

VOL 20 • APRIL 2014

# HANDMADE

*Spring Issue!*

## CITRUS CLEAN

ROOM SPRAY & CARPET REFRESHER  
WITH ESSENTIAL OILS

THIS MONTH'S INSPIRATION...

SPRING CLEANING  
"MAKE IT WITH MOM"  
MOTHER'S DAY

TREND ALERT  
KITCHEN SCENTS

*CITRUS &  
HERBAL*



IN THIS ISSUE...

DIY SOAP, BATH & BODY RECIPES, SHOW & TELL HIGHLIGHTS  
BUSINESS ARTICLES, SALE CALENDAR, COUPONS & MORE.

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FEATURE BUSINESS ARTICLE:

DECLUTTER YOUR MIND,  
GET MORE FROM YOUR DAYS



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**TREND WATCH:**  
**Calming Color - Sea Foam**

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**FRAGRANCE TREND: Kitchen Scents**  
*A Collection of Lemon & Herbal Scents*

**FRAGRANCE OF THE MONTH**  
ON SALE IN APRIL

**Lemongrass Mint 379**

**BUY THIS FRAGRANCE »**



**FEATURE**  
SPRING CLEANING  
*Seasonal*



IT'S THAT TIME AGAIN...  
SPRING MEANS CLEAN

## 'TIS THE SEASON FOR SPRING CLEANING

Historically, the tradition of spring cleaning began before homes were outfitted with central heat. Each spring, people would open up their windows for the first time since fall, let in the fresh air and clean all of the grime out. Back then it was important to remove all the soot and dust buildup from wood burning stoves and fireplaces. Times have changed and soot isn't the biggest concern for many, but spring cleaning is still a popular tradition.

If you are participating in the ritual this year, it is important not to let yourself get overwhelmed with the task. Remember that you can't accomplish it all in one day. Start off by organizing and removing clutter then work your way to the scrubbing and disinfecting. Creating a helpful list will help you accomplish your tasks in a meaningful order.

There are several ways you can incorporate 'spring cleaning' into your seasonal product line. With the welcome of sunshine and warm days, people are transitioning away from the sweet and spiced fragrances and moving towards fresh and clean notes. Lemon and herbal fragrances such as rosemary and basil are popular in natural cleaning products and kitchen soaps. If you have a customer base that appreciates all natural products you can develop some natural disinfectants using essential oils like lavender and rosemary.

### PRODUCT SUGGESTIONS

#### INSPIRED BY SPRING CLEANING

*Consider some of these suggestions to add to your product line:*

- Room Refresher Sprays
- Liquid Hand Soaps
- Carpet Refresher Powders
- Citrus Scented Kitchen Soaps
- Wax Tarts & Air Fresheners
- Natural Cleaners Using Essential Oils
- Coffee Ground Soaps

### WE SPOTTED THIS TREND

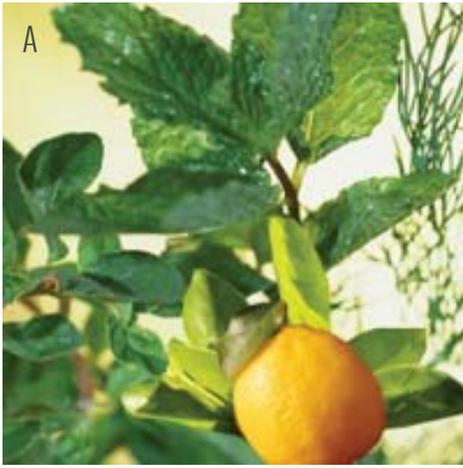
RETAIL INSPIRATION



#### FOR THE LOVE OF LEMON VERBENA

Cleaning Gift Bucket, Lemon Verbena

[mrsmeyers.com](http://mrsmeyers.com)



## SPRING CLEANING FEATURED INGREDIENTS:

A. Lemon Verbena Mint Fragrance

B. Multi-Spray Concentrate

C. Lemon Eucalyptus Essential Oil

D. Natural Boston Round 6oz  
Bottle

E. Lemon Peel Granules

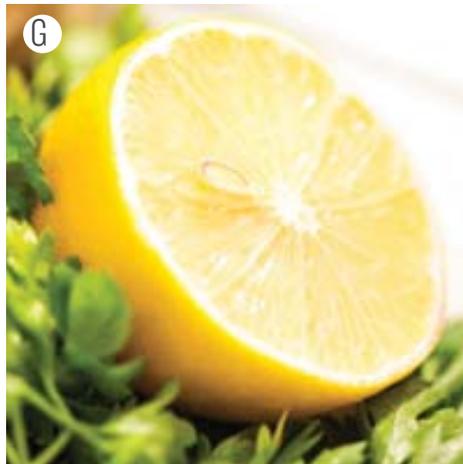
F. Liquid Suspension Soap Base

G. Lemon Seed & Parsley Fragrance

H. Rosemary Essential Oil

I. Black Ribbed Sprayer Top 20-410

J. Vita Burst Beads



# SPARKLING CLEAN RECIPE: MULTI-PURPOSE SPRAY/HAND WASH

BUY RECIPE AS A KIT »

*Most essential oils are high in antibacterial, antifungal, and antiviral properties. The combination of these 4 oils are perfect for our multi-purpose cleaning spray and hand wash recipes.*

Project Level: Easy

Estimated Time: 1 Hour

Yields: (15) 8oz Bottles of Each

**INCI INGREDIENT LABEL:** SPRAY: Water, PEG-6 Caprylic/Capric Glycerides, Polyglycerol-6 Dioleate, Glyceryl Caprylate/Caprinate, Citrus Aurantium Dulcis (Orange) Peel Oil, Lavandula Hybrid Oil, Mentha Piperia (Peppermint) Oil, Rosmarinus Officinalis (Rosemary) Leaf Oil, Propylene Glycol, Diazolidinyl Urea, Methylparaben, Propylparaben. HAND WASH: Water, Sodium Laureth Sulfate, Sodium Lauryl Sulfate, Cocamide MEA, Cocamidopropyl Betaine, Methylparaben, Methylchloroisothiazolinone, Methylisothiazolinone, Citric Acid, Sodium Chloride, PET-150 Pentaerythrityl Tetrastearate, PEG-6 Caprylic/Capric Glycerides, Citrus Aurantium Dulcis (Orange) Peel Oil, Lavandula Hybrid Oil, Mentha Piperia (Peppermint) Oil, Rosmarinus Officinalis (Rosemary) Leaf Oil

