oils.
8. When both your oils and your lye water are about 115°F or below you are ready to mix.
9. With all of your safety equipment on (safety glasses, gloves, sleeves), and stick blender ready, pour your lye water into the oils. We recommend pouring down the shaft of the stick blender to try to avoid air bubbles.
10. You are now ready to blend the soap. We stick blended until the soap reached a light trace, and then added our essential oils. Stir oils in by hand and pour into mold.
11. After 24 hours you can unmold/cut the soap. Allow to cure for 4-6 weeks before using. Check the PH to be sure it is at a skin-safe level.



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TEAM JERSEY MP SOAP RECIPE



BUY THIS RECIPE AS A KIT!

Project Level: Intermediate
Estimated Time: 2 Hours
Yields: 4 - Approximately 4.8 Oz. Bars

Every player will want a jersey soap with their number on it. Choose colors to match your team/school to show your school spirit.

INCI Ingredient List: Propylene Glycol, Sorbitol, Water, Sodium Stearate, Sodium Laureth Sulfate, Sodium Myristate, Sodium Cocoyl Isethionate, Triethanolamine, Glycerin, Iron Oxides, Ultramarines, Fragrance

Ingredients

- 2 Pounds Crafter's Choice Extra Clear MP Soap
- 2 Pounds Crafter's Choice Ultra White MP Soap Base
- 2 Ounces Crafter's Choice Gain* Fragrance Oil
- 1 Piece Crafter's Choice Matte Americana Red Soap Color Cube
- 1 Piece Crafter's Choice Matte Cobalt Blue Soap Color Cube
- 1 Crafter's Choice Rectangle Basic Glossy Mold
- 2 Crafter's Choice Beaker - Natural Polypropylene

Equipment

- Microwave or Double Boiler
- Glass Measuring Cup
- Digital Scale
- Soap Cutter
- Cookie Sheet
- Plastic Beakers - 2
- Plastic Dropper
- Pointy Knife or Cake Decorating Tool
- Small Paintbrush

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. FOR JERSEYS: Weigh 2.5 oz. of clear soap and place in a glass measuring cup. Add 1/2 of Cobalt Blue soap color cube. Heat until soap has melted. Stir to make sure the color bar has melted and mixed completely into soap.
3. Place Rectangle Silicone Mold on a cookie sheet. This gives the mold stability should it need to be moved.
4. Add 2 ml. of fragrance oil to melted soap and stir. Pour soap, dividing into the 4 rectangle soap cavities. Let soap harden.
5. Remove blue soap from mold. Using a soap cutter or knife, cut a "V" at the top for the neck. Cut out the sleeves which should be about 1 1/4" wide and about 3/8" in from the sides. Then trim down the sides to finish the jersey.
6. FOR STRIPES: Weigh .5 oz. of clear soap and place in small beaker. Add 1/4 of the red color bar cube. Heat in microwave until soap has melted. Remove and stir until color has blended in.
7. Pour soap into one of the rectangle mold cavities. Spritz soap with alcohol and let harden.
8. Remove soap from mold. Using a soap cutter, cut soap in half lengthwise. Cut small stripes for the jersey sleeves. Set aside.
9. FOR NUMBERS: Weigh and cut into chunks 2.5 oz. of white soap. Place in a small glass measuring cup, and heat in microwave until melted.
10. Place Rectangle Silicone Mold on a cookie sheet. This gives the mold stability should it need to be moved.
11. Soap should harden within 10 minutes. Once soap has set up, turn mold upside down and gently press on bottom to remove all 4 pieces of soap. These will be used for the numbers.
12. The pieces can be cut in half widthwise to make it easier to carve out the numbers.
13. Take one white soap and place over one blue jersey. Measure how big you want the numbers to be.
14. Using a pointy knife or cake decorating tool, cut out numbers for the jersey.
15. Melt .5 oz. clear soap in a plastic beaker. This will be the "glue" used to assemble the jerseys.
16. Using a child's paintbrush, paint the back of one number with the clear soap and place on jersey. Do the same with the stripes for the sleeves. Do not spritz pieces with alcohol. They stick better without this. The stripes may need to be trimmed if too long.
17. Let harden and set aside. Keep clear soap and paintbrush handy in case some of the pieces need to be re-glued.
18. Weigh and cut up 4 oz. of clear soap. Place in glass measuring cup. Add 1/2 of red color cube. Heat in microwave until soap and color have melted. Stir well.
19. Add 7 ml. of fragrance and mix in well.
20. Place Rectangle Silicone Mold on a cookie sheet. Pour melted red soap into each cavity, dividing soap evenly. Spritz with rubbing alcohol and let soap harden.
21. Weigh 14 oz. of white soap and cut into chunks. Place in glass measuring cup and heat until soap has melted. Remove and stir.
22. Add .5 oz. of fragrance oil to melted white soap. Stir.
23. This layer of soap will need to be poured at or below 125°F. If poured at a hotter temperature, it will melt the red layer and it will bleed into the white.
24. Spritz the red soap well with rubbing alcohol. Checking that the soap is close to 120°F, pour white soap over red, dividing evenly among the 4 cavities.
25. Spritz again and let soap harden.
26. Weigh 8 oz. of clear soap and cut up into chunks. Place in glass measuring cup and heat in microwave until melted.
27. Spritz tops of white soap in one cavity. Pour a small amount of clear into the mold, about 1 oz.
28. Take one jersey and spritz both sides well with alcohol. Immediately, place down into clear soap. You may need to hold the jersey down until the soap sets up as the jersey may tend to rise.
29. Then spritz again with alcohol and pour more soap over the top until it reaches the top of the mold. Spritz again.
30. Repeat with remaining 3 jerseys until all the soaps have been made. Let soaps completely set up.
31. Carefully remove soap from each cavity. Wrap with clear saran wrap so it is airtight.
32. Label according to FDA guidelines if selling.

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SPORT BALL EMBED PAPER MP SOAP RECIPE

Project Level: Intermediate
Estimated Time: 1 Hour
Yields: 6 - 4.75 Oz. Bars

These soaps are great for your child's team, as a fund raiser or end-of-year coach's gift.

INCI Ingredient List: Propylene Glycol, Sorbitol, Water, Sodium Stearate, Sodium Laureth Sulfate, Sodium Myristate, Sodium Cocoyl Isethionate, Triethanolamine, Glycerin, Titanium Dioxide, Ultramarines, Chromium Oxide, Iron Oxides



BUY THIS RECIPE AS A KIT!

Ingredients

- 24 Ounces Crafter's Choice Extra Clear MP Soap Base¹
- 6 Ounces Crafter's Choice Ultra White MP Soap Base
- 1 Piece Crafter's Choice Matte Cobalt Blue Soap Color Bar²
- 1 Piece Crafter's Choice Woodland Green Soap Color Bar
- 1 Piece Crafter's Choice Matte Americana Red Soap Color Bar³
- 2 Ounces Crafter's Choice Energizing EO & FO Blend⁴
- 1 Crafter's Choice Embed Paper for Soap
- 1 Crafter's Choice Round Basic Glossy Silicone Mold⁵

Equipment

- Microwave or Double Boiler
- Glass Measuring Cup
- Soap Cutter
- Thermometer
- Mixing Spoons
- Droppers - Plastic
- Spray Bottle with Alcohol (for spritzing)
- Laser Printer
- Scissors

