

# HANDMADE

VOLUME 50 | \$7.95

## *Vanilla Bean with Cocoa Swirl Handmade Cold Process Soap Recipe*

FEATURED ARTICLE:

RAMP UP TO THE HOLIDAYS

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INSPIRATION:

*Creamy Vanilla*

FEATURED ARTICLE:

**7 Important Factors To  
Consider Before Pricing  
Your Handmade Products**

**IN THIS ISSUE:**

DIY Soap, Bath & Body Recipes, Business Articles,  
Trends, Chemistry 101 Articles, Artisan Spotlights,  
Educational Articles & More





## HandMade Artisan Insurance

HandMade Artisan Liability Insurance takes care of your small business insurance so you can focus on doing what you do best.

At last, it's here! An affordable liability insurance program for the handmade artisan industry.

In this lawsuit frenzied world, it is important that we protect ourselves and our assets with liability insurance that will respond to claims made against our business activities, including producing and selling handmade products.

Unfortunately, homeowner policies most likely will not respond to claims involving the business activities of producing and selling handmade products which leaves small soap and cosmetic makers with very few "affordable" options.

Luce, Smith & Scott Inc. is an independent insurance agency that specializes in the development of insurance programs for specialty industry business groups. They have developed an affordable (as low as \$275 annually) liability insurance program for the handmade industry with an A+ best rated insurance company.

The insurance program is now available in the following states:

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The following states are pending approval in the very near future: LA, NH, NY.

In order to offer our program to as many artisans as possible, we are pleased to announce that effective 3-1-16, the annual sales eligibility cap will be increased to \$100,000.

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# October Picks

## Handmade Highlights



← **Jasmine Vanilla Bath Bomb**  
RamapoValleyBathCo  
on Etsy.com



↑ **Vanilla Lotion Bar**  
WildwoodAcresFarm  
on Etsy.com

→ **Raspberry Vanilla Soap**  
ElsaNancySoaperia  
on Etsy.com



← **Vanilla Body Butter**  
Soapacity on Etsy.com



← **Warm Vanilla Sugar Lotion**  
RavenAndRoseCo  
on Etsy.com

**VANILLA INSPIRED FRAGRANCES**  
*We are predicting that vanilla inspired fragrances will be a big trend in the autumn and winter months. Find inspiration from some of our favorite handmade products created in this trending fragrance family. Check out these handmade highlights from around the web.*



↑ **Vanilla Candy Corn Bath Bomb**  
ShopSevenVeils  
on Etsy.com

→ **Vanilla Bean Soap**  
BButtonsCo  
on Etsy.com



↑ **Vanilla Rose Lip Balm**  
LeafSeedBerry  
on Etsy.com



↑ **Vanilla Bean + Coffee Lip Balm**  
HerbivoreSoap  
on Etsy.com

→ **Vanilla Shea Butter Soap**  
CarolinaJadeShop  
on Etsy.com



← **Rose + Vanilla Natural Deodorant**  
SchmidtsDeodorant  
on Etsy.com



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# Vanilla

# Handmade Magazine

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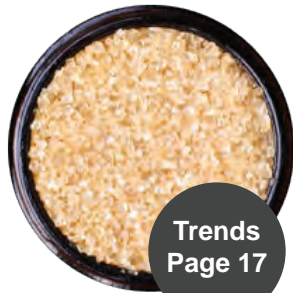
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## 7 Important Factors To Consider Before Pricing Your Handmade Products

By: Marla Tabaka

*One of the most complicated issues with starting your own business can be setting your pricing. Learn some helpful tips and tricks on what to charge for your handmade goods.*



How are your sales going this year? Most small business owners are able to identify their basic sales numbers, but do you know what your net profit is so far this year?

Here's what I see too many producers do: They calculate (roughly) costs on supplies for, let's say, a batch of soap. They may or may not add in packaging and cost of shipping for those supplies, and they set their pricing based only on these rough calculations. Honestly, as a coach I've worked with small business owners who don't even do that accurately.

You may have started out as a hobbyist, but if you're exchanging dollars for products it's no longer a hobby. You are not a soap-maker; you are a business owner. So take off the

hobbyist hat and don your ready-to-cash-in-on-profits entrepreneur's hat. Begin by getting your wholesale and retail pricing in line with reality. Here's what you need to consider:

### 1. Systems

Begin by setting up an accounting system that will do much of the work for you. QuickBooks is my recommendation; the basic versions are very affordable. A successful business can pull up a report in an instant to determine whether or not they are on track.

### 2. Cost of Goods Sold

Now, calculate the cost of goods sold (COGS) for one product at a time. Let's say you're producing a batch of soap. This process is simple if you use an entire box or bottle of an ingredient, but you must determine the cost of partial usage as well. For instance, you may have a 10 lb. drum of



Crafters Choice™ Honey Apple Fragrance Oil, at a cost of \$193.95 plus shipping, bringing the total cost up to \$250 (I am totally making that up). To keep the math simple, let's say that you use 1 lb. of the product for your 50 lb. batch of soap, that brings the raw materials cost on this single ingredient to \$25.00.

Once you have broken down the costs on your ingredients for a single batch of soap, divide it by the number of bars (or pounds) that it produces and you've got your cost of goods for raw materials only. Don't stop there.

### **3. Packaging and Shipping**

If you pay \$100.00 for a box of a thousand branded sleeves, add ten cents to every bar of soap—plus the cost of any stickers, ribbons, etc. If you ship to wholesale accounts you also have the cost of handling, packaging, and shipping to calculate.

### **4. Human Capital**

As you grow, you will bring on employees to produce the product (or outsource it). If you neglect to consider those costs now, your business will fail, so here we go.

Do you want employees working for minimum wage or do you want a culture in which everyone is happy, well-qualified, and reliable? Personally, I would begin with a baseline wage of \$15-\$20 per hour, depending on where you live. But wait, there's more. It costs time and money to do payroll, and, as you grow you'll incur the cost of benefits. This will bring that hourly rate up by 10-25%.

How many hours does it take for said employee to finish this batch of soap, from beginning to end? If it takes two hours, at an all-in hourly rate of \$25.00, you're at \$50.00 per batch. Again, divide that by the number of bars produced and add that to your cost-per-bar calculation.

### **5. Operations**

Overwhelmed yet? Sorry, but there's more to consider: operations and facility overhead. You may have an argument here: I use my home, there are no costs. Here's the thing: you're using space and utilities, you should have liability insurance, and most importantly—if you grow into the business you hope to, you won't produce products out of your home forever. I would suggest that you add about 10% to cover

these expenses. When you are in a facility you'll need to recalculate.

### **6. Marketing and Sales**

What are the costs associated with maintaining your website, producing business cards and signage, as well as the time you spend at networking events and in social media? Don't forget travel, mileage, trade association memberships, booth fees, donations and advertising. Also, factor in processing fees for credit card transactions.

I would suggest you begin tracking the time that you invest in marketing and apply that same twenty-dollar-plus figure per hour. These costs will add about 5-10% to your per unit cost, depending on the number sold.

Now we're done with calculations on COGS and overhead! How do you price this product? I will illustrate it with a total per unit cost of \$1.79. Double that to \$3.58 per bar for your rock bottom wholesale price, but don't use that price for standing wholesale accounts. Leave room to offer incentives and special pricing for new accounts and special situations. Bump your wholesale price up to \$3.99 per bar, keystone would make it \$7.98 retail. Still, you may not want to use that price.

### **7. Branding**

Branding factors into your final pricing. Who is your market? Are you a luxury brand, a mid-priced brand or a bargain brand? I won't tell you how to place a value on your brand, but I will suggest that you avoid the temptation to go in lower than your competition. Again, you can certainly offer incentives and sale prices when the occasion calls for it.

### **Quick Tips**

- Create enough storage space to order bulk for better pricing
- Suppliers sometimes run out of things. Have backup suppliers in your system
- Order well ahead of time to avoid express shipping costs
- Do an annual budget, allowing for price increases on supplies, as well as improvement and updates to your website and other marketing materials
- Update your pricing regularly to reflect increased expenses
- Pay yourself! The entrepreneurs who neglect to do this burn out fast!



*Pictured: Vanilla Fig Drop Swirl Cold Process Soap Loaf*



## coconut oil, 76° melt

co·co·nut oil | *fixed oil*

This Coconut Oil is liquid at temperatures over 76° F. Popular in cold and hot process soap making because it produces a wonderful lather. All Natural. Pressed and solvent extracted. No trace of Hexane.

**Question:** How do I get this out of the bottle?

**Answer:** Coconut Oil is solid at temperatures below 76° F, which can make it difficult to get out of the bottle. To get the oil out, simply bring the temperature of the oil above 76° F. We prefer placing the bottle in a warm water bath, but it could also be placed outside in warm weather until liquid. Once the oil is liquid, you can simply pour it out of the bottle.

# Vanilla Fig Drop Swirl Cold Process Soap Loaf Recipe

*Beautiful red, deep purple and darkened vanilla are complemented by sweet vanilla musk and ripe fig fragrance. This creamy soap will help exfoliate and nourish dry winter skin. The fig powder also contains Vitamins A, B1, B2, and K and is thought to help refresh, brighten and protect the skin!*

Project Level: Advanced – Danger Chemicals

Estimated Time: 1 Hour

Yield: (8) 1" Slices

- **8.4 Ounces Extra Virgin Olive Oil**
- **7 Ounces Palm Oil**
- **7 Ounces 76° Melt Coconut Oil**
- **1.96 Ounces Shorea (Sal) Butter**
- **3.64 Ounces Safflower Oil**
- **10.64 Ounces Distilled Water**
- **4.046 Ounces Sodium Hydroxide Flakes**
- **0.875 Ounce Crafter's Choice® Vanilla Fig\* Fragrance Oil 399**
- **1 Tsp. Fig Powder**
- **1/4 Tsp. Crimson Red Wine Mica Powder**
- **1/8 Tsp. Amethyst Purple Mica Powder**
- **1/4 Tsp. Chocolate Brown Mica Powder**
- **Regular Loaf Silicone Mold 1501**
- **3 Mix & Pour Funnel Pitchers**
- **Microwave**
- **2 Large Glass Measuring Bowls**
- **Heat-Safe Pitcher (to mix lye)**
- **Stick Blender**
- **Mini Mixer**
- **Spatulas**
- **Safety Equipment (Goggles,Mask,Gloves)**
- **Scale**
- **Thermometer**

NOTE: 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 all safety methods of working with dangerous chemicals, it is simply a soap recipe for advanced soapmakers.

1. 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.

2. Prepare the lye solution by weighing the water and lye in two separate containers. Pour the lye into the water, carefully mix in a well-ventilated area and set aside to cool while you prepare your oils.
3. Measure the oils and butters in a large mixing bowl and melt in the microwave. Set aside.
4. Measure out the Crimson Red Wine Mica Powder in the first funnel pitcher, the Chocolate Brown Mica Powder and Amethyst Purple Mica Powder into the second pitcher and leave the third pitcher empty. Add a small amount of the melted oils to each cup with mica powder and blend well using mini mixer.
5. When the oils are around 100° F, you can add the lye mixture to the oils. Stick blend until incorporated.
6. Into the second glass measuring bowl pour approximately half (20 oz.) of the batter. To this bowl add your fragrance oil and fig powder and stick blend until it has reached a light trace. Then remove the shaft of the stick blender and rinse clean.
7. Pour the remaining batter evenly into the 3 funnel pitchers.
8. Stick blend all 3 containers to fully incorporate the color and additives (mix from lightest color to darkest so the colors are not changed).
9. Pour the fragranced soap with fig powder into your mold. This should fill approximately half of the loaf mold.
10. Then taking each color perform a "drop swirl" by pouring the colors in lines one after another and dropping the batter here and there. The batter may begin to thicken up which is okay. Keep pouring and repeat until all batter is used.
11. Tap the mold on the counter to release any air bubbles. Texture the top as desired with a spoon or swirl it.
12. Allow to set at least 24 hours or longer until soap is firm enough to unmold and cut.
13. Let soap cure 4-6 weeks.
14. Package and label accordingly.