## WHAT YOU NEED:

- 1 Gallon(s) Crafters Choice Body Splash
- 6 Ounce(s) Crafters Choice EO/FO Modifier
- 2 Ounce(s) Crafters Choice Peppermint EO 712
- 2 Ounce(s) Crafters Choice Lavandin EO 576
- 2 Ounce(s) Crafters Choice Rosemary EO 714
- 2 Ounce(s) Crafters Choice Orange (Sweet) EO 716
- 1 Gallon(s) Crafters Choice Shower Gel
- 1 Ounce(s) Crafters Choice Bubble Wash Thickener
- 30 Piece(s) 8 oz Cylinder Round Plastic Bottle 24/410
- 15 Piece(s) 24/410 Natural Ribbed Sprayers and Caps
- 15 Piece(s) 24/410 Natural Ribbed Elite Pump
- Plastic Droppers - 4
- Scissors (to cut dip tubes)
- Spray Bottle with alcohol(for spritzing)

## DIRECTIONS:

1. **NOTE:** If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. **FOR MULTI-PURPOSE SPRAY:**
3. Measure 64 oz. of the Crafters Choice Body Splash into a large glass mixing bowl with a spout.
4. Measure 50 ml. of EO/FO Modifier and add to a glass bowl.



5. Add 3.4 ml. Peppermint EO, 4.6 ml. Lavandin EO, 2.3 ml. Rosemary EO, and 5.7 ml. Orange (Sweet) EO. Mix all essential oils and the EO/FO Modifier together and allow to sit for 1 minute prior to use.
6. Add modified EO mix to your Body Splash and stir to incorporate.
7. Carefully fill each bottle to just below the neck of the bottle. \*NOTE: You may wish to spritz the mix with alcohol to pop any surface bubbles before filling the bottles.
8. Trim the natural sprayer tops to fit your bottles, close and set aside.
9. Repeat above steps 3-7 with remaining 64 oz. of Body Splash to fill the last 7 bottles. If extra product remains, top off some of the other bottles with product.
10. **TO USE:** Use this cleaning spray on bathroom and kitchen surfaces. Do not recommend use on wood.
11. **FOR HAND WASH:**
12. Measure 64 oz. Shower Gel and place in a large glass mixing bowl with pour spout.
13. Measure 0.75 oz. Bubble Wash Thickener and add to shower gel.
14. Measure 25 ml. (0.76 oz) of EO/FO Modifier and place in a glass bowl.
15. Add 1.7 ml. Peppermint EO, 2.3 ml. Lavandin EO, 1.15 ml. Rosemary EO, and 2.85 ml. Orange (Sweet) EO. Mix all essential oils and the EO/FO Modifier together and allow to sit for 1 minute prior to use.
16. Add modified EO mixture to shower gel and mix well to incorporate. Carefully fill each bottle to just below the neck of the bottle.
17. Trim your natural elite pump dip tubes to fit your bottles and close.
18. Repeat above steps 10-15 with another 64 oz. of Shower Gel to fill remaining 7 bottles. If extra product remains, top off some of the other bottles with product.
19. You can package this together with the Multi-Purpose Spray as a set or sell/gift them individually.
20. Free label template available for download here: <http://www.wholesalesuppliesplus.com/PDFs/Labels/Sparkling-Clean-Labels.pdf>

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# MP SOAP RECIPE: KITCHEN SCRUBBIE SOAP

BUY RECIPE AS A KIT »

*These soaps are perfect for scrubbing away nasty kitchen odors such as onions or fish. The Lemon and Sweet Orange Essential oils will leave your hands smelling fresh and clean.*

Project Level: Easy  
Estimated Time: 1/2 Hour  
Yields: (8) 4oz Bars

INCI INGREDIENT LABEL: Sorbitol, Propylene Glycol, Water, Sodium Stearate, Sodium Laureth Sulfate, Sodium Myristate, Silica, Citrus Medica Limonum (Lemon) Peel Powder, Citrus Medica limonum (Lemon) Peel Oil, Citrus Aurantium Dulcis (Orange) Peel Oil, Benzophenone-4, Triethanolamine, Tetrasodium EDTA, Methylparaben, Propylparaben, Yellow 5

## WHAT YOU NEED:

- 32 Ounce(s) Signature Suspension Clear MP Soap
- 1 Teaspoon(s) Crafters Choice Lemon Peel Granules
- 1 Teaspoon(s) Lemon EO-Certified 100% Pure
- 1 Teaspoon(s) Orange (Sweet) EO-Certified 100% Pure
- 6 Drop(s) Stained Glass Lemon Yellow Liquid Color
- 1 Piece(s) Chrysanthemum Soap Mold (MW 32)
- 8 Piece(s) Crystal Cello Bags - 3.5" x 2" x 7.5"
- .5 Ounce(s) Raffia
- Glass Measuring Cup
- Measuring Spoons
- Microwave or Double Boiler
- Mixing Spoon
- Soap Cutter

## DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Weigh 12 oz. of the Signature Suspend Clear MP Soap. Cut into small chunks and place in a glass measuring cup.
3. Place in microwave and heat until soap has completely melted. Remove and stir to be sure there are no small pieces unmelted.



4. To soap, add 1/4 tsp. Lemon Peel Granules and stir gently.
5. Add 1.5 ml. Lemon Essential Oil and 1.5 ml. Orange (Sweet) Essential and mix well.
6. Add a few drops of Lemon Yellow Liquid Color to give the soap a nice golden color.
7. Carefully pour the soap into the 3 soap cavities of the Chrysanthemum Soap Mold. Spritz the top of each cavity with alcohol to release any surface bubbles.
8. After about 10 minutes, place mold in freezer to completely set up. Remove from freezer after about 30 minutes. This will help make the soap easier to remove from the mold.
9. Place soap mold on counter and turn upside down. Gently press on one cavity until soap releases. Remove remaining 2 soaps and set aside.
10. Repeat above steps to make the next 3 soaps and then finish making the last 2 soaps.
11. Package each soap in a cello bag and tie with raffia.