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. EMBED PAPER CAN ONLY BE USED WITH LASER PRINTERS. When using embed paper in soap, the paper remains intact until soap is used to point of embed. At that time, paper dissolves in water.
3. Here is link to template for Sports Balls:
4. Using a laser printer, print the Sports Balls on the embed paper and cut out to fit into each soap cavity.
5. Weigh 6 oz. of clear soap. Cut into chunks and place in glass measuring cup.
6. Heat in microwave until soap has melted. Do not add fragrance as this may cloud soap.
7. Pour a small amount, just enough to cover the cavity, into the round soap mold. Spritz with alcohol, and place the embed paper face down in the cavity. You will see the paper absorbing the soap. Do not press down too far into the bottom of the cavity. Spritz again with alcohol.
8. Repeat until all cavities are filled. Allow to harden.
9. Weight 6 oz. of white soap and cut into chunks. Place in glass measuring cup and heat in microwave until melted.
10. Add 3.5 ml. of fragrance oil and mix into melted soap. Check soap temperature so it is no hotter than 125°F.
11. Spritz the cavities with alcohol and pour the white soap equally between all 6 cavities. Once poured, spritz with alcohol to release any surface bubbles. Allow to harden.
12. Weigh 6 oz. of clear soap. Heat in microwave until melted. Add 3.5 ml. of fragrance oil. (You will repeat this step for each color.)
13. To color the soap, we used approximately 1/8 of a color bar cube cut into small pieces. Add the cut up color bar to the melted soap and stir until dissolved.
14. If some color remains unmelted, place in microwave for 10-15 second increments until color has completely blending into soap.
15. Check soap temperature so it is at or below 125°F. Spritz top of soap cavity with alcohol, and pour colored soap into 2 cavities until it reaches the top of the cavity.
16. Spritz with alcohol to release any surface bubbles.
17. Repeat steps 11-15 with other colors until all cavities are filled. Allow to harden.
18. Once soap has hardened, remove from mold. Wrap soap with airtight packaging and label accordingly.



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HIP HIP HOORAY MP SOAP RECIPE



Project Level: Advanced
Estimated Time: 2 hours
Yields: 4 - 5 Oz. Bars

Created for the person who is always cheering the crowd on! This Pompom and Megaphone soap will make them say "HOORAY"! Change the colors to match your team.

INCI Ingredient List: Sorbitol, Propylene Glycol, Water, Sodium Stearate, Sodium Laureth Sulfate, Sodium Myristate, Silica, Triethanolamine, Sodium Cocoyl Isethionate, Glycerin, Titanium Dioxide, Polyethylene Terephthalate, Polyurethane 33, Mica (and) Titanium Dioxide (and) Iron Oxides.

BUY THIS RECIPE AS A KIT!

Ingredients

- 20 Ounces Crafter's Choice Clear Suspension Soap Base
- 14 Ounces Crafter's Choice Extra Clear MP Soap Base
- 4 Ounces Crafter's Choice Ultra White MP Soap Base
- 1 1/2 Teaspoons Crafter's Choice Ruby Red Glitter
- 1 1/4 Teaspoons Crafter's Choice 24 Karat Gold Sparkle Mica Powder
- 1 Crafter's Choice Rectangle - Basic Silicone Mold
- 1 Snowflake (24 Mini) Silicone Mold

Equipment

- Microwave or Double Boiler
- Digital Scale
- Soap Cutter
- Glass Measuring Cups - 2
- Measuring Spoons
- Cookie Sheet
- Measuring Cup - 1 ounce, Natural HDPE
- Pen or Shish-ka-Bob Skewer
- Thermometer
- Mixing Spoons
- Spray Bottle with Alcohol (for spritzing)
- Plastic Dropper

Directions

- NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
- FOR POMPOMS: Weigh and cut up 2 oz. of Extra Clear soap. Place in glass measuring cup.
- Heat in microwave until soap has melted - about 30 seconds.
- Add 1/2 teaspoon of first color to the melted clear soap. Mix well.
- Place the snowflake mold on a cookie sheet. This will give the mold stability should it need to be moved.
- Pour a thin layer of first color into each of the snowflake cavities. This should fill between 6-8 cavities. Ensure enough is poured so that the entire bottom of the snowflake is covered.**
- Weigh another 2 oz. of extra clear soap. Heat in microwave until soap has melted.
- Add 1/2 teaspoon of next color to the melted clear soap. Mix well.
- Pour a thin layer of 2nd color into more (6-8) individual snowflake cavities. Be sure enough is poured so the entire bottom of the cavity is covered.**
- NOTE: **If you would like to swirl the colors, pour the colors at the same time, side by side into each mold cavity. The 2 colors will blend together. Remember to only pour a thin layer and cover the entire bottom of the snowflake mold.
- FOR MEGAPHONE: Weigh another 2 oz. of Extra Clear soap. Heat in microwave until melted.
- Add 1/2 teaspoon of Brown Sparkle Mica Powder to the melted clear soap. Mix well.
- Place the Rectangle Basic Silicone mold on a cookie sheet. Pour a thin layer of the brown soap into the bottom of the 4 cavities ensuring the bottoms are completely covered.
- Allow all soap to harden. This should not take longer than 15 minutes. Unmold all soaps.
- Using the soap cutter, cut the Brown Sparkle Mica colored soap into a small megaphone. Total length should be 2 inches. NOTE: To get a good curved edge, use a 1 oz measuring cup.
- To write on the megaphone, use a pointed object like pen or shish-ka-bob skewer.
- TO MAKE 3 DIFFERENT SOAP DESIGNS: Decide which designs you want to make and follow directions below.
- Melt the remaining 8 oz. of clear soap in microwave. Once soap has reached temperature of 130°F, pour evenly (2 oz.) into each of the rectangle mold cavities.
- A) Using alcohol, spritz both sides of the snowflake and both sides of the megaphone soaps (soaps may be slippery. These pieces should have alcohol on them when placing them into the melted soap. If the alcohol has dried, spritz again).
- B) Place a megaphone in the soap towards one corner (with the smaller end in the corner and the larger end toward the middle of the soap). Then place 1 of the snowflakes in the opposite corners of the megaphone. Be sure the pieces are completely submerged in the soap.
- Place a megaphone in the soap first. Put it in the center of soap cavity. Then place 2 snowflakes in the mold at opposite corners. Ensure the pieces are completely submerged in the soap.
- Place a megaphone in the soap towards one corner (with the smaller end in the corner and the larger end toward the middle of the soap). Then place 1 of the snowflakes in the opposite corner of the megaphone. Ensure the pieces are completely submerged in the soap.
- Be sure to spritz all soaps on the top when you have finished placing pieces into the clear, melted soap.
- Allow all of the soaps to harden.
- Melt the 4 oz. of ultra white soap.
- Using alcohol, spritz the top again of each of the rectangle cavities. Pour a thin layer over each cavity in the mold. Ensure enough is poured so that the entire cavity is covered.
- Allow all of the soaps to harden. This should only take about 15 minutes.
- FOR SWIRLED BOTTOM LAYER:
- Using a glass measuring cup with spout, melt 10 oz. of the Suspension Clear soap.
- In another glass measuring cup with spout, melt remaining 10 oz. of the Suspension Soap base.
- To each glass container, mix in 1 teaspoon of each of the 2 mica powders to the melted soap. Stir until completely blended in.
- Add 6 ml. of fragrance to each separate color and mix.
- Spritz tops of the soap in each rectangle mold cavity generously with alcohol.
- Once soap has reached 125°F, pour both colors together into soap cavity until it reaches the top. Spritz with alcohol. Continue until all 4 cavities are filled.
- Allow soap to completely set up and harden.
- Unmold soaps and wrap so soap is airtight. If selling, label product accordingly.

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PAWPRINT & FOOTBALLS MP SOAP RECIPE

Project Level: Intermediate
Estimated Time: 2 Hours
Yields: 6 Footballs, 3 Paw Print Soaps

This is great for the person who's a true fan for their school or team. Make them feel that they are the teams #1 fan! With the fresh grass scent, it will be like they were part of the team.