---

If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Water, Olive Oil, Palm Oil, Coconut Oil, Sodium Hydroxide, Safflower Oil, Shorea Butter, Fragrance, Fig Powder, Fluorophlogopite, Iron oxide, Mica, Titanium Dioxide, Tin Oxide.

## Vanilla Mint Lip Icing Recipe

*This lip icing will glide over your lips and leave them feeling moisturized and quench dry, chapped lips. Use any time of the year to pamper the sensitive lip area.*

Project Level: Easy

Estimated Time: ½ Hour

Yield: (10) 0.6 oz. Jars

- **2 Ounces Castor Oil**
- **2 Ounces Ultra Refined Shea Butter**
- **2 Ounces Palm Butter Blend**
- **1 Ounce Fractionated Coconut Oil**
- **½ Tsp. White Sugar**
- **1 ml Vitamin E Natural T-50**
- **3 ml Crafter's Choice® Vanilla Mint Sweetened Flavor Oil 815**
- **(1) 0.15 ml Micro Size Scoop Highlight White Gold Mica Powder**
- **(10) ½ oz Clear Pot & Clear Screw Top**
- **Scale**
- **Metal Pan**
- **Stove Top**
- **2 Plastic Droppers**
- **(1) 0.15 ml (Micro Size) Scoop**
- **Mixing Spoon**
- **Refrigerator**
- **Hand Mixer**

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.

1. Weigh the Shea Butter, Palm Butter and Castor Oil and place in a metal pan. Over low heat, melt until completely liquid.
2. Add 1 ml Vitamin E and 3 ml Vanilla Mint Sweetened Flavor Oil and stir.
3. Add ½ tsp. Sugar and (1) 0.15 ml micro size scoop of Highlight White Gold Mica Powder and blend.
4. Place pan in refrigerator to thicken.
5. When thick but not solid, remove from refrigerator. Using hand mixer, whip product until fluffy.
6. Fill each jar to 0.60 oz. If extra product remains, divide between the 10 jars.
7. Product will harden after whipping but will melt immediately upon contact with the skin. You only need a small amount to moisturize the lips.

NOTE: In warmer weather, it is not recommended to leave this in a purse or hot car as the butters can melt.

---

If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Shea Butter, Palm Butter, Castor Oil, Coconut Oil, Sugar, Fragrance, Vitamin E, Fluorophlogopite, Titanium Dioxide, Tin Oxide.



*Pictured: Vanilla Mint Lip Icing*

## vanilla mint sweetened flavor oil

van·il·la mint sweet·en·ed fla·vor oil | *sweetened flavor oil*

Refreshing mint touched with sweet vanilla.

**Question:** What is the difference between fragrance oils and sweetened flavor oils?

**Answer:** Sweetened flavor oils are oil-soluble liquid scents that are enhanced with a sweetener such as saccharin. The fragrance and sweetener combo creates the illusion of tasting the flavor when used in lip products. Sweetened flavor oils are designed for lip products including lip balm, lip gloss, lip butter, lip scrubs, etc. whereas fragrance oils are generally designed for most other types of cosmetics including soap, lotion and bath products. Always check the IFRA maximums to determine if your chosen scent will be safe in your intended product.



## Bourbon Vanilla In-Shower Moisturizer Recipe

*This creamy 'In-Shower Moisturizer' is the perfect solution to quench dry winter skin! Cocoa and Shea Butter will aid dry skin while Apricot Kernel Oil softens and moisturizes. Just apply while in the shower, rinse off and pat dry. Enjoy the light scent of madagascar vanilla, cedarwood, musk and lemon with smooth, hydrated skin without the greasiness!*

Project Level: Easy

Estimated Time: ½ Hour

Yield: (8) 7.75 oz. Malibu Bottles

- **48 Ounces Water**
- **1 Ounce Ultra Refined Shea Butter**
- **1 Ounce Natural Cocoa Butter**
- **3 Ounces 76° Melt Coconut Oil**
- **5 Ounces Apricot Kernel Oil**
- **2.55 Ounces Stearic Acid**
- **3.2 Ounces Soft & Silky Emulsifying Wax**
- **0.5 Ounce Vitamin E Natural T-50**
- **0.65 Ounce Optiphen Plus**
- **19 ml Crafter's Choice® Bourbon Vanilla\* Type Fragrance Oil 462**
- **9 ml Vanilla Color Stabilizer for Lotions Washes**
- **(8) 8 oz Natural Malibu Tottles**
- **(8) 22/400 Natural Flip Top Caps - 2.0 inch Scale**
- **Large Glass Mixing Bowl**
- **Thermometer**
- **Microwave**
- **Mixing Spoon**
- **Spatula**
- **Stick Blender**

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.

1. In a large bowl, add 48 oz. of water.
2. Weigh the Stearic Acid and Emulsifying Wax and add to bowl of water.
3. Place the bowl in microwave and heat until the stearic acid and wax is completely melted. This could take between 3-10 minutes.
4. While waxes are melting, weigh out the butters and oils.
5. To the water mixture, add 1 oz. Shea Butter, 1 oz. Cocoa Butter, 3 oz. Coconut Oil and 5 oz. Apricot Kernel Oil. Gently stir to allow butters to soften.
6. Using a stick blender, begin to blend. Continue blending until mixture starts to thicken. This may take a few minutes. If mixture does not seem to be thickening up, let mixture cool down a little and then start to blend again.
7. Once mixture begins to thicken, turn blender off.
8. Mix 19 ml Bourbon Vanilla Fragrance Oil with 9 ml Vanilla Color Stabilizer. Mix well and allow mixture to sit for at least 2 minutes but no longer than 15 minutes total.
9. To lotion, add Vitamin E and fragrance mixture. Continue blending for 1 minute.
10. Check temperature of lotion to be sure it is under 176°F. Add Optiphen Plus and blend until fully mixed.
11. Prop bottles up in a measuring cup, shoebox or other type of container where the bottles can stand up, and place on scale. Tare scale to zero and fill each bottle to 7.75 oz. If lotion is too thick to pour, use a pastry bag or zip lock bag (cutting off a corner) and pipe lotion into the bottles.
12. Let lotion cool completely before capping so that condensation does not form on the inside of the bottles.
13. Label product accordingly.

---

If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Water, Apricot Kernel Oil, Emulsifying Wax, Coconut Oil, Stearic Acid, Shea Butter, Cocoa Butter, Fragrance Oil, Optiphen Plus, Vitamin E.



*Pictured: Bourbon Vanilla In-Shower Moisturizer*

## apricot kernel oil

ap·ri·cot ker·nel oil | *fixed oil*

Apricot Kernel Oil is thought to exhibit skin softening and moisturizing properties and is therefore recommended for skin that is dry, irritated or has prematurely aged. All Natural. Expeller Pressed.

**Question:** What products can be made with this ingredient?

**Answer:** Apricot Kernel Oil is a versatile ingredient that can be incorporated in many different types of cosmetics. Its light and non-greasy feel make it popular in lotions, face serums and creams, but it is also commonly used in bath fizzies, cp soaps and scrubs.



## Simple Secrets

### Using Soap Color Bars



#### ◀ The Goal

Soap Color Bars are color-concentrated soap bars that add appeal to finished melt and pour soaps. Many prefer using soap color bars as they are less messy than liquid colors or powdered colors which inevitably seem to leak out of bottles or become airborne and cling to hands. Soap color bars vibrantly and evenly color melt and pour soaps when used properly. Read further for three techniques for using these soap coloring products.

Pictured: Soaps made with Crafter's Choice Premium Crystal Clear Soap and Crafter's Choice® Soap Color Bars, and molded in a Milky Way® Star Soap Mold.



#### ◀ Melt Together

One method to using soap color bars is to add part of the color to your melt and pour soap base right before melting. First, chop part of the color bar into smaller pieces and then add it to your cubed melt and pour soap base. Melt both the color and the melt and pour soap base together in a microwave or double boiler, and then mix thoroughly until the color is evenly distributed. We love this method because it is the quickest and involves less dishes!

Pictured: Crafter's Choice® Premium Crystal Clear Soap + Dark Gold Shimmer Mica Soap Color Bar. We paired this color with Crackling Firewood Fragrance Oil in the finished bar.





### ◀ Melt Soap + Add Color

Another method is to add the color to your melted soap base. Again, chop part of the color bar into smaller pieces and this time add it to your hot melted soap. The heat of the soap will slowly melt the color, and as you mix the color will disperse. We love this method with new recipes as it lets us add a little color at a time until we achieve the perfect shade!

Pictured: Crafter's Choice® Premium Crystal Clear Soap + La Bomba Blue Sparkle Mica Soap Color Bar. We paired this color with Jack Frost Type Fragrance Oil in the finished bar.



### ◀ Melt Color + Add to Melted Soap

The final method is to melt the soap base and color in two separate containers, and then combine. Melt both color and soap base separately and then slowly add the color to the soap. This method allows you to play with colors without having to wait for the solid color pieces to melt in the soap.

Pictured: Crafter's Choice® Premium Crystal Clear Soap + White Clouds Shimmer Mica Soap Color Bar. We paired this color with First Snow Fragrance Oil in the finished bar.

# Handmade At Its Best

## Skincare + Makeup

Clear Skin Facial Cleanser  
SassaBellaBodyCare  
on Etsy.com



Vanilla Snow Mineral Makeup Eye Shadow  
InYourFaceMakeup  
on Etsy.com



Vanilla Mint Lip Balm  
PureandSimpleCharm  
on Etsy.com



Vanilla & Brown Sugar Goat Milk Soap  
thethistleandfig  
on Etsy.com



Vegan Vanilla, Cedar & Saffron Turbinado Sugar Scrub  
CoastAndClearing  
on Etsy.com

Vanilla Brown Sugar Facial Scrub  
ALuxuryBrand on Etsy.com



### WHY ARE HANDMADE BEAUTY PRODUCTS BETTER?

*We believe that handmade skincare and beauty products are superior to mass produced product lines. We know where all of the ingredients come from and can guarantee their quality.*



Activated Charcoal Shea Facial Cleansing & Exfoliation Soap  
simplycreativeliving  
on Etsy.com

Honey & Vanilla Lip Balm Tin  
Kahoco on Etsy.com



Vanilla Moisturizing After Shower Lotion  
GreenBeautyCosmetics  
on Etsy.com



Vanilla Bean Goats Milk Soap  
SweetRiverSoapCo on Etsy.com



## Vanilla Bubble Bath Scoops Recipe

*Let these luxurious bubble bath scoops melt into your bath water. Relax in a tub full of bubbles and soak away the day! The fresh vanilla scent will remind you of a big bowl of vanilla ice cream - without the calories!*

Project Level: Easy  
Estimated Time: ½ Hour  
Yield: (20-21) Bubble Scoops

- 8 Ounces Baking Soda
- 8 Ounces Lathanol Powder
- 2.5 Ounces Bubble Bar Hardener
- 2.5 Ounces Glycerin
- 1 Ounce Bubble Wash Pearlizer

- 1.5 Ounces Bubble Up
- 9.5 ml Crafter's Choice® Fresh Vanilla\* Fragrance Oil 263
- 9.5 ml Vanilla Color Stabilizer - CP Soap
- ¼ Tsp. Poppy Seeds
- 7 Round Soap Cups
- 7 Cello Bags (4" x 2" x 9")
- Black Curling Ribbon
- Large Mixing Bowl
- Scale
- Measuring Spoons
- Spatula
- Wire Whisk
- Face Mask
- Gloves
- 1 ounce Measuring Cup
- Plastic Beaker
- Jelly Roll Pan
- Wax or Parchment Paper
- Small Squeeze Handle Scoop

## Vanilla Bubble Bath Scoops Recipe Continued...

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. Lathanol LAL Powder is a very airborne product. You will need a mask and a contained space when making your finished product.