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# SPRING CLEANING RECIPE: ROOM & CARPET REFRESHER

BUY RECIPE AS A KIT »

*These two products will make your Spring Cleaning just a little easier and your whole house smelling wonderful! Both Sweet Orange and Lavandin are known for their antiseptic and antibacterial properties. Sweet Orange is also a great degreaser!*

Project Level: Easy  
Estimated Time: 1/2 Hour  
Yields: (4) 8oz Bottles of Product

INCI INGREDIENT LABEL: **CARPET:** Sodium Bicarbonate, Citrus Aurantium Dulcis(Orange)Peel Oil, Lavandula Hybrida Oil

**ROOM:** Water, Nonoxynol 12, Polysorbate 80, Glycerin, Propylene Glycol, Methylchloroisothiazolinone, Methylisothiazolinone, Citrus Aurantium Dulcis (Orange) Peel Oil, Lavandula Hybrida Oil

## WHAT YOU NEED:

- 16 Ounce(s) Crafters Choice Baking Soda
- 16 ml(s) Crafters Choice Sweet Orange Essential Oil 716
- 4 ml(s) Crafters Choice Lavandin Essential Oil 576
- 16 Ounce(s) Crafters Choice Body Splash
- 4 Piece(s) 8 oz. Natural Boston Round Plastic Bottle
- 2 Piece(s) 24/410 Black & Natural Yorker Twist Top
- 2 Piece(s) 24/410 Black Ribbed Sprayer Tops
- 2 Piece(s) Crystal Clear Cello Bags 4 x 2 x 9
- 1 Piece(s) Raffia
- FREE Label Template - Spray Fresheners
- Baking Sheet or Wax Paper
- Digital Scale
- Funnel
- Glass Mixing Bowls
- Plastic Droppers - 3

## DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. CARPET REFRESHER:
3. Measure 16 oz. of Baking Soda by weight.
4. Measure and sprinkle 8 ml. of Sweet Orange EO and 2 ml. of Lavandin EO over baking soda.



5. Mix with hands to break up any clumps caused by oil.
6. Lay in a thin layer on a baking sheet or wax paper and allow to sit overnight. This will allow the oil to absorb and avoid clumps forming once packaged.
7. Separate into equal portions and using a funnel pour into 2-8 oz. bottles. Cap with Yorker twist top and label.
8. TO USE: Sprinkle over carpet. Let sit for a few minutes, then vacuum up.
9. ROOM REFRESHER:
10. Measure 16 oz. of Body Splash into a glass container with a spout.
11. Add 8 ml. of Sweet Orange EO and 2 ml. of Lavandin EO and stir well. (This product will be a light yellow color because of the EO's.)
12. Pour evenly between 2 bottles and top with the black ribbed sprayers and label.
13. TO USE: Spray anywhere air needs a little freshening up.
14. Free label template available for download here: <http://www.wholesalesuppliesplus.com/PDFs/Labels/SPRAY-REFRESHER-LABELS.pdf>

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# SOOTHING SKIN CARE RECIPE: SIMPLE BASIC LOTION BASE

BUY RECIPE AS A KIT »

After all of your spring cleaning chores are complete, your hands will no doubt be in need of some moisturizing. Try this easy lotion recipe that works great as a hand lotion and body lotion. This simple lotion kit is for beginners or for crafters who need a quick and easy addition to their product line.

Project Level: Beginner

Estimated Time: 1/2 Hour

Yields: (10) 8oz, (5) 4oz, (5) 2oz

INCI INGREDIENT LABEL: Water, Glyceryl Stearate, Cetearyl Alcohol, Proysorbate-60, Stearyl Alcohol, Sunflower Oil, Allantoin, Propylene Glycol, Isopropyl Palmate, Petrolatum, Diazolidinyl Urea, Methylparaben, Propylparaben, BHT, Disodium EDTA, Carbomer, Benzophenone-4, Stearic Acid, Fragrance, Triethanolamine, Tetrasodium EDTA, Green 5, Yellow 5

## WHAT YOU NEED:

- 1 Gallon(s) Crafter's Choice Basic Lotion
- 2 Ounce(s) Lemongrass Verbena Fragrance
- 2 Ounce(s) Liquid Dye Green 5 and Yellow 5
- 10 Clear PET Boston Round Bottles - 8 oz.
- 5 Clear PET Boston Round Bottles - 4 oz.
- 5 Clear PET Boston Round Bottles - 2 oz.
- 10 24/410 White Smooth Disc Top Cap
- 10 20/410 White Smooth Disc Top Cap
- 1 38/400 Gallon Jug Pump
- 2 Piece(s) Latex Gloves
- Large Glass Mixing Bowl
- Large Spoon
- Microwave
- Plastic Funnel
- Spatula

## DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Remove cap from gallon jug of lotion. Pour approximately 1/2 of lotion into a 64 oz. glass pyrex bowl.
3. Put bowl into microwave and heat for 1 minute. Take out and stir. Lotion should be heated until almost completely



liquid. (DO NOT BOIL).

4. Continue to heat at 20 second intervals until a liquid consistency. Stir well.
5. Add 2 oz. of fragrance oil and mix well.
6. Add a few drops of color to lotion until a light green color is achieved. (You will be adding this lotion back into the gallon jug so the color you make the lotion will lighten once mixed with the other half of lotion base.)
7. White lotion is still in a liquid form, quickly pour back into the gallon jug (a funnel might be helpful when doing this).
8. Screw cap back onto gallon jug and shake well until all product is thoroughly incorporated.
9. Take original cap off jug and insert gallon pump.
10. Begin pumping lotion into each bottle until they are all filled.
11. Let lotion cool completely before capping bottles to avoid condensation forming on inside of bottles.
12. Once cooled, apply caps and label product accordingly.