INCI Ingredient List: Propylene Glycol, Sorbitol, Water, Sodium Stearate, Sodium Laureth Sulfate, Sodium Myristate, Sodium Cocoyl Isethionate, Triethanolamine, Glycerin, Titanium Dioxide, Fragrance, Polyester-3, Violet 2, Yellow 7 Dioxide, Ultramarines, Chromium Oxide, Iron Oxides



BUY THIS RECIPE AS A KIT!

Ingredients

- 36 Ounces Crafter's Choice Ultra White MP Soap Base¹
- 2.5 Ounces Crafter's Choice Liquid Glycerin²
- .5 Ounces Crafter's Choice Bunch Berry Purple Dye Powder³
- .5 Ounces Crafter's Choice Laser Lemon Dye Powder⁴
- 1.5 Ounces Crafter's Choice Fresh Cut Grass Fragrance Oil⁵
- 1 Paw Prints Soap Mold
- 1 Football Silicone Mold

Equipment

- Microwave or Double Boiler
- Scale (for weighing soap)
- Soap Cutter
- Glass Mixing Bowls-Large and Small
- Plastic Beakers - 2
- Plastic Droppers - 1
- Mini-Mixer
- Measuring Spoons
- Spray Bottle (for spritzing)

Directions

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Before starting, decide on your two school/team colors for your soap. For these soaps, we used the Neon Laser Lemon Dye Powder and the Neon Bunch Berry Purple Dye Powder.
3. Weigh 1 oz. of Ultra White and place in small plastic beaker. Heat in microwave at 10 second intervals until melted.
4. In a small bowl, gently mix 1 teaspoon Liquid Glycerin with 1/4 teaspoon of first powder color (Neon Laser Lemon Powder). Using a mini-mixer or frother will help blend the powder into the liquid.
5. Add mixed color to 1 oz. melted Ultra White Soap.
6. Using a plastic dropper, place colored soap in paw prints and football laces of molds. Spritz with alcohol to dissolve bubbles. Allow the soap to harden.
7. To keep dropper flowing freely, place in warm water when not in use. Before using again, be sure to empty water from the dropper.
8. Weigh 18 oz. of Ultra White Soap. Cut up into chunks and place in glass measuring cup. Heat in microwave until soap has completely melted.
9. In a separate bowl, mix 1 oz. Liquid Glycerin with 1 1/2 teaspoons of second color (Neon Bunch Berry Purple Powder). Use mini-mixer to help incorporate powder.
10. Add mixed color to 18 oz. melted Ultra White Soap. Add 16 ml. fragrance and stir to mix well.
11. Spritz inside of each soap cavity generously with alcohol. This ensures the overpour will stick to the last soap layer poured.
12. Pour soap evenly between all paw print and football cavities filling each cavity to the top.
13. Allow soap to harden completely. Package and enjoy.
14. If purchasing the soap kit, we have included extra powder colors to match your school/team.



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SPICED FALL CHAI SOAP

Fills WSP Silicone Soap Mold!

Ingredients

- 7 oz. Coconut Oil
- 2.8 oz. Sweet Almond Oil
- 5.6 oz. Rice Bran Oil
- 12.6 oz. Olive Oil
- 7 oz. distilled water
- 3.9 oz. Sodium Hydroxide
- 8 Chai Tea bags
- 1.3 oz. Crafter's Choice Sweet Vanilla Chai Fragrance Oil
- .28 oz. sodium lactate (optional)



Directions

1. Melt coconut then add room temperature oils. Next boil 16 oz. distilled water (we're using extra to account for any evaporation). Add 6 chai tea bags to the distilled water. Let steep for 5 minutes. Remove tea bags and strain. Weigh tea for a total of 10.6 oz. in a plastic pitcher. Let cool. Add lye to brewed tea and stir until dissolved. Let cool. Once cool, stir in sodium lactate.
2. At desired temperature for oils and water (between room temperature and 115F recommended), add lye/juice solution to oils and bring to light trace. Put stick blender aside and stir in fragrance oil. Next open up two tea bags and pour in the dried chai tea into the soap and stir. Sprinkle on extra dried chai tea if desired.
3. Pour into mold. Let sit overnight covered with plastic wrap to prevent any soda ash. Release and unmold. Cut into bars. Cure for 4 weeks before use.



Sweet Vanilla Chai
Fragrance Oil



Coconut Oil



Sweet Almond Oil

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TEA TREE AND CHAMOMILE BAR

Fills WSP Silicone Soap Mold!

Ingredients

- 7 oz. Coconut Oil
- 4.2 oz. Cocoa Butter
- 1.4 oz. Castor Oil
- 2.8 oz. Sunflower Oil
- 12.6 oz. Olive Oil
- 3.9 oz. Sodium Hydroxide
- 10.6 oz. Distilled Water
- 1.3 oz. Tea Tree Essential Oil
- ¼ cup dried chamomile buds (pulverized)
- .28 oz. sodium lactate (optional)



Directions

1. Melt coconut and cocoa butter, then add room temperature oils.
2. In another container, add lye to water and stir well. Let cool. Add sodium lactate to cooled lye water and stir.
3. At desired temperature for oils and water (between room temperature and 115F recommended), add lye water to oils and bring to very light trace. Put stick blender aside and stir in tea tree essential oil, then pulverized chamomile.
4. Pour into mold and sprinkle top with pulverized chamomile if desired. Let sit overnight covered with plastic wrap to prevent any soda ash. Release and unmold. Cut into bars. Cure for 4 weeks before use.
5. Tip: When cutting this loaf, place upside down so the pulverized chamomile will not make drag marks through your soap slices.



Cocoa Butter



Tea Tree
Essential Oil



Chamomile Flowers-
Botanical



Sunflower Oil



Castor Oil

These recipes and authored and contributed by Marla Bosworth is the CEO and Founder of Back Porch Soap Company, (<http://www.backporchsoap.com>) She conducts soapmaking workshops, natural skincare courses, and beauty entrepreneur throughout the U.S. In addition, Ms. Bosworth also provides product, brand and marketing strategies for handmade beauty companies.

HOW TO PREPARE FOR HOLIDAY SHOPPERS



According to Chase Paymentech, online retailers can earn nearly 40 percent of their annual revenue during the holiday shopping season. Here are a few ways you can prepare your small business to capture more holiday buyers.

Be part of their consideration.

Holiday shopping season officially kicks off near Thanksgiving—but plenty of shoppers start making their holiday lists well in advance. Be a part of their consideration set by releasing your best promotions early—and repeatedly—in email, social media, and direct promotion tools like package inserts and postcards. Make sure that you test all coupon codes on

your website for functionality and strategize offers to coincide with key shopping holidays including Hanukkah (Nov 27), Gray Thursday (November 28), Black Friday (November 29), Cyber Monday (December 2), Christmas Eve (Dec 24).

Make sure your processes are in place.

Ensure sure that you've got a reliable inventory management process so you aren't in danger of angering customers by missing fulfillment deadlines or not having enough product to support holiday demand. If your inventory is basic, an app like [Inventory Tracker](#) can help for less than \$5 a month. If you sell quite a bit of merchandise online and at the point of sale each day, [Lettuce](#) is an inventory app that also integrates your order capture, payment processing, shipping, tracking, and customer relationship management systems for about \$60 a month.

Stress test your checkout.

Deliver an efficient checkout process that makes buying pain-free for customers online, and in person. Your online shopping cart should include integrated features that give customers a preview of potential shipping costs as they add items to their cart, and clearly show the size, color and quantity of cart contents. Prepopulate as many fields for the customer as possible (for example, prefilling an email address they've already entered, a checkbox they can select if billing and shipping address is the same, and the option to buy as a guest versus a forced registration). Once they place an order, send a follow up email with the estimated shipping date, and another confirming the item has left your facility.