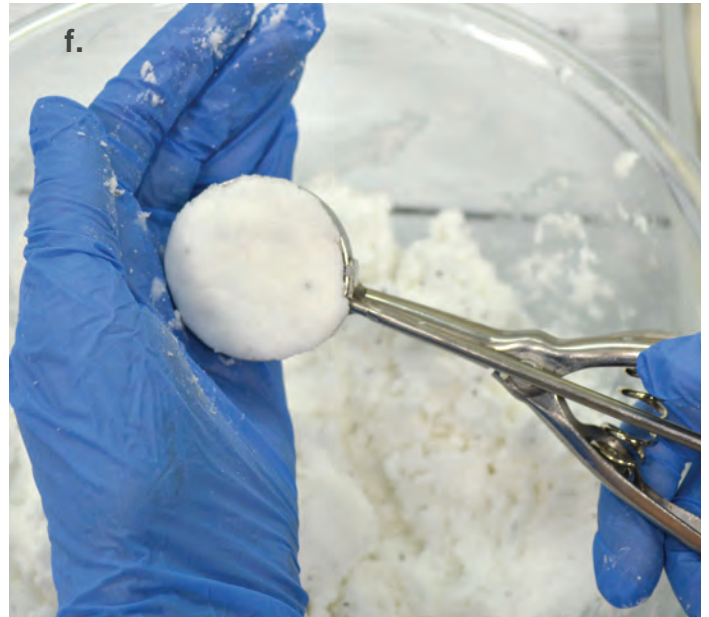
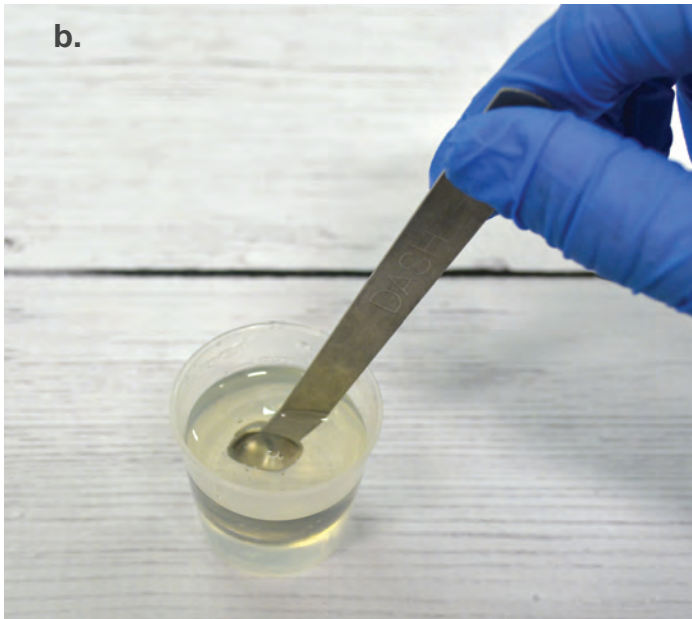
1. Carefully weigh Baking Soda, Lathanol Powder and Bubble Bar Hardener and add to a glass bowl. Gently mix with a wire whisk to incorporate all ingredients. Figure A.
2. Mix 9.5 ml Fresh Vanilla Fragrance Oil with 9.5 ml Vanilla Color Stabilizer in a plastic 1 oz. Measuring Cup. Stir well and allow to sit for 2 minutes then immediately add to dry mixture. Figure B.
3. In a plastic beaker add 1 oz. Bubble Wash Pearlizer and 1.5 oz. Bubble Up and add to mixture slowly while kneading ingredients together with gloved hands. The mixture will begin to take on the consistency of dough. Figure C & Figure D.
4. Drizzle 2.5 oz. of Glycerin over the mixture along with  $\frac{1}{4}$  tsp. Poppy Seeds and knead into the dough. Figure E.
5. Using a Small Squeeze Handle Scoop, scoop out the dough packing it loosely. Flatten out the bottom and place scoop onto a cookie sheet covered with wax or parchment paper. Figure F & Figure G.
6. If the dough is not packed too tightly, the mixture will yield 20-21 bubble scoops.
7. Let the scoops air-dry for about 48 hours, and then package as desired. We recommend placing 3-4 scoops in a cello bag and tying with coordinating ribbon, placing in a small ice cream-style cup or packaging in a plastic jar. Figure H & Figure I.
8. Label product accordingly.

TO USE: Place scoop under warm running water and watch the mounds of bubbles that will appear.

If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Baking Soda, Sodium Lauryl Sulfoacetate, Potassium Bitartrate, Glycerin, Sodium Laureth Sulfate (and) Glycol Distearate (and) Cocamide MEA (and) Laureth-10, Cocamidopropyl Betaine, Fragrance, Poppy Seeds.





## Vanilla Bean Sparkling Snowflake Melt + Pour Soap Recipe

*This melt and pour soap contains lotion which will not only cleanse your skin but leave it feeling soft and moisturized. The glittery sparkle makes this a perfect Holiday soap for gifts or sale.*

Project Level: Easy  
Estimated Time: ½ Hour  
Yield: (6) 4.5 oz. Bars

- **30 Ounces Detergent Free Madagascar Vanilla Melt and Pour Soap Base**
- **1 Ounce Basic Lotion Base**
- **1 Ounce Crafter's Choice® Vanilla Bean Noel\* Fragrance Oil 113**
- **1 Ounce Vanilla Color Stabilizer Melt and Pour Soap**
- **1 Piece White Clouds Shimmer Mica Soap Color Bar**
- **(8) 0.15 ml Micro Size Scoops Iridescent Super Sparkle Glitter**
- **Snowflake 1 Soap Mold (MW 373)**
- **Microwave**
- **Straight Soap Cutter**
- **Scale**
- **Large Glass Measuring Cup**
- **0.15 ml (Micro Size) Scoop**
- **Spatula**
- **Spray Bottle with Rubbing Alcohol for Spritzing**
- **2 Plastic Beakers**

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.

1. Weigh and cut up 15 oz. of Madagascar Vanilla MP Soap Base. Place soap chunks into a large glass measuring cup.
2. Cut the White Clouds Shimmer Mica Color Cube in half and place one half into the bowl of soap

chunks.

3. Place glass measuring cup into microwave and heat until the soap has completely melted.
4. Add (4) 0.15 ml Micro Size Scoops of Iridescent Super Sparkle Glitter and mix well.
5. In a plastic beaker, mix 0.50 oz. Vanilla Bean Noel Fragrance Oil and 0.50 oz. Vanilla Color Stabilizer. Set aside for 2 minutes then mix into the melted soap.
6. In a second plastic beaker, add 0.50 oz. of Basic Lotion Base and place in microwave for 20 seconds.
7. Add the warm lotion to the melted and scented soap base.
8. Place glass measuring cup back into the microwave and heat for another 30 seconds to completely incorporate the lotion into the soap.
9. Pour the melted soap into the Snowflake Soap Mold distributing evenly into all 3 cavities. Spritz the tops with rubbing alcohol to release any air bubbles and let the soap harden.
10. Once hardened, carefully remove the soap from plastic mold. If the soap is hard to unmold, place in freezer for about 15 minutes.
11. Wrap soap in plastic wrap so that it is airtight and label accordingly.
12. Repeat above steps to make remaining 3 bars of soap.

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If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Sorbitol, Coconut Oil, Propylene Glycol, Stearic Acid, Water, Sodium Hydroxide, Silica, Madagascar Vanilla Bean Seeds, Fragrance, Titanium Dioxide, Glyceryl Stearate, Cetearyl Alcohol, Polysorbate-60, Stearyl Alcohol, Sunflower Oil, Allantoin, Isopropyl Palmitate, Petrolatum, Diazolidinyl Urea, Methylparaben, Propylparaben, BHT, Disodium Carbomer, Benzophenone-4, Stearic Acid, Synthetic Fluorophlogopite, Polyethylene Terephthalate, Acrylates Copolymer.



*Pictured: Vanilla Bean Sparkling Snowflake Melt + Pour Soap*

## basic lotion base

bas-ic lo-tion base | *bath and body base*

This lotion base contains Sunflower Oil and Allantoin. Native American Indians were the first to discover the healing properties of Sunflower Oil, which is rich in Vitamin E that helps moisturize and regenerate skin. Allantoin is thought to have the ability to help heal wounds, sores and stimulate growth of healthy tissue. It is a skin softener and anti-irritant.

**Question:** Should I heat this base before incorporating additives when making lotion?

**Answer:** Yes, we recommend heating the lotion because we have found that slightly warming the base helps additives to incorporate into the base. Additionally, heating eases packaging. It is important to stay below the maximum heating temperature of 140°F as exceeding this temperature could inactivate the preservative system.





*Pictured: Aromatherapy Linen Spray*

## vanilla water essential hydrosol

van-il-la wa-ter ess-en-tial hy-dro-sol | *natural additive*

Hydrosols are essential waters that consist of the leftover water from the steam distillation of the plant or herb. They are water soluble and offer a light aroma.

**Question:** Do I need to preserve products that use hydrosols?

**Answer:** We recommend adding a preservative to all water-based products including products made with hydrosols. Since most handmade products are created in an environment that is not completely aseptic, it is necessary to protect products from an invasion of microbes and bacteria.





# Aromatherapy Linen Spray Recipe

*This aromatherapy linen spray uses a blend of lavender and peppermint essential oils. The Vanilla Water Hydrosol lends a comforting sweet smell to the blend. Spray on pillows right before bed for a restful sleep, or use to freshen up towels and guest linens during the holiday season!*

Project Level: Easy

Estimated Time: ½ Hour

Yield: (8) 4.2 oz. Bottles

- **16 Ounces Vanilla Water Essential Hydrosol**
- **16 Ounces Distilled Water**
- **2 Ounces FO & EO Modifier**
- **10 ml Optiphen Plus**
- **10 ml Lavender 30/32 Essential Oil Certified 100% Pure 100**
- **5 ml Peppermint (Redist) Essential Oil Certified 100% Pure 699**
- **(8) 4 oz Natural Boston Round Plastic Bottles**
- **(8) 24/410 Natural Mini Trigger Sprayers**
- **Large Glass Measuring Cup**
- **Plastic Beaker**
- **3 Plastic Droppers**
- **Scissors (to trim dip tubes)**
- **Plastic Wrap**
- **Scale**
- **Microwave**
- **Thermometer**
- **Spatula**

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.