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**FEATURE**  
MAKE IT WITH MOM  
DIY



## CRAFTS WITH KIDS: 'MAKE IT WITH MOM' ACTIVITIES

It seems like between work, school and extracurricular activities our lives are getting increasingly busier. Set aside some time to do a craft with your child. Craft time can be more than just a creative outlet, it can be a great time to show your child that you love them. It's the perfect opportunity to build on your closeness by working along side your child while they experience new things, learn and grow.

Consider these tips for crafting with kids. Before you dive into your crafting project, first make sure you understand your basic materials. Get comfortable with your set up. Make sure there is adequate lighting. Be spontaneous and have a sense of humor. Don't have high expectations for your results, especially if this is your first time trying this craft. Consider this experience to be an adventure, an opportunity to learn and grow with your child. If done in the right spirit you can build memories that will last a lifetime.

Mother's Day is a great time of year to invest in some mommy and me craft projects. This issue features several recipes, kits and products that are designed especially for mothers and their young children. The products you make from these recipes can be shared with family and friends as gifts or used around your own home. The quality time you spend with your child will make the products you create even more special!

### PRODUCT SUGGESTIONS

#### CRAFTS FOR KIDS & THEIR MOMS

*Consider some of these suggestions to add to your product line:*

- Go Away Monster Spray - Room Spray
- Soaps In Fun Shapes & Youthful Molds
- Shower Gel with Toy Embeds
- Fun Scented Bubble Bath - Grape or Bubble Gum
- Simple Soaps with Toy Embeds
- Gem Stone Soaps
- Foaming Hand Soaps

### WE SPOTTED THIS TREND

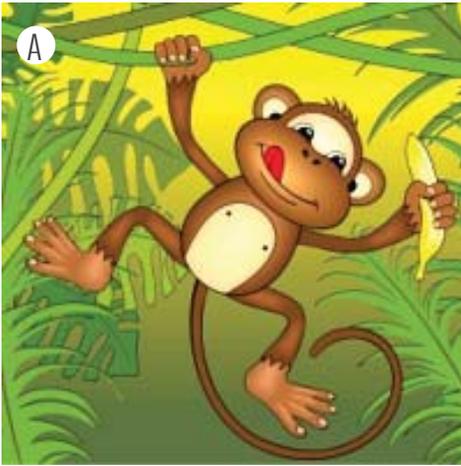
#### CRAFT INSPIRATION



#### AS GOOD AS GOLD FISH DIY CRAFT

Fun and simple soap making craft for kids with the help of a parent.

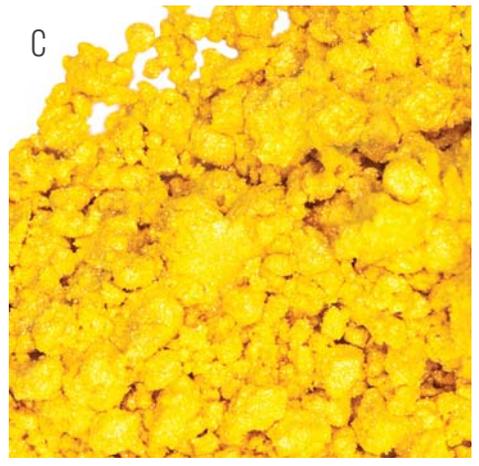
[marthastewart.com](http://marthastewart.com)



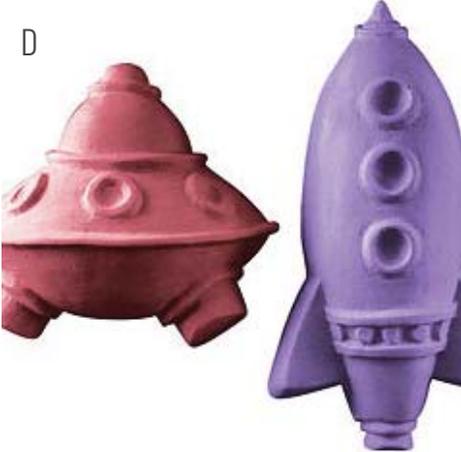
A



B



C



D



E

## CRAFTS WITH MOM FEATURED INGREDIENTS:

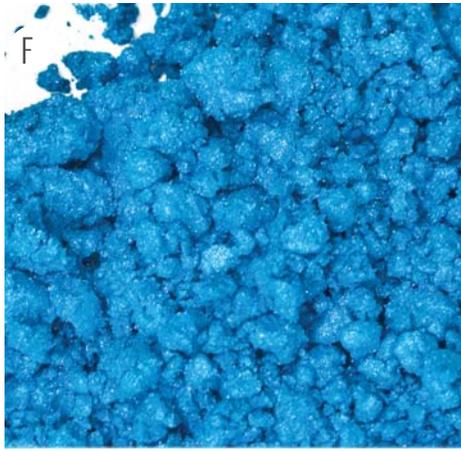
A. Crafters Choice™ Monkey Farts  
Fragrance Oil 128

B. Kids Critters 3 Guest Soap Mold

C. Yellow Oil Locking Mica  
Shimmer

D. Kids Spaceships Soap Mold

E. Double Bubble Gum - Sweetened  
Flavor Oil



F



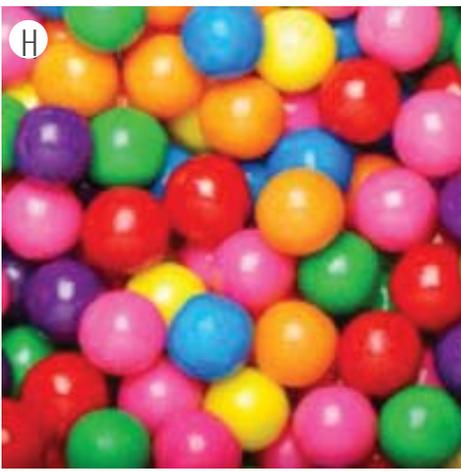
G

F. Blue Oil Locking Mica Shimmer

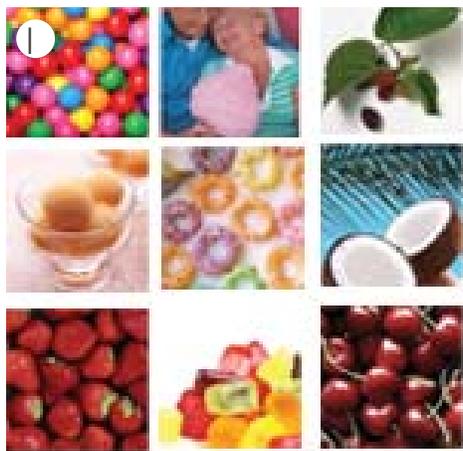
G. Crafters Choice™ Soap Pop  
Silicone Mold 1611