Stay on top of social media.

According to [SalesForce](#), 74% of consumers rely on the advice of people in their social networks to guide their purchase decisions. To capture more holiday sales, be a part of the conversation. Set up a [Google Alert](#) using your business name as the search term and you'll know anytime someone posts information about your business on a site that Google crawls. If you use TweetDeck or HootSuite, add your business name to the feed so you can easily spot information about your business posted on Facebook or Twitter, and respond accordingly.

Be customer service savvy.

When users can speak to a representative in "real time" by way of live chat, you can overcome buyer hesitancy, address questions, learn more about your customer wants and needs, and ideally, lower the number of customer returns for products that aren't what they expected. According to Practical Ecommerce, live chat actually has the power to increase conversion rates for some small businesses by as much as 50%. For less than \$50 a month, [SnapEngage](#) is just one of many chat tools that integrates with all of your social media accounts and web properties. (If you don't have the means to staff a 24/7 chat, make sure you specify the hours shoppers can use the feature).

Stephanie Taylor Christensen is a former financial services marketer turned stay at home working mom, yoga instructor and freelance writer covering personal finance, small business, consumer issues, work-life balance and health/wellness topics for ForbesWoman, Minyanville, SheKnows, Mint, Intuit Small Business, Investopedia and several other online properties. She is also the founder of Wellness On Less and Om for Mom prenatal yoga. Stephanie wrote this feature article exclusively for Debbie May.com (www.DebbieMay.com), an organization dedicated to helping small businesses succeed.



A sale takes two people, but not just any two people. An effective sale is most often achieved between two (or more) people who have synergy between them wish to meet a mutually beneficial goal. No matter what business you are in, you sell. You sell yourself, your product and/or your vision. And to do so with great success depends on your ability to create that synergy between you and your prospects, potential investors, partners, and employees.

I recall going into an electronics store to peruse the PC inventory not long ago. A sales person approached me and asked how he could help. I began to respond but wasn't able to get a full sentence out before he interrupted with an annoying soliloquy citing his personal comparative analysis between brands. It was as though I didn't even exist.

With my arms crossed and my eyes searching for the fastest route to the exit I began to stew about this man's shortsightedness. But it wouldn't have been too late for him to save the day and sell me a computer because I really did not want to spend the day wandering from store to store. How could he not notice my body language? And my disinterest was clearly written on my face, I made sure of it. But he was too absorbed in his own interests to notice.

No matter what your personality, you can create synergy between you and another party, simply by observing their body language, tone, and speech patterns. If you have only one mode of communication, odds are you are selling to only one personality type. Enhance your communication style and sell to a wider range of prospects. Here are a few basic tips. Experiment with them and see how they work for you.

Body language gives us critical cues in conversation but don't make immediate assumptions and misinterpret it. Take your time and get to know your audience. For instance, while crossed arms can often indicate strong objection, this position can also indicate another form of resistance or discomfort. Many of my clients who are dealing with forms of emotional distress will sit across from me with their arms crossed because they know that we are going to discuss topics that may feel uncomfortable to them. Don't assume that someone is disinterested when they strike this position, their resistance may only mean that you have your work cut out for you.

It's important to put your audience at ease. If they assume a position that indicates resistance, like crossed arms, mirror that position. Now speak in calm tones and with confidence, but not arrogance, and then slowly uncross your arms and sit comfortably with your arms on your lap or at your sides. If you've done your job well, your companion will follow suit. When they do, you will know that you are one step closer to engaging them completely.

The same goes for someone who is shaking their leg or tapping on the arm of their chair. Pay attention to these critical cues, subtly mimic their behavior and switch to a more receptive pose when the time is right.

You can also use mimicking and mirroring for other body language cues, just to create an unconscious connection. Crossed legs, clasped hands, crossed ankles and so on. The person will feel a connection to you, even if he doesn't completely understand what it is. Be subtle and assume a similar or the exact body position and remain in that position slightly longer than the other person. It's not necessary to do this during your entire meeting, only long enough to create that important bond.

Also listen for verbal cues. If you are a kinesthetic person, you will use words like, feel, touch, grasp, tap into and so on. But if you are speaking with someone who has a visual representational system these words are a foreign language to them. They will use words like, see, imagine and picture this. So when you ask this person how it would feel to own this shiny new widget, rather than asking them to imagine owning the widget, you are not going to get their full cooperation. To determine a person's representational system listen to the predicates that they use and utilize them yourself. Now you're speaking the same language.

The most critical point here is to step away from your own intentions and step into the intention of understanding your audience and creating a meaningful connection with them. Listen, observe, and be flexible and calm. Stay in the moment instead of racing ahead to what you are going to say next. What you say is not nearly as important as what you hear and what you see.

Marla Tabaka is an entrepreneurial coach who inspires entrepreneurs around the world to attain what she calls, The Million-Dollar Mindset. As a result, many of her clients have achieved – even surpassed – the million dollar mark in annual revenues and are living the life of their dreams. In addition to running a thriving practice, Marla is a columnist for Inc. Magazine on-line, and hosts two international on-line radio shows, The Million Dollar Mindset and Million Dollar Mindset Tapping. Marla wrote this feature article exclusively for Debbie May.com (<http://www.debbiemay.com/>), an organization dedicated to helping small businesses succeed. If you would like to consult with Marla to learn how she can help you grow your business and better your life, contact her at Marla@MarlaTabaka.com.



Time may be your most valuable asset, especially if you're a sole proprietor. You wear many different hats, and the stress of juggling a hundred different tasks at once can be overwhelming. You're the manager, bookkeeper, salesperson, janitor, marketer, secretary, and customer service representative all rolled into one.

If you're unable to organize and operate efficiently, your chances of success are slim. The keys to improving time management seem obvious, but it takes effort to integrate them into your daily work routine. It's more than worth the effort.

Set goals

Goals are highly useful in many ways. They provide an overall roadmap for the direction of your company. They provide motivation to press forward when times get tough. Write them down and post them in a visible spot. They'll help you focus on the most important tasks every day.

Goals don't have to be detailed, and it's often better if they aren't. They should set the tone for how you want to operate and conduct your business. If you stray from the path toward achieving those goals, you know you're wasting your time that could be better utilized elsewhere. Otherwise, it's time to update your goals and mission of your company.

Current practices

Before you start overhauling the way you do things, it's useful to review and analyze how you do them now. Then focus on how you can improve your processes to save time and effort. Sometimes it may be worth spending money in the short run to save time and money in the long run. For example, if keeping the books is occupying too much of your time, consider updating your accounting software or hiring a firm to maintain the books for you.

Depending on the complexity of your business, it may be worth bringing in an outside consultant to review all your processes and procedures. Another set of eyes with no stake in the company can often expose troublesome issues that you don't even see.

Maintain focus

If you're a small business operating out of your home, there's likely a never-ending supply of distractions. There are things you can do to minimize the inevitable disruption:

- Establish business hours and stick to them.
- Dedicate one room as your office and make it off-limits to other family members unless it's very important to interrupt.
- Have a separate phone and computer for your business. It's an added expense but you can write it off and it will help keep your personal and professional lives from constantly colliding.
- Avoid multitasking on personal and business matters. Block off time on your calendar to take care of personal matters and adhere to it.

Staying focused is a challenge, but distractions cause mistakes that will cost you time and money to correct.