1. In a large glass measuring cup add 16 oz. Distilled Water and 16 oz. Vanilla Water Hydrosol.
2. To a plastic beaker add 2 oz. of FO/EO Modifier. Using plastic droppers add 10 ml Lavender Essential Oil and 5 ml Peppermint Essential Oils to the same beaker. Stir mixture and allow to sit for at least 2 minutes and then add to the water/hydrosol mixture.
3. Using another plastic dropper add 10 ml Optiphen Plus to the water/hydrosol mixture and stir in.
4. The product will most likely become cloudy when you add the oils. Cover with plastic wrap and allow to sit. As the mixture sits it should begin to clear, this can take anywhere from a couple of hours to a few days. If it is still cloudy after a few hours, you can also try heating in the microwave for 1-2 minutes but be sure the temperature does not exceed 176°F or the preservative will be affected.
5. When mixture is clear you may begin filling your bottles. Place bottle on scale and tare to zero. Fill to 4.2 oz. Let product cool completely before placing trigger sprayers on bottle. The dip tubes will need to be trimmed to fit the bottles.
6. Label accordingly.

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If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Vanilla Bean Water, Water, Lavender Essential Oil, Peppermint Essential Oil, Phenoxyethanol (and) Caprylyl Glycol (and) Sorbic Acid.



## 5 Ways To Align Your Handmade Business With Halloween

By: Stephanie Taylor-Christensen

*Fall kicks off the beginning of the busy craft show season when handmade products fly off the shelves. Start off the season right by adjusting your product line to include handmade Halloween inspired products. Learn more in this helpful article.*

**T**he timing and popularity among a breadth of customers makes Halloween a prime opportunity for handmade businesses. Not only does the average person in the United States spend about \$75 on Halloween, according to the National Retail Federation; Practical eCommerce reports that nearly a quarter of shoppers start their holiday shopping during the spooky season. In fact, consumers in the United States spent more than \$6 billion last year, just to get in the Halloween spirit!

Aside from revenue potential, consider the benefit of connecting with an audience that includes kids, parents, grandparents, professionals and even pets less than a month before the official start of the holiday shopping season.

Here are a just a few ways you can align your handmade business with Halloween.

**Cater to the trends.** Seventeen magazine predicts this year's popular Halloween costume themes will include t-shirts with

phrases on them like “Netflix and Chill,” the Instagram butterfly filter, emojis, pineapples and Hawaiian-inspired themes, Starbucks, and references to celebs like Kylie Jenner and Taylor Swift. Costumes surrounding the upcoming presidential election, the Olympics, box office hits like Captain America, The Secret Life of Pets, Zootopia, and of course, the Pokémon Go app will be popular in Halloween 2016 too. Whether you craft handmade makeup kits that capture such themes, masks, party décor or accessories; developing a few product lines around the biggest trends is a simple way to connect with Halloween shoppers.

*“The timing and popularity among a breadth of customers makes Halloween a prime opportunity for your handmade business.”*

**Offer low-priced add on items people can’t resist.** Whether you have a retail store, sell at remote events, or online; adding a few low cost yet clever Halloween-inspired handmade items to your product offering is a simple way to boost your average order value without requiring that you make a significant financial investment in its marketing and development.

Think about items people can use year after year for the Halloween season: Handmade reusable burlap trick or treat bags, spooky-shaped soaps, stencil kits for pumpkin carving, and handmade bottle toppers in the shape of witch hats and broomsticks are all easy add-on items that appeal to customers without requiring much purchase consideration. Offer these items consistently enough and you’ll start to build a reputation as a shop worthy of checking out for clever crafts each Halloween season.

**Be a source of spooky inspiration.** Don’t underestimate the demand for your talents

and knowledge as a handmade crafter during Halloween. A series of short “How to” videos with simple instructional tips people can use to make Halloween crafts, décor and costumes shot on your smartphone and uploaded to social media can help you promote your business and expand your reach. At the end of each video, drive viewers to your website to buy preassembled kits that make it easy to replicate the techniques you demonstrate.

Whether your tips share how to turn mason jars into beggar’s night luminaries, craft Halloween-inspired scents, or showcase ways to make fake blood and hypoallergenic costume make up, Halloween offers so many opportunities to reach an audience you might not otherwise attract while demonstrating what you do best.

**Take your skills on the road.** Fall festivals abound in the weeks leading up to Halloween. Reach out to local pumpkin patches in your area and harvest festivals to inquire about opportunities to sell your clever Halloween creations. Displaying your items at such events can also help you spread the word about your business with inexpensive, family-friendly giveaways like branded glow in the dark sticks, or bags with your logo that kids can use for trick or treating.

**Get in front of the local media.** The local media is always on the hunt for clever programming that ties their news coverage to upcoming holidays and timely events. Use your handmade knowledge to pitch marketable themes (think, “five costumes you can make in less than fifteen minutes”) to your local news stations to expand your brand awareness in the community and drive traffic to your store or website.

*“Don’t underestimate the demand for your talents and knowledge as a handmade crafter during Halloween.”*

## Tips For Custom Formulas

### Linen Sprays

Linen sprays are often water based products scented with aromatherapy essential oils or fragrances, and have a variety of uses. Calm your body for sleep by spraying bed linens with tranquil fragrances or revitalize your morning by spraying your towels with awakening essential oils. Linen sprays can also be used to refresh clothes by simply misting them with the spray or spraying them right before ironing. Travelers love linen sprays as they bring familiar scents of home to strange places. Read more to see how easy these sprays are to formulate!



#### ◀ Water and Hydrosols - 95% to 99%

Water constitutes the majority of linen sprays, and the base can be a mixture of water and hydrosols. Using distilled water or boiled water is best to lessen the chance of bacteria or other growths in the finished product. To add to your linen spray, you can complement the water with hydrosols, which are byproducts of steam distilled essential oils. Hydrosols come in a variety of scents including lavender, rosemary, rose, vanilla, chamomile and sandalwood and can naturally scent your sprays.



#### ◀ Preservative - 0.1% to 2%

Water is the building block of life, but you wouldn't want to spray a world of flourishing microorganisms onto your pillow right before laying your head to rest! Preservatives will keep your linen spray pure and prevent mold, bacteria or yeast from growing in your finished product. Check the usage rate for whichever preservative you choose, but generally you will need anywhere from 0.1% to 2%.



### ◀ Fragrance - 1%

Fill your linen spray with one or many aromatic scents! Essential oils are popular in linen sprays as many are thought to be calming, energizing or revitalizing. Use one EO or blend a few together. Fragrance oils work too, giving a more rounded aroma since most fragrance oils have been professionally balanced with low, middle and base notes.



### ◀ Emulsifier - 1% to 3%

Essential oils and fragrance oils will not mix well with water on their own, and need an emulsifier to keep everything blended. Crafter's Choice FO & EO Modifier or Polysorbate 20 are both suitable emulsifiers for linen sprays. Both need to be mixed with your fragrance before adding to your base, and can result in a clear or cloudy finished product depending on the emulsifier and fragrance. Finish by packaging linen sprays in a plastic or glass bottle with a standard spray top or a mini trigger sprayer.

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WSP carries a regular line of plastic and glass bottles and jars in popular sizes and shapes. The bottles and jars that you need are stocked for your regular product line.



“Love the cylinders! These look so sleek with creams & lotions in them. Always get compliments on the product and they are very sturdy.”



4 oz Clear Cylinder Round Plastic Bottle 24/410  
Customer Review - CC, 12/2014



## Ramp Up To The Holidays

By: Allison B. Vought

*When business is expected to surge during the holidays, you need to take proper measures to prep your handmade business. Learn some tips from an industry expert.*

**F**or crafters and small businesses alike, one of the busiest and most exciting times of the year is the holiday season, which stretches from October to the end of December. With a bit of advanced planning and preparation, both small and large volume sellers gain the ability to make the most of the holiday sales season. Numerous sources indicate that for many small, retail businesses, 20% of their annual sales will occur in the 4th quarter. With proper preparation, you can make your busy season run smoothly and save yourself a tremendous amount of stress.

A “ramp-up” period happens in business when

the demand for a product or service is expected to surge. This could be before a product launch, before a major buying season (like back-to-school or holidays), or before a rebranding period or special promotional event. A ramp-up period typically requires a significant amount of preparation, from product manufacturing to communications to marketing.

Lead times for procuring raw materials for holiday manufacturing vary depending on numerous factors in the supply chain, but they are always more compressed during the ramp up to Black Friday and beyond. This means that you should be planning well in advance of the rush for your holiday products so that you do not experience delays in the arrival of your raw materials. Delays



create a snowball effect which affects your ability to not only manufacture, but deliver your finished goods in time for holiday buyers.

Here are four tips to make sure you can take advantage of the increase in demand and your manufacturing processes do not fail during crunch time:

### **1. Beef Up Sales Staff for Holiday Manufacturing**

Even if your business is too small yet for employees, it's helpful to have a backup plan and part-time or seasonal assistance if you become busier than expected, ill or overbook yourself for holiday markets or shows. Start looking for qualified helpers early on, so you don't find yourself in a bind as it gets closer to the holidays. You will need enough time to train these helpers in what you expect as well as teaching them your product line and pricing structure so that they can easily communicate with potential clients.

### **2. Review Software Efficiency and Social Media Readiness**

If you're using software to collect sales like a website or portable credit card reader now is the time to run a system check and verify that everything is in working order. One of the worst things that can happen is for technology to malfunction in the middle of a potential sale. Update your listings online, consider using new product photography to highlight your holiday offerings and plan out how you will advertise your holiday line. If you intend to use social media, ensure that all of your accounts list the pertinent information to allow potential buyers to reach you in one click (or to purchase directly from your social media account through Facebook and Pinterest). If you haven't already, add a link to your website that allows potential clients to sign up for your newsletter so that you can keep them in the loop for any special offers or sales.

### **3. Check Your Existing Raw Materials Needs and Submit Supply Orders Now**

If you are planning to cash in on a hot trend like Pumpkin Spice or Turmeric, now is the time to stock up on the ingredients required to manufacture those items. A few years ago there was a shortage of pumpkin right before the holiday season, and skincare manufacturers scrambled at the last minute to stock up on what they could find or to revamp their holiday offerings entirely. There's nothing worse than planning an entire product line around an ingredient that you can't or won't be able to procure. Plan far enough in advance and research your raw materials so you can plan to ramp up your inventory ahead of the rush and avoid disappointment. If you offer gift sets or gift wrapping, now is the time to stock up on your packaging or wrap and do a test run to make sure everything you need is in place. Supplier lead times will begin to increase, and you should prepare for longer delivery times and out of stock notifications on holiday packaging and trendy materials that are in high demand. This is part of holiday preparation, and if you prepare for it, you won't be surprised or disappointed when you can't get the materials needed in the time frame you expect.

### **4. Start Taking Stock of Your Manufacturing Process Needs Early Next Year**

The demands of the holiday season are always going to be fluid, and the key to success is reviewing where you had the fewest issues. If you added the right number of seasonal staff or spruced up your software to improve efficiency, you may only need to make a few tweaks. If at the end of the season, you instead view the holidays as an abject failure it is time to review what went wrong and how to fix it before the next season. Failures, just like successes, need to be viewed as a learning experience.