H. Kids Critters 4 Guest Soap Mold

I. Kid & Children Favorite Fragrance  
Oil Sampler Set



H



I

J. Monster Duck Toys for Embeds



J

# SIMPLE MP SOAP RECIPE: KIDS KRITTERS

BUY RECIPE AS A KIT »

*These cute and fun animal soaps will make every child want to wash their hands - before and after meals, snacks, etc.*

Project Level: Easy  
Estimated Time: 1/2 Hour  
Yields: 12 Soaps

INCI INGREDIENT LABEL: Propylene Glycol, Sorbitol, Water, Sodium Stearate, Sodium Laureth Sulfate, Sodium Myristate, Sodium Cocoyl Isethionate, Glycerin, Titanium Dioxide, Fragrance, Benzophenone-4, Triethanolamine, Tetrasodium EDTA, Methylparaben, Propylparaben, Orange 4, Yellow 5, Blue 1, Red 33.

## WHAT YOU NEED:

- 1 Piece(s) Kids Critters 4 Guest Soap Mold (MW112)
- 1 Piece(s) Kids Critters 5 Guest Soap Mold (MW101)
- 2 Pound(s) Crafters Choice Premium Ultra White MP Soap Base
- 0.2 Ounce(s) Stained Glass Citrus Orange Liquid Color
- 0.2 Ounce(s) Stained Glass Lemon Yellow Liquid Color
- 0.2 Ounce(s) Stained Glass Ocean Blue Liquid Color
- 0.2 Ounce(s) Stained Glass Strawberry Red Liquid Color
- 2 Ounce(s) Kiwi Strawberry Fragrance Oil 497
- 4 Piece(s) Clear Poly Bags - 9 x 4 x 2
- 1 Piece(s) Crafters Choice Orange Curling Ribbon
- 1 Piece(s) Crafters Choice Light Yellow Curling Ribbon
- Glass Measuring Cups
- Microwave or Double Boiler
- Mixing Spoon
- Plastic Dropper - 1
- Soap Cutter
- Spray Bottle with Alcohol (for spritzing)

## DIRECTIONS:

1. **NOTE:** If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Weigh 5 oz. of white soap. Cut into chunks and place in



3. glass measuring cup. Place cup in microwave and heat soap until completely melted.
3. When soap has melted, add 2 drops of the Stained Glass Strawberry Red Liquid Color and stir.
4. Add 3.5 ml. of fragrance oil and stir well.
5. With both plastic soap molds on a table in front of you, pour soap into one cavity of each tray.
6. Spritz top of soap to release any surface bubbles.
7. Repeat steps 1-6 until you have used all four colors.
8. There should be enough soap remaining to make about 4 more bars, if desired. You can make 4 soaps from one soap mold, using all colors.
9. A couple of the colors used were not as bright with just two drops of color added. You may want to add a couple more drops depending how dark you would like the color to be.
10. We are including simple poly bags to package these soap critters. You can add 3-4 soaps to a bag and tie with colored ribbon.

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# FOAMING HAND SOAP RECIPE: FOAMING FUN FOR KIDS

BUY RECIPE AS A KIT »

*This is a great and simple recipe that the kids can help you make! Kids leave their toys everywhere so why not place some in their soap! This will encourage them to wash their little hands...hopefully more often.*

Project Level: Easy  
Estimated Time: 1/2 Hour  
Yields: 16 - 8oz Bottles

INCI INGREDIENT LABEL: Water, Ammonium Lauryl Sulfate, Ammonium Laureth Sulfate, Cocamphodiacetate, Cocamide MEA, PEG-80 Glyceryl Cocoate, Aloe Barbadensis, Quaternium-15, Wheat Germ Amino Acids, Citric Acid, Tocopheryl Acetate, Dimethicone, Propylene Glycol, Tetrasodium EDTA, Fragrance, Benzophenone-4, Triethanolamine, Methylparaben, Propylparaben, Green 8, Blue 1

## WHAT YOU NEED:

- 128 Ounce(s) Creamy Hand & Body Wash
- 10 Drop(s) Stained Glass Brilliant Lemon Lime Clear Color
- 5 Drop(s) Stained Glass Ocean Blue Liquid Color
- 1.30 Ounce(s) Pineapple Fragrance Oil 315
- 5.3 Ounce(s) Crafters Choice FO & EO Modifier
- 16 Piece(s) Turtle Toys
- 24 Piece(s) Gold Fish - Vinyl
- 16 Piece(s) 8 oz. Modern Round Plastic Bottle & Foamer
- Digital Scale
- Droppers - 2
- Large Glass Measuring Cup
- Microwave
- Mixing Spoons
- Small Mixing Bowl

## DIRECTIONS:

1. If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Place 8 bottles on the table. Place 3 goldfish in the bottom of each bottle.
3. Place a large glass bowl on a scale and tare to zero. Pour 32 oz. of the Cream Hand & Body Wash into the bowl.
4. Place in the microwave and heat the liquid soap to about 130°F. Remove from oven.
5. In a separate small bowl add 10 ml. (2 tsp) of Pineapple Fragrance oil.



6. To the fragrance oil, add 40 ml. (1.30 oz.) of the FO/EO Modifier. Mix well and add to the heated liquid soap.

7. Add a few drops of Ocean Blue liquid color until the liquid wash is a light blue color (about 4-5 drops) or until desired shade is achieved. Gently stir to incorporate color and fragrance.