Helpful tools

Take advantage of the technology available to simplify your operations as much as possible. Computer software now exists for just about any need you come up with, including scheduling, budgeting, accounting, planning, inventory control, pricing, product design, graphics, invoicing, etc. A day planner is especially useful and there are tons of apps available to choose from. Whatever system you use to organize your time, keep it simple so you'll always use it.

Make sure your digital data is easily accessible and transferable to and from all your electronic devices. Many businesses have reduced or eliminated business travel by relying on videoconferencing whenever possible.

Schedule

The value of prioritization can't be overstated. The success of any business depends on the ability to sort through a myriad of seemingly important tasks and isolate the ones that have to get done now. A daily schedule aids in sequencing events in the order needed to maximize efficiency and minimize disruptions to work flow. Keep the schedule realistic and achievable. Otherwise you'll get behind quickly, making it more difficult to concentrate on the tasks that need to get done first.

Over a period of time, measure your performance against key milestones that had to get done. Use that information to reassess how you're doing things and readjust priorities. Apply what you learn from experience and mistakes to continually

improve how you schedule activities. Include time to deal with interruptions and unscheduled events. This will help avoid stress and keep your customers happy.

Delegate

It's not uncommon for small business owners to try to do everything themselves. If money's tight, this seems like the only option. Or is it? There's an important concept in business known as "opportunity cost." Simply put, it's what you forego by choosing one action over another.

Let's say a freelance bookkeeper would cost \$20/hour at five hours per week. Also assume that's \$100 out of your pocket that you don't think you can afford. However, ask yourself how much you may have lost by spending five hours of your own time on the books, when you could have been doing something to bring in more business. If you could have made an extra \$150 through productive use of that five hours, then your opportunity loss would be \$50 by doing the books yourself.

Examine everything you're doing and figure out what can be outsourced. Review this periodically as time goes on. You'll likely find that you can afford to delegate more than you first expected.

Have a system

Organization is critical and computer automation can help you get there in a hurry. The list of available software applications is almost endless and some of it is free. Use them for budgeting, scheduling, and keeping track of all your financial data. Back up all your electronic files or you'll regret the day you didn't. There are multiple services available now that will do this automatically without having to think about it. Establish business processes that work for you and adapt them as you go along.

Summary

Effectively managing your time and learning when to say "no" are two key components of a successful business. If you don't have control of your schedule, you'll be far more prone to making commitments you can't keep. Failure to honor obligations to suppliers and customers can spell certain death for any business.

While it's tempting to put off the hardest tasks to focus on the easy ones, that approach will wreak havoc with your schedule. When crises arise that force you to drop everything to fix a problem, leave the unfinished work in a condition that allows you to easily restart it. The old saying "think before you act" is great advice for any business owner.

Geoffrey Michael (www.geoffreymichael.pro) is a freelance writer specializing in business, marketing, personal finance, law, science, aviation, sports, entertainment, travel, and political analysis. He graduated from the United States Air Force Academy and is also licensed to practice law in California and New Hampshire. Geoffrey wrote this feature article exclusively for DebbieMay.com, an organization dedicated to helping small businesses succeed.



The application of milk, dead-sea salt and mud, beer, oils, and other herbal skin care formulas dates back to the Egyptians and their anti-aging beauty regimens. The upper classes reputedly used beer for all sorts of cosmetic and therapeutic purposes, including hair care and skin care.

Hops, used primarily as flavoring and stabilizing agents in beer, contain significant amounts of healthy chemicals. The antioxidants in hops, similar to those found in red wine, have the potential to protect against cancer by protecting against free radicals. Historically, hops have been used for their sedative effects on the central nervous system as well as a treatment for stress, anxiety and insomnia. Hops have also been studied for their antiviral and antimicrobial properties and contain various flavonoids. [1]

Brewer's yeast, inactive yeast that no longer has leavening power, also helps maintain a balanced pH level in the skin. This allows skin to become softer, more elastic and clear. The chromium and B-complex vitamins found in brewer's yeast might also help treat certain skin conditions, such as acne flare-ups, eczema and infant cradle cap. The University Of Maryland Medical Center reports that using brewer's yeast supplements may actually reduce the risk of getting skin cancer. [2] The biotin in brewer's yeast can also help strengthen brittle nails and dry hair. Brewer's yeast has been introduced to many anti-aging skin care products such as cosmetics, bath salts, shampoo and soap because it contains high levels of vitamin B6 (pyridoxine), which plays a big part in the body's natural skin cell sloughing process. This aids in moisture-retention and speeds up the natural healing process via a more rapid turnover of new skin cells.

Silicon is a mineral present in beer. Do not confuse *silicon* with *silicone*. Silicone is the name of a group of materials resembling plastic that contain silicon, oxygen, and other chemicals. Silicon plays a role in bone and collagen formation. Collagen accounts for up to 75% of the weight of the dermis and is responsible for the resilience and elasticity of the skin. Collagen, which is mostly made up of silica, is the glue that holds the human body together. Silicon is present in beer in the highly absorbable form of orthosilicic acid (OSA), making beer a major contributor to silicon intake in the Western diet. Beers containing high levels of malted barley and hops are the richest in silicon. [3]

Another beneficial component of beer is its protein content.

Beer contains roughly 2 g of protein per pint, one-seventh of which occurs as amino acids. Malt is the main source of these amino acids, and beers brewed exclusively from malt are understandably richest in protein. [4] Protein is a necessary component in the repair and maintenance of healthy skin.

Skin care products containing beer and beer by-products are clearly a niche market catering primarily to men. However, in lager-loving locales like Austria, Germany, the Czech Republic and Colorado, spas cater to anyone who wants to bathe in it. [5] However, you don't need to travel to a Bier Spa when you can offer the same skin-loving benefits in your own line of cosmetics. From hops infused bath products to brewer's yeast masques to soaps and shampoos containing actual beer, the possibilities are endless. Plus, using beer or its byproducts in skincare formulations has many of the same benefits and properties as wine or wine byproducts. If the addition of beer-infused products by name brands such as Lush [6], Redken [7], Dogfish Head Brewery [8] and BRÖÖ [9] are any indication, beer in hair care is proving to be a profitable and unique ingredient.

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6. http://www.lushusa.com/Cynthia-Sylvia-Stout/00802,en_US,pd.html
7. <http://www.redken.com/redken-for-men/look-good/hairstyles-for-men/clean-brew/>
8. <http://www.dogfish.com/store/whatnot/cool-junk/dfh-beer-soap.htm>
9. <http://www.broo.com/haircare.php>



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Allison B. Kontur is an inventive scientist and educator specializing in natural cosmetic formulation and short-run, private label skincare. Since 2005, she has worked as chief cosmetic formulator, business consultant and CEO of various skin care companies. Allison is the co-founder of AliMar Labs, LLC, (www.alimarlabs.com) a private label manufacturer specializing in ultra-low minimums, as well as co-founder of the Vegan skincare line, Sydni Monique (www.sydnimonique.com).

OCTOBER'S WSP COUPONS!

Use code **WSP-7495** to get:

**15% off
Football
Silicone Mold**



Coupon Expires Oct. 31 2013.
During checkout, enter code on
coupon page. Good for in stock,
internet orders only. No Rainchecks.

Use code **WSP-8630** to get:

**15% off
Crafter's
Choice
Seaside
Cotton Odor
Neutralizing FO**



Coupon Expires Oct. 31 2013.
During checkout, enter code on
coupon page. Good for in stock,
internet orders only. No Rainchecks.

Use code **WSP-2737** to get:

**15% off
Crafter's
Choice™
Stained Glass
Forest Green
Soap Color Bar**



Coupon Expires Oct. 31 2013.
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coupon page. Good for in stock,
internet orders only. No Rainchecks.