By tracking your company's sales trends, successes and failures you can set your business up for a happy new year. Once you've put all of the pieces in place, focus your attention on keeping your shelves stocked and your customers happy.

## Bath + Body Oil Recipe

*Add this oil to your bath or use as a body or massage oil. Your skin will thank you for it! These oils are rich in Vitamin E and will leave a non-greasy feel to your skin but also create a wonderful glide for massages. Jojoba Oil is thought to improve elasticity while the Botanical Extracts add rich attributes to the product. You can even apply this to hair ends as a moisturizer!*

Project Level: Easy

Estimated Time: ½ Hour

Yield: (4) 4.10 oz. Bottles

- **10 Ounces Fractionated Coconut Oil**
- **2 Ounces Golden Jojoba Oil**
- **2 Ounces Botanical Extract Blend 2 (Oil Soluble)**
- **2 Ounces Argan Oil**
- **5 ml Vitamin E Natural T-50**
- **1 ml Crafter's Choice® Sweet Vanilla Chai Fragrance Oil 774**
- **(4) 4 oz Clear Cylinder Round Plastic Bottles**
- **(4) 24/410 Black Ribbed Basic Top Caps**
- **(4) 24/410 Natural Plastic Bottle Orifice Reducers**
- **Large Glass Bowl**
- **Scale**
- **Mixing Spoon**
- **2 Plastic Droppers**
- **Spatula**
- **4 Black Organza Bags (6.5" x 5")**

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.

1. Place large glass measuring cup on a scale and tare to zero.
2. Add 10 oz. Fractionated Coconut Oil, 2 oz. Argan Oil, 2 oz. Jojoba Oil, and 2 oz. Botanical Extract. Gently stir to incorporate.
3. Add 5 ml Vitamin E and 1 ml Sweet Vanilla Chai Fragrance Oil and stir.
4. Place bottle on scale and tare. Pour 4.10 oz. of the oil into each bottle. Place orifice reducer into bottle opening and add cap. The orifice reducer will make the opening smaller and easier to control the amount that is poured out.
5. Label product accordingly.
6. If desired, place one bottle into a black organza bag for a glitzy holiday look!

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If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Coconut Oil, Jojoba Oil, Argan Oil, Sunflower Oil, Bamboo Extract, Sunflower Extract, Aloe Leaf Extract, Carrageenan Extract, Marshmallow Root Extract, Vitamin E, Fragrance.



*Pictured: Bath and Body Oil*

## 24/410 natural plastic bottle orifice reducer

or·if·ice re·du·cer | *packaging*

Transforms a regular bottle opening into a smaller diameter hole. Constructed of LDPE plastic and fits bottles with a 24/410 opening.

**Question:** Why do people use this?

**Answer:** An orifice reducer provides an upscale look and feel to products and helps consumers control the amount of product used. It is typically added to packaging for high-end products such as toners, massage oils, bath oils and after-shave.





Pictured: Vanilla Bean with Cocoa Swirl Cold Process Soap



## refined a olive oil

re·fin·ed a ol·ive oil | *fixed oil*

Thought to be good for skin cell regeneration. Refined from defective virgin olives. These defects are eliminated after refining. High in oleic acid.

**Question:** What is the difference between Refined A Olive Oil and Extra Virgin Olive Oil?

**Answer:** Extra Virgin Olive Oil is considered a higher grade oil than Refined A Olive Oil, and tends to have a darker yellow to green color compared to Refined A Olive Oil. According to the USDA, "Refined Olive Oil is the olive oil obtained from virgin olive oils by refining methods that do not lead to alterations in the initial glyceridic structure." Both are great for soap making, and both have the same SAP values.

# Vanilla Bean with Cocoa Swirl Cold Process Soap Recipe

*Vanilla and cocoa are the superstars in this recipe. Vanilla Bean Noel is one of our absolute favorite fragrance oils and it is so easy to blend with other fragrances. In this recipe we will use cocoa powder and Vanilla Bean Noel Fragrance Oil to make yummy swirls of creamy browns using white pigment powder for a nice contrast. If you have never used this fragrance oil you are truly missing out! Enjoy!*

Project Level: Advanced – Danger Chemicals

Estimated Time: 1 Hour

Yield: (8) 1” Slices

- **9.32 Ounces Distilled Water**
- **4.66 Ounces Sodium Hydroxide Flakes**
- **13 Ounces Palm Oil**
- **10 Ounces 76° Melt Coconut Oil**
- **9 Ounces Refined A Olive Oil**
- **2 Ounces Crafter’s Choice® Vanilla Bean Noel\* Fragrance Oil 113**
- **1 Tbsp. Cocoa Powder**
- **1 Tbsp. Matte White Pigment Powder For Oil**
- **Regular Loaf Silicone Mold 1501**
- **Microwave**
- **Microwave-Safe Bowl**
- **3 Mix & Pour Funnel Pitchers**
- **Mixing Bowl**
- **Mixing Spoons**
- **Skewer**
- **Stick Blender**
- **Safety Equipment (gloves,goggles,mask)**
- **Spatula**
- **Scale**
- **Thermometer**
- **Measuring Spoons**

NOTE: 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 all safety methods of working with dangerous chemicals, it is simply a soap recipe for advanced soapmakers.

1. 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.
2. Prepare the lye solution by weighing the water and lye in two separate containers. Pour the lye into the water, carefully mix in a well-ventilated area and set aside to cool while you prepare your oils. Leave the vicinity quickly after stirring the sodium hydroxide into the water if mixing in a small area. If you get any lye on your skin just wash it off quickly with copious amounts of cool water.
3. Melt the Coconut Oil and Palm Oil in double boiler or microwave until melted.
4. Add Olive Oil and stir and then set aside.
5. While lye water is cooling prepare your colors.
6. In first funnel pitcher add Cocoa Powder with a few drops of distilled water and stir then set aside. The water helps break down clumps of the cocoa powder when mixing with the soap batter.
7. In the second funnel pitcher add Matte White Pigment Powder - For Oil with a few drops of your melted mixed oils to break up the color and then set aside.
8. When lye has cooled, pour lye into liquid oils and hand stir. Then using the stick blender mix in short bursts until batter has reached a light trace.
9. To the funnel pitcher with the White Pigment Powder, add 8 oz. of the soap batter.
10. Divide the remaining soap batter between the other two funnel pitchers.
11. Mix the colored soap batters until completely mixed.
12. Add 1 oz. of fragrance oil to the pitcher with cocoa powder and 1 oz. of fragrance to the uncolored batter and stir well. Mix with stick blender for a few bursts to make sure the scent is incorporated.
13. With the mold on a flat surface, pour the cocoa powder batter filling the mold to about half of an inch high.
14. Pour about the same amount of the uncolored soap batter slowly down the middle of the loaf mold.
15. Hold the white colored soap batter over the mold and drizzle two lines up and down the mold.
16. Gently pouring, repeat the layers once more over the mold and leave just enough batter to pour one line of each color on top.
17. Take a skewer, and starting on the end, stick it just through the top layer and make circular motions all along the top.
18. Let sit for 24-48 hours before unmolding.
19. Remove soap from mold and slice into bars. If you have trouble unmolding you may place the loaf in the freezer for 45 minutes. Let cure 4-6 weeks.
20. Wrap as desired and label accordingly.

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If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Palm Oil, Coconut Oil, Water, Olive Oil, Sodium Hydroxide, Fragrance, Cocoa Powder, Titanium Dioxide.

## Shimmery Berry Vanilla Melt + Pour Soap Loaf Recipe

*This sparkling and shimmery soap is a perfect addition to your Holiday product line. Would also make a perfect favor for a little girls birthday party, too! The enticing aroma of sugar and berries is sure to make this a favorite!*

Project Level: Easy  
Estimated Time: 1 Hour  
Yield: (8) 1" Slices

- **32 Ounces Premium Crystal Clear Soap Base**
- **16 Ounces Detergent Free Madagascar Vanilla MP Soap**
- **41 ml Crafter's Choice® Berry Vanilla\* Fragrance Oil 643**
- **(1) 0.15 ml Micro Size Scoop Highlight White Red Mica Powder**
- **20.5 ml Vanilla Color Stabilizer for MP Soap**
- **¼ Piece Fruit Punch Red Sparkle Mica Soap Color Bar**
- **Round Ball 7/8" Silicone Soap Mold 1803**
- **Regular Loaf Silicone Mold 1501**
- **Microwave**
- **2 Large Glass Mixing Bowls**
- **Scale**
- **Straight Soap Cutter**
- **Spatulas**
- **2 Plastic Droppers**
- **0.15 ml Micro Size Scoop**
- **Plastic Beaker**
- **Hand Mixer**
- **Spray Bottle with Alcohol (for spritzing)**
- **Thermometer**

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.

1. Weigh 22 oz. of Crystal Clear MP Soap Base and cut up into chunks. Place chunks into a large glass measuring cup. Place in microwave and heat in 30 second increments until the soap has completely melted.
2. In plastic beaker, mix 18 ml Berry Vanilla Fragrance Oil with 9 ml Vanilla Color Stabilizer. Let mixture sit for 2 minutes.
3. Cut the Fruit Punch Red Sparkle Soap Cube into 4 pieces. Place 1 of the 4 pieces into the melted soap along with the fragrance/stabilizer mixture. Blend well until color has completely melted in.
4. Pour soap into the Round Ball 7/8" Silicone Soap

Mold 1803 and spritz the tops of the soaps with rubbing alcohol to release any surface bubbles. Let soap harden. To quicken this process, place mold in freezer for about 30 minutes.

5. Remove soap "berries" from mold and set aside. Remelt remaining soap in measuring cup and fill the Round Ball 7/8" Silicone Soap Mold 1803 again. (There will be extra soap left over to be used later.) Spritz again with alcohol and let harden.
6. Weigh and cut up 16 oz. of Madagascar Vanilla MP Soap Base and place in clean glass measuring cup. Heat in microwave in 30 second increments until the soap has melted.
7. In plastic beaker, mix 15 ml Berry Vanilla Fragrance Oil with 7.5 ml Vanilla Color Stabilizer. Let mixture sit for 2 minutes then add to melted soap.
8. Place the Regular Loaf Silicone Mold 1501 on flat surface. Pour half of the melted vanilla soap into the mold and spritz with alcohol. Let harden.
9. Weigh and cut up 10 oz. of Crystal Clear MP Soap Base and heat in microwave until melted.
10. Add (2) 0.15 ml Micro Size Scoops of Highlight White Red Mica Powder and mix well.
11. In plastic beaker, mix 8 ml Berry Vanilla Fragrance Oil with 4 ml Vanilla Color Stabilizer. Let mixture sit for 2 minutes then add to melted soap.
12. Spritz the vanilla soap in the loaf mold with rubbing alcohol. When soap temperature cools down to 130°F, pour a thin layer of clear soap into the mold. Taking a small handful of berries, spritz those with alcohol and add to the clear soap. Continue to layer in this manner until all the berries are added. Add the rest of the clear to top off the berries. Spritz, again, with alcohol and let harden.
13. Remelt the remaining vanilla soap from Step 6. Be sure soap temperature is not over 130°F. Spritz soap in mold with alcohol and pour in the vanilla soap. Spritz and allow to harden.
14. Remelt remaining pink soap left from making soap "berries" Using a hand mixer, whip the soap until it starts to fluff up and thicken. Spritz soap in mold with rubbing alcohol and quickly pour whipped soap on top spreading out to the edges. Sprinkle top with (1) 0.15 ml Micro Size Scoop of Highlight White Red Mica Powder.
15. Once soap has set up, carefully remove from mold.
16. Using a mitre box, if available, slice soap into 1" slices and wrap soap in plastic wrap so that it is airtight.
17. Label product accordingly.