8. Pour the wash into 4 of the foamer bottles with the goldfish. Let product cool completely before adding foamer top.

9. Repeat above steps to make remaining 4 bottles of product.

10. Place remaining 8 empty bottles on table. Add 2 turtles to the bottom of each bottle.

11. Place a large glass bowl on a scale and tare to zero. Pour 32 oz. of the Cream Hand & Body Wash into the bowl.

12. Place in the microwave and heat the liquid soap to about 130°F. Remove from oven.

13. In a separate small bowl add 10 ml. (2 tsp) of Pineapple Fragrance oil

14. To the fragrance oil, add 40 ml. (1.30 oz.) of the FO/EO Modifier. Mix well and add to the heated liquid soap.

15. Add drops of Brilliant Lemon Lime liquid color to the wash until it is a light lime green color or until desired shade is achieved. Gently stir to incorporate color and fragrance.

16. Pour the wash into 4 of the foamer bottles with the turtles. Let product cool completely before adding foamer top.

17. Repeat above steps 10-16 to make remaining 4 bottles of product.

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# CRAFTY MP SOAP RECIPE: BLANK CANVAS SOAP

BUY RECIPE AS A KIT »

A big "thank you" to Susan G-W for sharing this technique for our recipe. This is the perfect project for any child to show off their individuality and painting skills. They can paint 12 individual pictures on each bar or one big painting to cover the entire soap.

Project Level: Easy  
Estimated Time: 1/2 Hour  
Yields: 12 - 5oz Bars

INCI INGREDIENT LABEL: Propylene Glycol, Sorbitol, Water, Sodium Stearate, Sodium Laureth Sulfate, Sodium Myristate, Sodium Cocoyl Isethionate, Glycerin, Titanium Dioxide, Fragrance, Iron Oxides, Ultramarines

## WHAT YOU NEED:

- 4 Pound(s) CC Premium Ultra White MP Soap Base
- 1 Ounce(s) CC Rockin Raspberry Fragrance Oil
- 16 Ounce(s) Crafters Choice Glycerin-Natural
- 1 Piece(s) CC Matte Americana Red Soap Color Block
- 1 Piece(s) CC Matte Black Soap Color Block
- 1 Piece(s) CC Matte Brown Soap Color Block
- 1 Piece(s) CC Matte Cobalt Blue Soap Color Block
- 1 Piece(s) CC Matte Woodland Green Soap Color Block
- 1 Piece(s) CC Matte Yellow Soap Color Block
- 1 Piece(s) CC Matte Lavender Soap Color Block
- 1 Piece(s) CC Tray 12 Rectangle Silicone Mold 1701
- Cookie Sheet
- Large Glass Measuring Bowl - 64 oz.
- Measuring Spoons
- Microwave
- Small Glass Bowls - 7
- Soap Cutter



## DIRECTIONS:

1. NOTE: If you are making these products for sale, good



manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.

2. Remove soap from both of the plastic trays. Cut soap into small chunks and place in a large (64 oz. or larger) mixing bowl.

3. Place silicone mold on a large cookie sheet. This will add stability should the mold need to be moved.

4. Place bowl in microwave and heat soap until it has completely melted. Heat for about 3 minutes, remove and stir. Continue to heat in 1 minute intervals until soap has completely melted.

5. Add 1 oz. of Rockin Raspberry fragrance oil and stir well. Pour into silicone tray mold. Spritz top of soap with alcohol to release any surface bubbles.

6. Allow soap to completely set up. This may take a full day before soap has completely hardened.

7. Once set up, turn soap over and gently press on mold to release soap. Turn large soap over to see the score lines on the soap.

8. Gather enough small glass bowls for the number of colors being used to paint with.

9. Cut each color block into 4 pieces. Place one piece of each color into each of the bowls. Add 1/4 teaspoon of glycerin to each bowl.

10. Place each bowl in microwave and heat for 5 seconds. If color has not completely melted, heat for another 3-4 seconds.

11. These colors will harden fairly quickly once melted. They can be reheated a few times, adding a little more glycerin if needed. Be sure to only heat for a few seconds.

12. Using a child's paintbrush, let them paint on the soap. They can make one big picture or they can paint something on each of the 12 soap bars.

13. If they make a big picture, once the soap is cut into bars, they can put the pieces back together like a puzzle.

14. When using the soap, if there is a large amount of color, you may want to wash some of the color off before using. Too much color may come off on washcloths or color the skin.

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# SHOWER GEL RECIPE: SLITHERING SNAKES

BUY RECIPE AS A KIT »

*This is a really fun recipe to make with young boys or little girls that aren't afraid of some slithering snakes! It's incredibly easy and affordable. It's such an easy way to have fun and make great memories with some young ones.*

Project Level: Beginner  
Estimated Time: 1 Hour  
Yields: (16) 8 oz bottles

INCI INGREDIENT LABEL: Water, Sodium Laureth Sulfate, Sodium Lauryl Sulfate, Cocamide MEA, Cocamidopropyl Betaine, Methylparaben, Methylchloroisothiazolinone, Methylisothiazolinone, Citric Acid, Sodium Chloride, Fragrance.

## WHAT YOU NEED:

- 1 Gallon(s) Crafter's Choice Shower Gel, Crystal Clear
- 2 Ounce(s) Galactic Grape Fragrance Oil
- 16 Clear Bullet Bottles - 8 oz
- 16 Black Smooth Disc Tops - 24/410
- 96 Snake Toys
- 1 Plastic Dropper
- Microwave
- Mixing Spoon
- Pyrex Cup - 64 oz

## DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. In the pyrex cup add 32 oz of shower gel.
3. Heat for 1 minute and gently stir. Repeat heating at 1 minute intervals until mixture thins.
4. While base is heating, place 2 snakes in 4 different bottles. Set aside.
5. Remove shower gel from the microwave and add 9-10 ml of fragrance. Gently stir to fully blend.