RATE PRODUCTS & RECEIVE WSP COUPONS!

You Can Get Coupons for ANY Product, Such As...



Oils



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Essential Oils



Molds



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Here's How:

1. Simply log into your WSP account and go to "My Ratings".
2. Rate and review the products you have purchased.
3. Once the review is made public on the website, you will be issued a coupon good toward future purchase of that item!
4. Go to your "My Coupons" on your account page to view your unused coupons!

We encourage customers to share honest opinions, both favorable and unfavorable so that other customers can make smart buying choices. For guidelines on how to rate products, [Click Here](#).

WSP Fragrance of the Month

Crafter's Choice Fresh Cut Grass



The wonderful fresh aroma of freshly cut green grass.

Flashpoint: 200° **Vanilla Content:** 0.00%

Country Of Origin: United States

Phthalate Free: Yes

Customer Reviews



Georgia From Schuylkill Haven
Used in Soap

Fantastic!

This makes for a beautiful natural green colorant in CP soap. It has a very light wonderful smell as well. Very pleased.



Dorothy from Morris Plains
Used in Soap

Accurate Fragrance

Smells just like freshly cut grass. No problems with trace in CP soap and fragrance holds well.



Bonnie from Jackson
Used in Various Products

Exact Copy!

I have tried what other companies claim to smell like cut grass and they don't even come close! I can't believe how many women really like this too. Made a couple candles just by chance and had so many orders for more.



Lisa from Ocala
Used in Soap

Just as it says!

This smells exactly like FRESH CUT GRASS! The scent is so clean, familiar and comforting... Bottom line: VERY crisp, clean, comforting. I use it in my CP soap. Works wonderfully. No seizing.



Sophie from Swanzey
Used in Soap

Love this scent!

It smells just like grass. I had purchased cut grass from another supplier and it was too flowery but this one really smells like grass.



Karen from Raleigh
Used in Soap Products

True to it's Name

I love this scent. I make little bars of grass soap and package them as a set with dirt soap (made from the dirt fragrance oil). Makes a cute package.

WSP SAFE SALE GUARANTEE

WSP SAFE SALE GUARANTEE

Safe Sale Guarantee Rebate Program

We understand how frustrating it is to make a purchase only to see that some of the products go on sale the very next day. We don't want you to have those feelings toward Wholesale Supplies Plus therefore we have developed a "Safe Sale Guarantee" Rebate Program.

Program Details:

1. Products ordered the business day before the sale will receive an automatic rebate reflecting the sale price of products purchased at regular price. Rebate will be equal to the difference in price paid to the advertised sale price.
 - Timing Examples:
 - A sale occurs on a Friday at 3pm. Non-sale orders placed on Thursday and Friday before 3pm will receive an automatic Safe Sale Rebate.
 - A sale occurs on a Monday at 7pm. Non-sale orders placed on Friday to Monday before 7pm will receive an automatic Safe Sale Rebate.
2. To be eligible for the Safe Sale Rebate, orders must be finalized and paid by end of the sale.
3. This is not a refund or an account credit. This is a rebate and falls within those redemption rules.
4. Rebates cannot be given for items returned or removed from an order. Therefore, rebates will be placed into the customer account 14 days after their order leaves our warehouse.

Wholesale Supplies Plus rewards loyal customers that choose to select us as their “one stop” shopping source. These programs are designed to give back to customers that continue to return and buy from Wholesale Supplies Plus.

GET REWARDED!

- The More You Shop The More You Are Rewarded
- Receive Rewards On Every Invoice
- Reward Amounts Calculated Based On Your Account Size In 1 Rolling Year
- Rewards Automatically Deposited In Your Account 2 Weeks After Invoice Ships
- Rewards Can Be Used To Pay For 25% Of An Order
- Rewards Expire After 1 Year From Date of Issue
- Reward Membership is FREE

 <p>Bronze</p> <hr/> <p>Buy Up To \$500 Annually</p> <hr/> <p>Receive 2% Back in WSP Rebate Rewards</p>	 <p>Silver</p> <hr/> <p>Buy \$501 - \$2,999 Annually</p> <hr/> <p>Receive 4% Back in WSP Rebate Rewards</p>	 <p>Gold</p> <hr/> <p>Buy \$3,000 - \$9,999 Annually</p> <hr/> <p>Receive 6% Back in WSP Rebate Rewards</p> <hr/> <p>Frequent Shopper Expedited Order Processing</p>	 <p>Platinum</p> <hr/> <p>Buy Over \$10,000 Annually</p> <hr/> <p>Receive 10% Back in WSP Rebate Rewards</p> <hr/> <p>Frequent Shopper Expedited Order Processing</p>
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How to Redeem WSP Rebate Rewards:

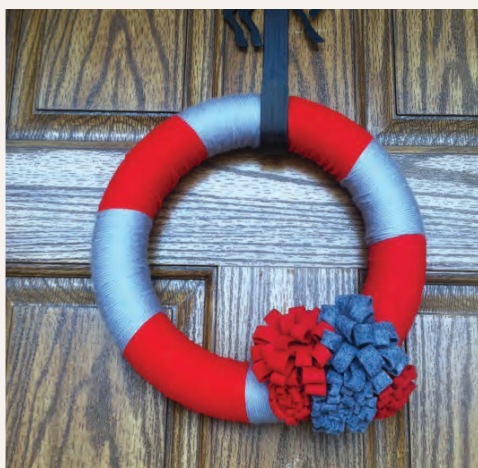
- You may log into your account at any time and check your rewards available This page will display your order date and reward accumulation. The page will also reflect rewards that have been removed from your account for reasons such as product refunds and reward redemption.
- When you place an order and begin the checkout process, our system will verify the order against your reward balance and program rules. If you are eligible to redeem rewards, you will be presented with the opportunity to use rewards for savings on that order. If you prefer to grow your reward bank for larger future savings, you will have the opportunity to save the rewards and not use them on this order.
- If you choose to redeem the rewards, just enter the dollar amount of rewards you wish to use. The savings will be shown on your invoice and the total dollar for products purchased is reduced.

Important WSP Rebate Rewards Program Terms & Conditions:

- Customers will earn a percent discount based on their reward level for all orders placed at Wholesale Supplies Plus. Members can accrue these discounts based on the grand total in their shopping cart at the time of order.
- WSP Rebate Rewards will NOT be earned for: (a) gift certificate purchases and items purchased with store credit, (b) exempt items.
- WSP Rebate Rewards obtained from the purchase of a product which is subsequently returned will be deducted from the Member's account.
- WSP Rebate Rewards cannot be used toward the purchase of gift certificates, have no monetary value, are not transferable, may not be redeemed for cash, may not be used in conjunction with any other rebate or discount offer and are for promotional purposes only. Members are always responsible for applicable sales taxes (if any). No cash will be given back on unused certificate amounts.
- Wholesale Supplies Plus, Inc. reserves the exclusive right to terminate and/or modify this WSP Rebate Rewards Program in any manner, at any time, without limitation, including the adjustment of percentages earned per dollar spent without prior notice to participants.
- Customers cannot combine or co-mingle WSP Rebate Rewards. WSP Rebate Rewards cannot be gifted, inherited or otherwise transferred to any company or individual. Attempts by customers to co-mingle, sell or otherwise transfer WSP Rebate Rewards not in accordance with these Terms and Conditions will result in forfeiture of WSP Rebate Rewards and Program Membership.
- The Wholesale Supplies Plus, Inc. WSP Rebate Rewards Program can be canceled at any time and upon cancellation, the customers will have 90 days to redeem their Rewards, or they will become null and void.
- If, at the sole discretion of Wholesale Supplies Plus, Inc., any customer or participant deemed to be participating in a manner not consistent with the Program's overall intent, Wholesale Supplies Plus, Inc. reserves the right to terminate the participants account without notice and without further compensation to the Member.