If you are packaging this product for sale, be sure to include the ingredient listing on your label.

Sorbitol, Coconut Oil, Propylene Glycol, Sodium Laureth Sulfate, Stearic Acid, Water, Sodium Hydroxide, Silica, Myristic Acid, Sodium Cocoyl Isethionate, Madagascar Vanilla Bean Seeds, Fragrance, Titanium Dioxide, Fluorophlogopite, Tin Oxide, Sodium Cocoate, Sodium Stearate, Glycerin, Mica, Iron Oxide.



Pictured: Shimmery Berry Vanilla Melt + Pour Soap Loaf



## crafter's choice<sup>®</sup> round ball 7/8" silicone soap mold 1803

round ball sil-i-cone soap mold | *silicone soap making mold*

This silicone mold features twenty-seven round mold cavities that create small 0.2 ounce soaps or lotion bars. The molded soaps are typically used as single-use bars or used as embeds in a larger soap design.

**Question:** Can this be used to mold cold process soap?

**Answer:** Yes! The mold is constructed of heavy-duty silicone, and can handle temperatures of up to 500°F. It works best with harder soap recipes. If your soap is too soft, you can wait until it hardens more or you can place the mold in the freezer for about 15 minutes before removing the soap from the mold.

**'Batter Up'****Vanilla Fragrances**

In this month's 'Batter Up' we tested some of our favorite Crafters Choice™ vanilla fragrance oils in cold process soap. We used each fragrance at a rate of 1 ounce per pound of soap (approx. 6%) and did not experience any ricing, seizing or acceleration with the fragrances pictured. The varying percentages of vanilla in each fragrance can affect the final color of the soap. Some prefer to incorporate the natural color into their soap designs. However, if you want to maintain a certain design or color, use Crafters Choice™ Vanilla Color Stabilizer for CP Soap at the recommended usage rate for your fragrance oil. Photos were taken one full month after the day these soaps were made to allow time for the color to change fully.



19% Vanilla Content

Crafter's Choice™ Warm Vanilla Sugar Fragrance Oil



11% Vanilla Content

Crafter's Choice™ Vanilla Bean Noel Fragrance Oil



8.6% Vanilla Content

Crafter's Choice™ Vanilla Fig Fragrance Oil



6% Vanilla Content

Crafter's Choice™ Vanilla Lavender Fragrance Oil





6% Vanilla Content

Crafter's Choice™ Vanilla Hazelnut Fragrance Oil



4% Vanilla Content

Crafter's Choice™ Bourbon Vanilla Fragrance Oil



3% Vanilla Content

Crafter's Choice™ Madagascar Vanilla Fragrance Oil



1% Vanilla Content

Crafter's Choice™ Jack Frost Fragrance Oil



1% Vanilla Content

Crafter's Choice™ Berry Vanilla Fragrance Oil



0.1% Vanilla Content

Crafter's Choice™ Pink Amber Vanilla Fragrance Oil

**'No Lye'****Vanilla Fragrance Oils in Melt + Pour Soap**

In this month's 'No Lye' we tested vanilla fragrances in Moroccan Argan Melt & Pour Soap. Vanilla naturally causes soap to brown over time. The percentage of vanilla in the fragrance will affect how long it takes to brown and how dark it gets. In the pictures below, we made melt and pour soap using five different fragrance oils with varying amounts of vanilla. The first column shows the soap right after it was made, and the second column shows the soap after one month. You can still use vanilla fragrances, but remember to either design your soap with this color change in mind or use Crafters Choice™ Vanilla Color Stabilizer for MP Soap to prevent darkening.



Day 1: FO with 0.20% Vanilla Content

DF Moroccan Argan MP Soap + Bayberry Fig FO



Day 30: FO with 0.20% Vanilla Content

DF Moroccan Argan MP Soap + Bayberry Fig FO



Day 1: FO with 1% Vanilla Content

DF Moroccan Argan MP Soap + Hollyberry & Plum FO



Day 30: FO with 1% Vanilla Content

DF Moroccan Argan MP Soap + Hollyberry & Plum FO



Day 1: FO with 3% Vanilla Content

DF Moroccan Argan MP Soap + Madagascar Vanilla FO



Day 30: FO with 3% Vanilla Content

DF Moroccan Argan MP Soap + Madagascar Vanilla FO



Day 1: FO with 7% Vanilla Content

DF Moroccan Argan MP Soap + Vanilla Verbena FO



Day 30: FO with 7% Vanilla Content

DF Moroccan Argan MP Soap + Vanilla Verbena FO



Day 1: FO with 11% Vanilla Content

DF Moroccan Argan MP Soap + Sweet Vanilla Chai FO



Day 30: FO with 11% Vanilla Content

DF Moroccan Argan MP Soap + Sweet Vanilla Chai FO

## Hand Salve + Foot Balm Recipe Set

*This set is the perfect winter skin care remedy! Both products contain moisturizing ingredients to soak into your skin and help keep it hydrated during those cold, winter months.*

Project Level: Easy

Estimated Time: ½ Hour

Yield: (6) 2.4 oz. Hand Salves, (6) 2 oz. Foot Balms

- **4.7 Ounces White Ultra Refined Low Odor Beeswax**
- **9.3 Ounces Natural Shea Butter**
- **3.8 Ounces Fractionated Coconut Oil**
- **7 Ounces Avocado Oil**
- **3 Ounces Clear Jojoba Oil**
- **9 ml Vitamin E Natural T-50**
- **32 ml Crafters Choice Madagascar Vanilla\* Fragrance Oil 330**
- **6 Gold Organza Bags 9" x 5.5"**
- **Heat-Safe Pan with Pour Spout**
- **Stove Top**
- **Scale**
- **2 Glass Measuring Cups**
- **2 Plastic Droppers**
- **Thermometer**

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.

### HAND SALVE:

1. Measure 1.7 oz. Beeswax and place in heat-safe pan. Place on stove top and heat on low until wax is completely melted.
2. Weigh 1.8 oz. Shea Butter and place in pan of melted wax. Stir and let butter melt.
3. Add 3.8 oz. Coconut Oil and 7 oz. Avocado Oil. Place pan back on heat source to completely melt any solid pieces.
4. Remove from heat source. When mixture has cooled

to around 150°F add 20 ml of Madagascar Vanilla Fragrance Oil with and 5 ml of Vitamin E and stir well.

5. To fill container, place jar on scale and tare to zero. Add 2.4 oz. of mixture and set aside to cool completely. Repeat until all jars are filled.

### FOOT BALM:

1. Measure 3 oz. Beeswax and place in heat-safe pan. Place on stove top and heat on low until wax is completely liquid. Remove from heat source.
2. Weigh 7.5 oz. Shea Butter and place in pan of melted wax. Stir and let butter melt.
3. Add 3 oz. Jojoba Oil and 4 ml Vitamin E and stir. Place pan back on heat source to completely warm up product.
4. When mixture has cooled to around 150°F add 12 ml of Madagascar Vanilla Fragrance Oil and stir well.
5. Remove pan from heat source and let cool.
6. Once temperature of product cools to around 135°F, pour into lotion bar tubes.
7. Place container on scale and tare to zero. Fill each tube to 2 oz. and set aside to cool completely. If any product remains, divide evenly among the tubes.
8. Once products have cooled completely and turned solid, place caps on.
9. Package 1 Hand Salve and 1 Foot Balm into a gold organza bag.
10. Label product accordingly.

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If you are packaging this product for sale, be sure to include the ingredient listing on your label.

HAND SALVE: Avocado Oil, Coconut Oil, Shea Butter, Beeswax, Fragrance, Tocopherol.

FOOT BALM: Shea Butter, Jojoba Oil, Beeswax, Fragrance, Tocopherol.



*Pictured: Hand Salve and Foot Balm Set*



## **white ultra refined low odor beeswax**

white ultra refined low odor beeswax | *cosmetic additive*

This beeswax is considered to be the best in the market and the same used by many large cosmetic companies. The ultra refined beeswax produces a superior white color with very low odor, perfect for consistent results.

**Question:** Why is beeswax used in cold process soap recipes?

**Answer:** Beeswax is mainly used in cold process soap recipes to harden soap bars and make them last longer. It is typically used at 1-2% in cp soap recipes, and is added with the base oils. Since beeswax has a higher melt point, soaping at a higher temperature is crucial.



## Vanilla Browning in Cold Process Soap

By: Kevin Dunn

*We've all experienced a soap recipe go from creamy and bright to brown and dull. Learn more about the dramatic color change caused by vanilla content in fragrance oils.*

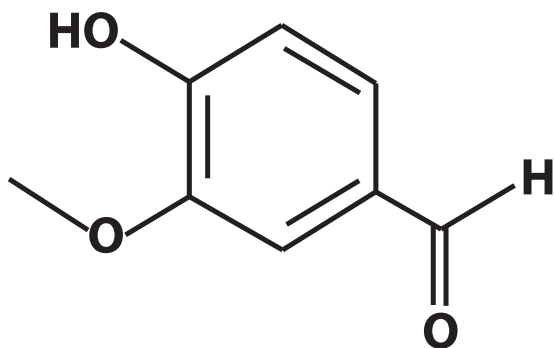
**B**rown happens. Leaves turn brown in the fall. Grass turns brown when it's dry. Bite into an apple; the white flesh turns brown over the course of half an hour. Brown is the natural color of vegetable matter if you just wait long enough, and vanilla is no exception. Vanilla beans are harvested while they are green and odorless. The scent of vanilla comes when they are dried in the sun, where they turn dark brown. The beans are steeped in alcohol, resulting in the familiar brown vanilla extract.

For this month's article I was asked to address the color of vanilla scented soap, which begins as a light tan, but darkens over time. My first reaction to this question was, "What do you expect? Brown is the color of vanilla!" The curious thing about vanilla is not that it turns soap brown, but that we expect otherwise. And the reason for this is that we associate the flavor of vanilla with white-colored foods. So the real puzzle here is not that vanilla soap is brown, but that vanilla cake and ice cream are white.

Natural vanilla consists of hundreds of compounds, but the principle component, and the one most responsible for the scent is vanillin, whose structure is shown in Figure 1. As in previous installments of this column, I show a structural formula, the kind of thing a chemist would draw on a napkin when talking to another chemist. Each vertex in the formula represents a carbon atom. Hydrogen atoms are inferred from the number of carbon atoms, and oxygen atoms are shown explicitly. You don't need to understand all the nuances, but it should be evident that the molecule has four parts. At the upper left is an OH group, which is similar to water ( $H_2O$ ), and makes vanillin soluble in water and alcohol. At the lower left is a methoxy group. In the middle is a hexagonal ring of 6 carbon atoms, variously referred to as a benzene ring, or an "aromatic" ring. And at the lower right is a carbon atom double-bonded to an oxygen atom, a group known to chemists as an aldehyde group.