6. Pour fragranced shower gel into the bottles containing the toy snakes.
7. Allow the base to cool. Once cool place the top on the bottle. Note: It is important to allow the product to cool before capping so that condensation does not form and thin the base.
8. Repeat process until all of the shower gel has been bottled.
9. Note: You may make this same product and name it bubble bath. Kids will love the lather this base produces!
10. Label according to the FDA labeling guidelines.

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**FEATURE**  
MOTHER'S DAY  
*Holiday*



## BUY HANDMADE GIFTS PAMPER MOM ON MOTHER'S DAY

Every spring appreciative children of all ages shower their mothers with handmade gifts, bouquets, dinners at nice restaurants and gift certificates to pampering day spas. More than a dozen major countries celebrate a form of the Mother's Day holiday and boost the economy by doing so. Researchers at the National Retail Federation predict that Americans will spend up to \$20.7 billion on this single holiday in 2014. "It's clear that Americans this year want to honor the woman with the hardest job in the world with unique and special gifts this Mother's Day," said NRF President and CEO Matthew Shay.[1]

To tap in on this holiday many large bath and body retailers will focus their spring product lines on sweet floral fragrances and herbal notes. This year in particular, spa inspired products using the terms 'pampering', 'soothing', and 'relaxation' are popping up all over the retail industry.

Handmade crafters can jump on board and follow these trends by adding floral and herbal scents to their product line. Consider including indulging products like bath salts, foot soaks, and luxurious skin creams. This issue of Handmade shares several recipes and kits that are tailored to any customer shopping for Mother's Day. If you are a hobbyist, consider making these recipes as a gift for the special mother figure in your life.

References: 1) [www.nrf.com](http://www.nrf.com)

### PRODUCT SUGGESTIONS

#### PAMPERING MOM

*Consider some of these suggestions to add to your product line:*

- Pampering Pedicure Foot Soaks
- Natural Clay Facial Masks
- Relaxing Scented Bath Salts
- Pampering Bath Teas
- Floral and Herbal Bath Fizzies
- Calming Scented Bubble Bath
- Bath Milk or Soaks

### WE SPOTTED THIS TREND

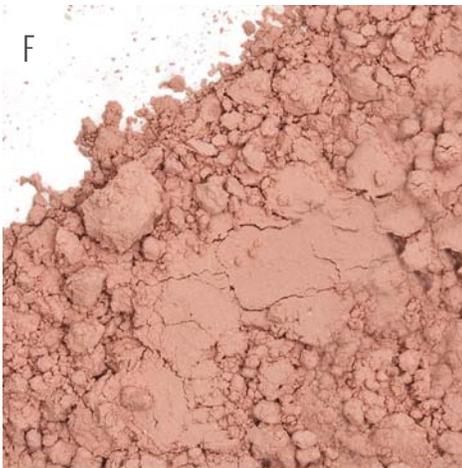
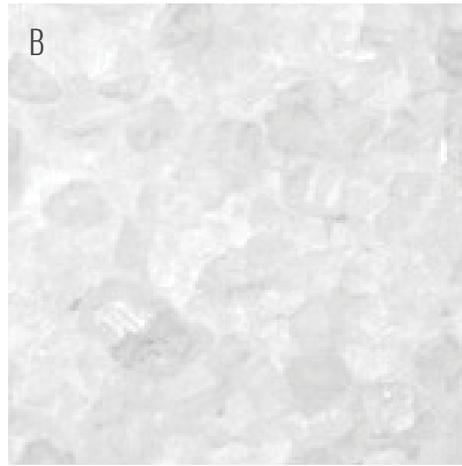
#### RETAIL INSPIRATION



#### RELAX & REFRESH

Stress Relief Luxury Bath, Bath Soak, Pillow Mist,  
Body Lotion

[bathandbodyworks.com](http://bathandbodyworks.com)



## PAMPERING MOM FEATURED INGREDIENTS:

A. Crafters Choice™ Eucalyptus & Spearmint\* FO 453

B. Crafters Choice™ Salt Blend - Dead Sea (Pure Salt)

C. Crafters Choice™ Lavender & Basil Fragrance Oil 629

D. Crafters Choice™ Shea Aloe Butter

E. Crafters Choice™ Bubble Bath - Clear

F. Crafters Choice™ Rose Kaolin Clay

G. Crafters Choice™ Eucalyptus (80/85) EO - Certified 100% Pure 664

H. Crafters Choice™ Shea Butter & Aloe Lotion

I. Crafters Choice™ Bath Tea: Pampering

# BOTANICAL BATH FIZZIES RECIPE: PAMPERING MOM

BUY RECIPE AS A KIT »

*Treat any special lady in your life to a pampering bath with these relaxing bath fizzies. The European Spa Salts and the Pampering Bath Tea will create a haven to soak away the days troubles!*

Project Level: Easy  
Estimated Time: 1/2 Hour  
Yields: 6 Bath Fizzies

INCI INGREDIENT LABEL: Sodium Bicarbonate, Citric Acid, Sea Salt, Anthemis Nobilis (Chamomile) Flower, Rose Flower, Cymbopogon Citratus (Lemongrass) Leaf, Passiflora Edulus (Passion) Flower, Citrus Aurantium Dulcis (Orange) Peel, Lavandula Angustifolia (Lavender) Flower, Fragrance, Chromium Hydroxide Green

## WHAT YOU NEED:

- 4.5 Ounce(s) Crafters Choice Baking Soda
- 2.25 Ounce(s) Crafters Choice Citric Acid
- 2.25 Ounce(s) CC European Spa Salt - Medium Grain
- 1/4 Cup(s) Crafters Choice Pampering Bath Tea
- 7 ml(s) CC Moroccan Mint Fragrance Oil 430
- 1/4 Teaspoon(s) Matte Teal Green Pigment Powder
- 1 Piece(s) Crafters Choice Brown Curling Ribbon
- 6 Piece(s) Clear Poly Bags 9" x 4" x 2"
- 1 Piece(s) CC Round Guest Silicone Mold 1607
- Digital Scale
- Glass Mixing Bowl - Large
- Measuring Cups
- Measuring Spoons
- Plastic Dropper
- Spray Bottle with Alcohol(for spritzing)
- Wire Whisk

## DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. Weigh 4.5 oz. of Baking Soda and place in a glass bowl. Weigh 2.25 oz. of Citric Acid and 2.25 oz. of European Spa Salts and place in same bowl.
3. With a wire whisk, blend all ingredients together. If there are any clumps in the mixture, try to break these apart with whisk.
4. Add 1/4 cup of the Pampering Bath Tea and gently



blend into mixture.