Tailgating!

As with everything nowadays, even the manliest of activities are getting a crafty makeover. This leads us to the DIY treatment the fall tradition of tailgating is receiving! Take a look at all these great ideas to make your next tailgating experience a little more handmade.



www.etsy.com/shop/RockStarWreaths



theblissfulbee.com



blog.forrent.com



craftycollegiate.wordpress.com

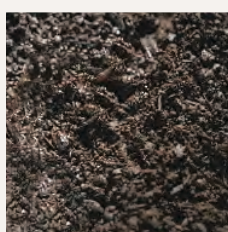


www.uncommondesignsonline.com



www.ohmygoodnessgracious.com

Get in on this trend by creating fun, football inspired soaps or cosmetic products to share at tailgates by using the products from Wholesale Supplies Plus listed below!



Crafter's Choice™
Dirt
Fragrance Oil 141



Crafter's Choice™
Brown Sparkle Soap
Color Bar



Football
Silicone Mold



Crafter's Choice™
Matte Woodland Green
Pigment Powder



Alphabet Silicone
Molds - Letters A to Z

October Retail Trends for 2013

Fall is in the air and so are all of the great scents and holidays that come with it! Take a look at what is trending with retailers this October and get ready to celebrate all that's great about this season!

Halloween



Vampire Blood - Plum Sanitizing Hand Gel

www.bathandbodyworks.com



Ghost Soap Pump

www.pier1.com



Something Wicked This Way Comes - Bath Melts

www.lushusa.com

Pumpkin Scents



Homemade Pumpkin Pie New Bath & Body Collection

www.philosophy.com



Pumpkin Body Lotion

www.arcona.com



Pumpkin Caramel Latte Foaming Hand Soap

www.bathandbodyworks.com

Micro Brews



Smoked Porter Vanilla Soap

www.stonecompanystore.com



Beer Soap Shaving Kit

www.store.brooklynbrewery.com



Hydrating Porter Shampoo

www.broo.com

W Top Contributor Contest



We want shoppers to have access to robust product and pertinent industry information. Therefore, we have created the WSP Question & Answer Library. We encourage honest sharing of information so that everyone can learn from each other.

As a "thank you" for helping others and sharing your areas of expertise, we will be issuing 5 coupons each week to top contributors. Simply answer questions on the Wholesale Supplies Plus website, wait for an administrative review of the answer and once your answer is approved, you are entered to win! Winner online "nicknames" will be posted on our website homepage each week.

The winners will be awarded gift certificates in the following amount per top contributor:

- 1st Place: \$50 WSP Gift Certificate
- 2nd Place: \$30 WSP Gift Certificate
- 3rd Place: \$15 WSP Gift Certificate
- 4th Place: \$10 WSP Gift Certificate
- 5th Place: \$5 WSP Gift Certificate

Pinterest.com/WSPNews

Get **25% OFF** Starter Kits featured in Handmade!



There are nine pins hidden within WSP's Pinterest boards. Find them, add the kits to your cart, use the code posted on the pins at checkout, and save!

<http://www.pinterest.com/WSPNews>

Only one code per kit per order can be used. Multiple kits can be purchased with their respective code in one order as long as they are different.

Pin codes are added to Pinterest monthly and expire at the end of the month.

Want to win a **\$50 WSP Gift Certificate?**



One month each season we'll have an opportunity for you to create a new, themed board full of inspiration from WSP, your own products/projects, and whatever else might inspire you on Pinterest! Inspire us with your board and **win a \$50 WSP Gift Certificate!***

<http://www.pinterest.com/WSPNews>

W Show & Tell Contest

Show off your creations and enter to win a **\$25 WSP Gift Certificate!**

SHOW & tell

Email us product pictures of items you have created! In your email, tell us which WSP ingredients you used to make your product and you will be entered to win a \$25 WSP gift certificate! We'll pick three winners each month and showcase them here in *Handmade!*

Email Us At: WSPshowandtell@wholesalesuppliesplus.com

W Top Contributor Contest Winners

Week of 9/2 - 9/8

Chelsie with 132 Posts
Becky with 62 Posts
Adrian with 46 Posts
Erin with 37 Posts
Sheryl with 30 Posts

Week of 9/9 - 9/15

Erin with 47 Posts
Adrian with 43 Posts
Brandi with 30 Posts
Bethany with 20 Posts
Jan with 18 Posts

Week of 9/16 - 9/22

Erin with 185 Posts
Christina with 51 Posts
Denise with 31 Posts
Bethany with 30 Posts
Julie with 29 Posts

Week of 9/23 - 30

Jamie Pyle with 69 Posts
Erin Evans with 64 Posts
Constance Nemecek with 46 Posts
Kristy Watkins with 21 Posts
Jame Foster with 20 Posts



Handmade Board of the Month Winner

We'll be bringing back the Handmade Board of the Month for November 2013!

Stay Tuned to Find Out the Theme!

[Join Pinterest Now and Start Pinning Today!](#)

W Show & Tell Contest Winners



Donna Woolston



Azar Bravo
Bravo's Dirty Little Secret



Bethany Morris

Ice Cream Scoops

"I made these ice cream scoops using Debbie's Best Ever Sugar Scrub recipe. Thank you so much for sharing your awesome recipes! They are so much fun." - Bethany Morris

The Scream

"I am known for my bold choices of color and contrast. I love bright bold and in your face designs by which reflect how I am..." - Azar Bravo

Pumpkin Soap

"I made this pumpkin soap using your pumpkin crunch 2 scent, copper mica powder and titanium dioxide. It smelled so much like pumpkin pie, that I had to go make a pie to satisfy my cravings!" - Donna Woolston

WSP SHOW & TELL

You've shown us your creations via Facebook and we're displaying them here, each month. Check out the creations we've gotten since the beginning of September!

Want to see your creations here next month? Simply post a picture of our **Show & Tell page!**



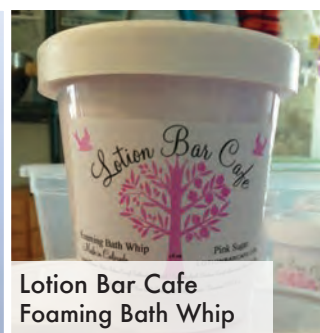
Name of Company/Person
Name of Soap



Melange Jolie
Cocoa & Cream Milk Bath



Soaps & Lathers
Vanilla Scented Soap



Lotion Bar Cafe
Foaming Bath Whip



Luster Canyon, Inc.
Apple Orchard Soap



Heather Skiles
Camo Soap



Melissa O'Brien
Oatmeal Goats Milk Soap



Crystal Bonin
Variety of Soaps



Sophias Naturals
Rainbow Soap



Suds by the Sea
Cinnabun Soap



Bravos Dirty Little Secret
Technicolor



Jana Langston Bays
Peach Lip Balm



Sophias Naturals
Fall Shea HP



Jana Langston Bays
Welsh Dragon Soap



Bravos Dirty Little Secret
Medusa



Jana Langston Bays
Blueberry Lip Balm



Sophias Naturals
Holiday Spice Shea HP



Jana Langston Bays
Caravan Soap



Jana Langston Bays
Fairy Berry



T and J Soaps
Frankincense & Myrrh



Sophias Naturals
Triple Clay & Shea

Fall is in the Air!



As October pushes us fully into fall, thoughts of all the great scents that signify the season are top on OUR minds. We were busy the past two months sourcing and ordering a number of great, seasonal fragrances that will inspire many of our customers, not just for fall, but well into the holiday season!