Vanillin is not the only molecule to combine a benzene ring with an OH group. If you left the aldehyde and methoxy groups off of vanillin, you would have a molecule called phenol

Figure 1



(pronounced “funole”), the active ingredient in Chloraseptic throat spray, and the compound responsible for its characteristic scent. Molecules like vanillin and phenol are referred to as phenolics. The important thing about these compounds from a soapmaking perspective is that they are slightly acidic and consequently react with alkalis like sodium hydroxide. When people report that vanilla does not “last” in CP soap, this is probably the reason. The harsh alkaline environment of CP soap may be avoided by adding vanilla to an HP soap after the cook, or to an MP soap, and this may produce a more satisfactory aroma. But the reaction with alkali is reversible, and since CP soap becomes less alkaline as it ages, its scent may improve with time.

Vanilla beans are not the only source of vanillin. It can be easily synthesized from another phenolic compound, eugenol, the principle component of clove oil. It can also be made as a by-product of paper manufacturing or from petroleum. The most economical source depends on market conditions, which change from year to year. When vanillin from a source other than vanilla is sold, it is referred to as “artificial” or “imitation” vanilla. Imitation vanilla contains the same molecule that gives natural vanilla its scent and taste, but is missing the hundreds of other compounds which nuance the natural product.

Is vanillin also responsible for the color of vanilla? No, vanillin is colorless. Caramel color is usually added to imitation vanilla so that it looks similar to natural vanilla, but there is a variant of imitation vanilla called “clear” vanilla that does not contain artificial colors. It is as clear as water. This is the version often used for wedding cakes and other foods

intended to be as white as possible.

When natural vanilla is used to scent cold process soap, the original color is a light tan. But as the soap cures, it turns brown, beginning on the surface and penetrating over time to the interior. Figure 2 shows a cross section of a soap caught in the middle of this process. The fact that the color change originates on the surface shows that it is caused by reaction of the soap with air. Since this does not occur in unscented soap, we infer that something in the vanilla is being oxidized. Is it vanillin or is it one of the other components of vanilla?

To answer this question, I added some sodium hydroxide to clear vanilla on a small dish and left it exposed to the air. Over the course of a few hours it gradually browned until its color was the same as that of natural vanilla. The results of this experiment imply that alkali accelerates the oxidation of vanillin and that the color of the oxidation products is brown. Clear vanilla would not seem to avoid the browning of CP soap, but it might be an option for MP soap, which is typically less alkaline.

So what can be done about the browning of vanilla soaps? Some companies market additives (presumably antioxidants) that will delay the oxidation of vanillin. Instead of avoiding the issue, however, I encourage you to embrace the brown color of vanilla as a feature. Consider it a scent and a colorant. If you think about it this way, you could divide a batch of soap into two portions, scent one of them with vanilla, and then swirl the two together. The result would be white soap with brown streaks—not exactly wedding cake, but certainly not German chocolate. Using this strategy, you can make a vanilla-scented soap whose color meets consumers’ expectations for vanilla products.

Figure 2





## Understanding the Vanillin Villain

By: Susan Barclay Nichols

*Learn more about how vanilla can cause your handmade bath and body products to change color so quickly. Embrace the color change and make it work for you instead of against you!*

**Y**ou know the feeling. You've created something beautiful - an amazing cupcake scented bath bomb topped off with foaming butter cream scented icing or a white chocolate raspberry scented body lotion with just a titch of mica for shimmer - that morphs from a lovely cream color to a shade of beige or brown in a few days. What happened? Vanilla happened! As much as we love them, fragrances containing vanilla can discolor our products.

The main discoloring culprit in vanilla is vanillin (4-hydroxy-3-methoxybenzaldehyde), an aromatic aldehyde that contributes a "strong, sweet, and milky scent" to our products. It's

found naturally in so many things, like vanilla beans, blueberries, coffee, red wine, smoked meats, strawberries, and more, but most of the vanillin we use is synthesized from ingredients like eugenol (found in cloves and cinnamon leaf), curcumin, wood pulp, or petrochemical sources as there's just not enough vanilla in the world to satisfy our insatiable demand for the stuff. (Contrary to what some food bloggers would have you believe, the vanilla we use isn't castoreum, or expressed beaver gland. That stuff's way too expensive!)

Why does this discoloration happen? When exposed to air and light, vanillin oxidizes and starts to brown. (As an interesting aside, it can react with iron to turn purple!) It has a pH of



about 4.3, and discoloration increases as the pH becomes more alkaline. We can see this in action when we compare the discoloration of acidic products like lotions, shower gels, shampoos and conditioners to more alkaline products, like bath bombs, melt & pour soap and cold process soap. The browning in the latter products can happen almost overnight and continues to get darker with time, while the process in more acidic products takes longer and discolors less.

Vanillin can impact more than just the color of the product. Because it's polar, it's soluble in water. (Water is polar, oil is non-polar, and the rule is "like dissolves like", so polar things usually mix well with water.) When including it in an anhydrous product, like lotion bars, whipped butters or paraffin candles, vanilla can show up as a light film on the surface or small droplets at the bottom of the container. If you've noticed this bloom and it bothers you, include a bit of a non-ionic solubilizer, like polysorbate 20, caprylyl/capryl glucoside or PEG-40 hydrogenated castor oil with the fragrance oil to make sure it stays emulsified.

Vanillin has an impact on surfactant systems, like shampoos, body washes or bubble bath, reducing the viscosity and the clarity of the product pretty substantially. (I'll never forget the Christmas I made a luscious thick bubble bath with Pink Sugar, only to find out it had the viscosity of water the next morning!) Fortunately, we can overcome this viscosity loss using our normal thickeners, like liquid Crothix or Ritathix DOE or salt. Just remember to wait until the product comes to room temperature before judging how much thickener to add! When the product is warm, it'll be thinner, so you'll end up adding too much!

As a note, the impact of discoloring and viscosity altering fragrance oils are some of the reasons we always suggest watching your products over time to see what happens before you consider selling them. You might have the clearest and reddest pirate themed bubble bath of all time today, but that bloody, bubbly simulation may

be cloudy and brown by the time little Dylan's birthday party comes around!

Vanillin shows up in so many of our fragrance oils because of its amazing scent, which means that a label doesn't have to say "vanilla" in it to discolor your products. It can be found in fragrance oils that contain the descriptors "milk", "cream", "cupcake" and more. Since the INCI of most fragrance oils is "fragrance", ask your supplier for more information before you decide to include it in your product.

What to do if you want to use fragrance oils with vanillin in your products?

Use a vanilla stabilizer, an ingredient designed to prevent discoloring. Ensure you're using the right stabilizer for the right product: There are different versions for lotions, melt & pour soaps, bath bombs and so on. And ask your supplier what they suggest for their stabilizer as the usage differs greatly from one shop to another. (And

no, we don't know what's in these products as the INCI is "fragrance" and are generally proprietary blends.)

Package your products in a closed opaque container to reduce exposure to light and air to slow down the process of oxidation. For most products, bottles with pumps or disc caps are a better choice than jars.

Add an anti-oxidant like Vitamin E at 0.05% to your product to slow down oxidation.

Add a whitener, like titanium dioxide. You only need a titch, and choose the right one for your product - oil or water soluble - before adding to the cool down phase. Mix well to avoid clumps.

Dye it! It might not work well with a lotion or other leave on product, but a few extra drops of liquid colorant in a bubble bath or shower gel easily disguises the slight browning.

Embrace the color! It isn't a bad thing for our product to brown. As you've seen, it doesn't mean the product has gone bad or is dangerous: It just isn't as pretty as it could be without the slight discoloration.

***“Embrace the color! It isn't a bad thing for our product to brown. As you've seen, it doesn't mean the product has gone bad or that it's dangerous. It just isn't as pretty as it could be without the slight discoloration.”***

## Proper Labeling Practices

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# The FDA Soap Exemption

Depending on how you market your handmade soap the Food and Drug Administration (FDA) can consider it to be true soap, a cosmetic or an over the counter drug. Each of those classifications have different regulations for compliance. This article focuses on true soap and the FDA soap exemption.

True soap is exempt from FDA regulations, instead regulated by the Consumer Product Safety Commission (CPSC). While you would think that all soap meets the exemption, that is not the case. True soap must meet two specific criteria to be exempt from FDA regulations.

First is the chemical composition of the soap (what is in it). The FDA exempts true soap from their regulations when “the bulk of the nonvolatile matter in the product consists of an alkali salt of fatty acids and the product’s detergent properties are due to the alkali-fatty acid compounds, and the product is labeled, sold, and represented solely as soap.” [21 CFR 701.20] This means that the soap cannot contain detergents.

The second criteria for exemption revolves around what you choose to call your product. You must call your product soap and it can only be intended to clean the body. Health claims are not allowed which means you cannot state that the soap is moisturizing, exfoliating, acne fighting, etc.

True soap must be labeled according to the regulations outlined in the Fair Packaging and Labeling Act. This includes:

- Statement identifying the commodity, e.g., soap, sponges, etc.
- Name and place of business of the manufacturer, packer or distributor
- Net quantity of contents in terms of weight, measure or numerical count (measurement must be in both metric and inch/pound units).

In addition, the CPSC requires the following:

- Directions for Recommended Use
- Warning or Caution Statements
- Identification of Allergens

Following these important rules will easily help you maintain compliance with producing and selling handmade soap.

## Good Manufacturing Practices

### FDA Checklist, Part III



Rigorous adherence to good manufacturing practice minimizes the risk of adulteration or misbranding of cosmetics. The following cosmetic establishment instructions, excerpted from FDA's Inspection Operations Manual, may serve as guidelines for effective self-inspection. A good inspection score means that an establishment follows good

manufacturing practice. The FDA has a checklist of 10 guidelines they use for inspection. This article addresses guideline number five.

#### Guideline No. 5

5. **Production.** Check whether manufacturing and control have been established and written instructions, i.e., formulations, processing, transfer and filling instructions, in-process control methods etc., are being maintained. Determine whether such procedures require that:

- a. The equipment for processing, transfer and filling the utensils, and the containers for holding raw and bulk materials are clean, in good repair and in sanitary condition.
- b. Only approved materials are used.
- c. Samples are taken, as appropriate, during and/or after processing, transfer or filling for testing for adequacy of mixing or other forms of processing, absence of hazardous microorganisms or chemical contaminants, and compliance with any other acceptance specification.
- d. Weighing and measuring of raw materials is checked by a second person, and containers holding the materials are properly identified.
- e. Major equipment, transfer lines, containers and tanks are used for processing, filling or holding cosmetics are identified to indicate contents, batch designation, control status and other pertinent information.
- f. Labels are examined for identity before labeling operations to avoid mix-up.
- g. The equipment for processing, holding, transferring and filling of batch is labeled regarding identity, batch identification and control status.
- h. Packages of finished products bear permanent code marks.
- i. Returned cosmetics are examined for deterioration or contamination.

## *If Vanilla Could Talk...*

“The Essential Oil of Vanilla is extracted by solvent extraction of a resinous substance obtained from fermented vanilla beans.