We have added over 50 new fragrances with great new seasonal scents like, **Pumpkin Lager**, **Elf on a Shelf**, **Amaretto Cocoa**, **Pomegranate Cider** and so many more! You can see these highlighted in our New Products section here in Handmade and on our website!

We also have a number of fall and Halloween inspired products that you can easily use to whip out a few fun products during this wonderful season. Between our various **Pumpkin Molds**, our fun new-for-this-season **Skull Mold**, and our **Halloween Duck Toys** that can be embedded into your soap, we have a variety of ways to celebrate Halloween through your products. Using our rich **Cosmetic Colors** to create beautiful fall landscapes, you can guarantee your customers will be snatching up your fall-focused soaps in no time.

Need more inspiration for all the typical fall favorites? Use our new **Advanced Search**, by typing in a few keywords and filter away to get the exact results you want!

Employee Trivia

A walk around our office this time of year and you'll see what enthusiastic fall sports fans we have. Here's a little insight into what gets our employees excited about this fall sports season!

What is your favorite fall sport?

- Football - Karen S., Leslie G., Kacey S., Renee T., Steve S., Marissa T., Alina R., Cayla T., Wanisha D., Hanna K., Sue B.
- Baseball Playoffs - Carmen G., Anne B.
- Hockey - Leah P.
- I don't really like sports but I love to watch the Super bowl every year. - Chloe G.

Which team do you root for each fall?

- Browns - Karen S., Kacey S., Renee T., Marissa T., Cayla T., Wanisha D., Sue B.
- All Cleveland Teams - Carmen G.
- Ohio State Buckeyes - Kacey S., Renee T., Steve S., Sue B., Anne B.
- I choose my team depending on who has the better mascot :) - Alina R.
- Lake Erie Monsters - Leah P.
- Whichever team has the best colors J or whoever my dad tells me to root for. - Hanna K.
- I don't root for anyone in particular - Chloe G.



What fall sports do you play yourself if any?

- Laying on the couch - Karen S.
- I'm a GREAT cheerleader :) - Carmen G.
- Soccer - Leslie G.
- None - Renee T., Kacey S., Alina R., Leah P., Cayla T., Wanisha D., Chloe G., Anne B.
- Bowling, if that counts as a sport! - Steve S.
- Football, Ultimate Frisbee & Crossfit - Marissa T.
- Ultimate Football & Soccer - Hanna K.
- Bike Riding & Watching Leaves Fall - Sue B.

Join Today and Help Make a Difference!

HANDMADE COSMETIC ALLIANCE

"Supporting Over 250,000 Small Handmade Cosmetic Microbusiness and the Communities They Serve"

The Handmade Cosmetic Alliance is an alliance of artisans, business owners, cosmetic and soap makers from across the country that want to preserve the freedom to produce and sell handmade soap & cosmetics in the USA



The Handmade Cosmetic Alliance works with federal legislators to preserve handmade cosmetic and soap microbusinesses and the community based, main street jobs they support.

The HCA has four simple messages for legislators:

1. Support the creation of a federal microbusiness definition as a small business that together with affiliates, have average annual gross receipts of two million five hundred thousand dollars (\$2,500,000) or less over the previous three years, or is a manufacturer with 25 or fewer employees.
2. Support the nation's over 250,000 handmade cosmetic companies by providing microbusiness exemptions for facility registration and fees so that these companies may continue to create local jobs and contribute to local economies.
3. Support handmade cosmetic microbusinesses by providing exemptions for regulatory paperwork which drives up the cost of doing business, making it nearly impossible to operate a profitable handmade cosmetic business.
4. Support handmade cosmetic microbusinesses by providing publicly accessible federal resources as a way to foster growth of these emerging companies in the United States.

"Advocating Policies That Support Handmade Cosmetic & Soap Microbusinesses and the Communities They Serve."

For More Information and to Get Involved, visit handmadecosmeticalliance.org



SUPPLIES TO MAKE:

- Soap
- Bath & Body



soap

- MELT & POUR
- COLD PROCESS
- LIQUID SOAP BASES



colors

- STAINED GLASS COLORS
- LAKES, MICAS
- NATURAL COLORS



ready made bases

- LIQUID SOAPS & SHOWER GELS
- LOTION BASES
- FACEWASH
- PET SHAMPOO BASES



packaging

- JARS & TINS
- BOTTLES
- BAGS & WRAP



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100% Pure Essential Oils are perfect for your cosmetic needs. We do not sell adulterated oils that have been price reduced by being cut, diluted, or otherwise tampered. We provide only the best quality essential oils!

We have essential oils to appeal to all aspects of your product line, such as:

- Aphrodisia Essential Oils
- Relaxation Essential Oils
- Balancing Essential Oils
- Stimulating Essential Oils
- Energizing Essential Oils
- Uplifting Essential Oils

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Wholesale Supplies Plus offers over 700 varieties of high quality wholesale fragrance oils that are safe for cosmetics.

Wholesale Supplies Plus provides one of the largest catalogs of fragrance oils around. Take a look at some of our most popular categories:

- Amber & Sexy Fragrance Oils
- Baby Fragrance Oils
- Basic Fragrance Oils
- Beach & Tropical Fragrance Oils
- Christmas Holiday Fragrances
- Christmas Pine Fragrance Oils
- Clean & Green Fragrance Oils
- Fall Holiday Fragrance Oils
- Floral Fragrance Oils
- Food & Bakery Fragrance Oils
- Fragrance Oils With EOs
- Fresh Citrus Fragrances
- Fruit Scented Fragrance Oils
- Herbal Fragrance Oils
- Kid's Favorite Fragrance Oils
- Men's Favorites Fragrance Oils
- Rain & Ocean Fragrance Oils
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- Spice Fragrance Oils
- Vanilla Fragrance Oils
- Wood Fragrance Oils



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BOXES, BAGS & WRAPS

Looking for the perfect solution to package your products? Then take a look at all the options Wholesale Supplies Plus has to offer. We're sure you'll find quality packaging at great prices to make your products look great.

Take a look at some of the options we provide:

- Cello Bags
- Heat Seal Bags
- Organza Bags
- Gift Boxes
- Lip Tube Boxes
- Soap Boxes
- Soap Clamshells
- Crinkle Paper
- Raffia
- Tin Tie Curling Ribbon
- Shrink Wrap
- And So Much More!

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CONTAINERS

Whether you need the perfect bottle, tube, jar or tin to package your product. Wholesale Supplies Plus has a vast selection to provide the perfect solution to your container needs! We offer a variety of sizes, shapes, materials and colors, so you're sure to get the container that works the best for your products.

Visit www.WholesaleSuppliesPlus.com and look through all of our packaging supplies. We make it easy for you to find what you need by categorizing our containers by color, shape, material and size!



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MELT & POUR SOAP BASES

Wholesale Supplies Plus is the leader in providing a large selection of quality melt and pour soap bases.

We provide a melt and pour base to satisfy every MP soap making need. Our selection of bases include:

- Detergent Free / SLS Free Base
- Low Sweat Glycerin Base
- Goat Milk Base
- Honey Base
- Aloe Vera Base
- Oatmeal Base
- Olive Oil Base
- Hemp Oil Base
- Shea Butter Base
- Three Butter Base
- Shampoo and Shave Base
- Baby Buttermilk Base



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OILS & BUTTERS

Need butters, oils or rebatch cold process bases?
Look no further than Wholesale Supplies Plus.

We have an extensive selection of top quality cosmetic grade base oils and butters. Our selection includes:

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- Olive Oil
- Palm Oil
- Castor Oil
- Avocado Oil
- Shea Butter
- Cocoa Butter
- Mango Butter
- And So Much More!



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