These beans come from vanilla plants, a creeper that grows mainly in Mexico and neighboring countries and bears the scientific name *Vanilla Planifolia.*” <sup>1</sup>

Vanilla Bean Extract is thought to have anti-inflammatory properties, which can help to soothe and calm irritated skin. It is also thought to offer anti-bacterial properties that aid in reducing uncomfortable skin irritation and infection. <sup>2</sup>

“The health benefits of Vanilla Essential Oil can be attributed to its properties which are thought to be antioxidant, aphrodisiac, anticarcinogenic, febrifuge, antidepressant, sedative, tranquilizing and relaxing substance.” <sup>1</sup>

Vanilla Bean Extract is rich in antioxidants which are thought to help to protect against free radical damage and to combat the effects of environmental stresses on the skin. <sup>2</sup>

Vanilla Bean Extract is rich in B Vitamins, including Niacin, Thiamin, Riboflavin, Vitamin B6, and Pantothenic Acid. All of these vitamins are thought to help maintain healthy looking skin. The aroma of Vanilla Bean Extract is thought to help lift mood and generate feelings of wellbeing and calmness. <sup>2</sup>

**Source: 1.)** *Health Benefits of Vanilla Essential Oil* <https://www.organicfacts.net/>

**Source: 2.)** *Organic Vanilla Bean Extract* <http://ecologyskincare.com/>

## You Asked, We Answered...

### Trending Questions



**Question:**

Will fragrances with vanilla change the color of my bath bombs?

**Answer:**

Yes, sometimes fragrances that contain a high vanilla content will change the color of your bath bombs and bath fizzies. You will notice browning or a darkening from the vanilla being exposed to oxygen.

We have found that you can easily avoid this problem of discoloration by incorporating Crafter's Choice™ Vanilla Stabilizer for Cold Process Soap into your handmade bath bomb recipe.



**Question:**

I have found that sometimes my palm oil is separated, is this okay?

**Answer:**

While it is quite common for palm oil to separate under certain weather conditions, it is not okay to use the oil while it is separated. If your palm oil is separated, mix until the oil becomes one homogenous mixture. It is important to do this because when separated oil is used, it does not have all of the necessary components that make it react in a recipe, and failure to mix it can ruin a soap batch.



**Question:**

Can I label my product "All Natural"?

**Answer:**

The term "All Natural" is not regulated by a government organization and can be used on packaging as the product maker finds appropriate. There are many opinions as to what "all natural" means, but in the end it is up to the artisan to determine if their product fits their own definition of "all natural". We recommend that if you use this terminology, you must make sure you are prepared to answer questions to explain your claim to your customers.

## Simple Secrets

# Rebatching Cold Process Soap



### ◀ The Goal

Rebatched soap is a soap making method that involves working with a previously made cold process soap batch. We typically rebatch soap when a soap batch went wrong, but we don't want to waste the ingredients. For example, maybe we realize that we forgot to add an oil and now the soap is lye heavy or maybe it is simply because we didn't like the finished design. We reuse the ingredients from the botched batch to make a new soap that people will love. Read more to learn how to rebatch soap.



### ◀ Heat Soap

The first step to rebatching soap is to bring the soap to a gel consistency. Begin by grating the soap. (Be sure to wear gloves if your soap is lye-heavy!) Next, heat the grated soap on warm or low in a slow cooker. As the soap heats, it will start to turn translucent after about two hours. Keep a watch on it. If at anytime during this process it starts to burn add water and be sure to occasionally scrape the sides to minimize scorching. Here we grated a chamomile infused soap that was too lightly fragranced for our taste.



## ◀ Incorporate Additives

Depending on your original recipe, you may choose to add more ingredients to your soap. If your soap was lye heavy, you will definitely need to add back the oil that is missing. (We only recommend rebatching lye heavy soap if you know exactly what is missing from your recipe.) In the pictured soap, we added fragrance, color and Cranberry Butter Blend. We used Hollyberry & Plum Fragrance Oil that was pre-mixed with Vanilla Color Stabilizer for CP Soap and Plumbery Pink Mica Powder.



## ◀ Mold

Once the additives are well cooked into the soap, you can mold the soap batter. The batter will likely be a thick consistency, and may need to be scooped into a mold. Rebatched soap has a very rustic look, and it is normal for it to appear thick and uneven. Unmold after the soap hardens and let cure.

## Artisan Spotlight

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### Vanilla Inspired Handmade Soaps

We are always looking to share inspiration from talented artisans and crafters in the handmade industry. There are so many creative people that are on target with the vanilla fragrance trend that it was difficult to highlight only ten artisans' creations!

One of the most commonly asked questions we receive is about appearing as a feature in our magazine. If you are interested in being featured in an issue of *Handmade*, please contact us by email at [info@handmademagazine.com](mailto:info@handmademagazine.com). We will be happy to feature your work if/when it relates to the theme we are promoting. Please enjoy these inspirational products and remember to support small business!!



Sandalwood Vanilla Soap

LatherUpNaturally on Etsy.com



Strawberry Vanilla Soap

ShimmeringSuds on Etsy.com



Exfoliating Vanilla Bean Latte Soap

TreeTopSoapShop on Etsy.com



California Sunshine Vanilla Orange Soap

theblacksheepsoapco on Etsy.com





Vanilla, Coconut, Orchid & Apple Soap

JackRabbitSoapCo on Etsy.com



Black Raspberry Vanilla Soap

JudysAmiShop on Etsy.com



Sweet Vanilla Cold Process Soap

WildPoppySoapCo on Etsy.com



Vanilla Porter Beer Soap

AnnabubblesCo on Etsy.com



French Vanilla & Amber Soap

MidnightScentworks on Etsy.com



Raspberry Vanilla Soap

SimpleHomeAccents on Etsy.com

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### **P is for Poppy Seeds**

Poppy seeds are often used as a gentle and mild exfoliant in natural and handmade soaps and scrubs. The size, color and shape of this natural seed makes it an attractive addition to your vanilla inspired recipe. When blended with a white, ivory or cream colored base, poppy seeds are thought to mimic the look of vanilla bean ice cream.

Poppy seeds are obtained from the dry fruit pods of the poppy plant. They are small black, bead-like seeds most commonly used in bakery to add texture to breads, muffins and pastries. They are very small in size, approximately 2 mm or less.

If you are planning to incorporate poppy seeds into your vanilla soap or scrub, keep in mind that smaller amounts are best to add mild exfoliation and color variation. Larger amounts will intensify the exfoliating properties which may be irritating to the skin. Poppy seeds are best used in soaps and body scrubs. Be careful if using in a facial scrub as for some people they are too abrasive on sensitive skin.

When adding poppy seeds to melt and pour soaps, it is recommended that you use a suspension soap base that will prevent the additives from sinking to the bottom of the bar.

Packaging Inspiration

*Packaging Picks*



Cocoa Butter +  
Vanilla Bean Lip Balm

Badger™



Vanilla + Bergamot  
Soapy Suds

Bliss™



Brown Sugar Vanilla  
Bubble Bath

Deep Steep®



Island Vanilla  
Natural Soap

Pacifica™



Sugared Vanilla Foaming  
Fresh Hand Soap

ULTA®



Vanilla Blush & Peony  
Hand Wash

Grace Cole™



Spun Sugar & Vanilla  
Bean Body Wash

HEMPZ®



Vanilla Bean  
Body Wash

Dionis™



Warm Vanilla Sugar  
Body Lotion

Bath & Body Works®



Vanilla Pumpkin  
Marshmallow Candle

Bath & Body Works®



Vanilla Bean  
Room Perfume

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Wild Madagascar Vanilla  
Ultra Shea Body Cream

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# HANDMADE COSMETIC ALLIANCE

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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.

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## Contributing Authors for *Handmade Magazine*

### **Debbie May**

Debbie May is a self taught soap maker and handmade cosmetic artisan. Her experience includes making products for profit that were used to help support her growing family, including a daughter with special needs and autism. In 1999 Debbie established Wholesale Supplies Plus, Inc. as a way to bring affordable high-quality ingredients to small home-based businesses.

### **Kevin Dunn**

Kevin Dunn is the Elliott Professor of Chemistry at Hampden-Sydney College, and is the author of Caveman Chemistry and Scientific Soapmaking. Educated at the University of Chicago and the University of Texas, he now lives in central Virginia with his wife and several cats.

### **Marla Tabaka**

Marla Tabaka is an internationally known success coach and Inc. Magazine author who helps entrepreneurs get what they want, personal and financial success. Her integrative approach to coaching combines mindset management and strategic planning, delivering results that have taken many of her clients well into the millions.

### **Allison B. Vought**

Allison B. Vought 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, LLC, a private label

manufacturer specializing in ultra-low minimums, as well as co-founder of the Vegan skincare line

### **Holly Port**

Holly Port is the owner of Lotion Bar Café in Colorado Springs, Colorado. Her bath and body products are available for retail and wholesale. She sells to boutiques and stores in several states. Holly teaches product making classes nationwide and has turned recent author and loves sharing her knowledge.

### **Susan Barclay-Nichols**

Susan Barclay Nichols is SwiftCraftyMonkey of the well-known blog Point of Interest. As a self-described "cosmetic scientist" and enthusiastic teacher she shares her love of all things crafty with youth through the free programs she and her husband offer in their community. She is currently working on a science degree at the University of the Fraser Valley, and also holds a Bachelor of General Studies from Simon Fraser University.

### **Stephanie Taylor Christensen**

Stephanie Taylor Christensen is a former financial services marketer turned freelance writer who covers personal finance, career, health, and small business news. Her work is published in national media outlets including USAToday, Fast Company, Real Simple, and Forbes.

One Last Question...

“What is your favorite Vanilla Fragrance Oil??”



“Crafter’s Choice™  
Vanilla Lavender  
Fragrance Oil”



**Marissa Mifflin**  
Managing Editor -  
Handmade Magazine



“Crafter’s Choice™  
Vanilla Noir  
Fragrance Oil”



**Debbie May**  
Editor in Chief, Publisher -  
Handmade Magazine



“Crafter’s Choice™  
French Vanilla  
Fragrance Oil”



**Amaris Scipione**  
Editor, Photographer -  
Handmade Magazine



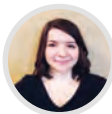
“Crafter’s Choice™  
Sweet Vanilla Chai  
Fragrance Oil”



**Sue Braun**  
Recipe Author -  
Handmade Magazine



“Crafter’s Choice™  
Vanilla Fig  
Fragrance Oil”



**Cayla Theodore**  
Recipe Author -  
Handmade Magazine



“Crafter’s Choice™  
Berry Vanilla  
Fragrance Oil”



**Mary St. John**  
Recipe Author -  
Handmade Magazine

## READER FEEDBACK

We love to hear feedback from our readers. Here are some recent reviews.  
Thank you so much for taking the time to share a kind word with us!

“I absolutely love this magazine, it is packed full of new recipes! Who doesn't want new recipes or new versions of recipes to change things up a bit?! I love that it highlights products from small soaping companies, it gives us a chance to see how others are doing things and being successful. This magazine is a popular item in our house, it is such a work of art and it draws you in. I read through it so fast when it comes in and then I get impatient waiting for the next one to arrive! A great way to keep up on the latest trends and new design ideas as well, just add it to your next order, you will not be disappointed!”

★★★★★ Reader Review - Mackenzie, 5/2016

“This magazine is PACKED FULL of information & learning tools needed to start, advance & ensure the longevity of an artisan business. Worth so much more than what I paid for this.”

★★★★★ Reader Review - Deidra, 5/2016

“Great read!! This magazine is packed full of recipes and tips for your artisan business. It is super helpful in guiding you to the information you need and the products available to craft beautiful & amazing soaps.”

★★★★★ Reader Review - Deidra, 5/2016



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