5. Mix in 1/4 teaspoon of Matte Teal Green Pigment Powder, stirring fully to incorporate the color. Be sure the color is evenly distributed throughout the bath fizzy mixture. More color can be added if a darker shade is desired.

6. Add 7 ml. of Moroccan Mint Fragrance Oil. Drizzle around entire powder area - do not add all in one spot. Blend, again, with wire whisk.

7. Using gloved hands, begin to spritz mixture with rubbing alcohol. Spritz with one hand and mix with the other.

8. To test readiness of bath fizzies, take small amount of mixture and close into the palm of your hand. If the mixture sticks together, it is ready. If not, continue spritzing a little more with rubbing alcohol. Be careful not to spritz too much, as this may cause the product to fizz.

9. Press mixture firmly into the bottom of each cavity. Continue filling until mixture reaches the top. Smooth out and brush away any excess.

10. Leave bath fizzy tablets in mold for at least one hour. When firm, gently turn over and holding hand over first cavity, gently press on bottom releasing fizzy. Place on cookie sheet for another hour to completely harden.

11. If making from kit, repeat above steps to make next set of 6 bath fizzies.

12. We recommend packaging 3-4 in a poly bag and tying with brown curling ribbon. Label product accordingly.

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## PAMPERING SPA RECIPE: LUXURIOUS LIME FOOT SOAK

BUY RECIPE AS A KIT »

*With all the running around you do, your feet need a treat too. The benefits of Epsom Salt and Baking Soda, combined with the European Spa Salts makes this soak a luxury you cannot miss out on. The wonderful lime fragrance will surely please your senses!*

Project Level: Easy  
Estimated Time: 1 Hour  
Yields: (12) 8oz Bottles

INCI INGREDIENT LABEL: Magnesium Sulfate, Sodium Bicarbonate Sea Salts, Citrus Aurantifolia (Lime) Oil.

### WHAT YOU NEED:

- 64 Ounce(s) Epsom Salts (Magnesium Sulfate)
- 19 Ounce(s) Baking Soda (Sodium Bicarbonate)
- 6.5 Ounce(s) European Spa Salts - Coarse Grain
- 6.5 Ounce(s) European Spa Salts - Fine Grain
- 15 ml(s) Crafters Choice Lime Essential Oil 708
- 12 Piece(s) 8oz. French Square Glass Bottle 43/400
- 12 Piece(s) 43/400 Black Ribbed Top Cap - F217 Liner
- Digital Scale
- Funnel
- Large Glass Bowl
- Plastic Dropper
- Wire Whisk

### DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. In a large glass bowl, measure out the Epsom Salts, Baking Soda and both European Spa Salts.
3. Add the Lime EO. When adding, drizzle it into different



locations of the mixture. Do not pour all of fragrance into one location of the bowl.

4. Whisk the mixture well, making sure the salts are all blended into the essential oil.

5. Place the glass bottle on the scale and using a funnel, pour 8 oz. of the mixture into the bottle. Do this for each bottle until they are all filled.

6. Place cap on and label.

7. Packaging Suggestion: Tie a tablespoon sized scoop to the neck of the bottle as a little extra treat.

8. TO USE: Pour 3-4 tablespoons into warm water. Use just enough water to cover right above the ankles. You can slowly slide your feet around to exfoliate them due to the coarse salt. After about 15-20 minutes, dry your feet and see how soft and smooth they feel!

9. One 8 oz. bottle holds approximately 12 tablespoons.

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# CP SOAP RECIPE: CITRUS GINGER SALT BARS

*Sea Salt contains skin nourishing minerals such as magnesium, zinc, calcium and potassium. Using this spa bar will leave your skin feeling renewed and refreshed.*

Project Level: Advanced  
Estimated Time: 1/2 Hour  
Yields: (7) 5oz Bars

INCI INGREDIENT LABEL: Sea Salt, Cocos Nucifera (Coconut) Oil, Water, Olea Europaea (Olive) Fruit Oil, Sodium Hydroxide, Fragrance, Ricinus Communis (Castor) Seed Oil, Titanium Dioxide, Clay

## WHAT YOU NEED:

- 20 Ounce(s) Crafters Choice European Spa Salts-Fine Grain
- 16 Ounce(s) Crafters Choice Coconut Oil - 76 Degree
- 5.9 Ounce(s) Distilled Water
- 3 Ounce(s) Crafter's Choice Olive Oil - Extra Virgin
- 2.95 Ounce(s) Crafters Choice Sodium Hydroxide
- 1.5 Ounce(s) Crafters Choice Ginger Orange Fragrance Oil 461
- 1 Ounce(s) Crafters Choice Castor Oil
- 1/2 Teaspoon(s) Crafters Choice Matte White Pigment Powder-for Oils
- 1/4 Teaspoon(s) Crafters Choice Orange Illite Clay
- 2 Piece(s) Crafters Choice Basic Oval Silicone Mold 1606
- 1 Piece(s) Raffia
- Digital Thermometer
- Glass Measuring Cups - 2
- Glass Pyrex Bowls - Medium - 3
- Large Mixing Bowl
- Microwave
- Plastic Wrap
- Safety Equipment(glasses,gloves,sleeves)
- Scale (to measure ingredients)
- Spatula
- Stick Blender

## DIRECTIONS:

1. This project and these instructions have been written for someone who has experience making soap and knows the potential dangers due to working with sodium hydroxide. It will not outline safety methods of working with dangerous chemicals, it is simply a soap recipe for advanced soapmakers.

2. Put on your protective gear. This is very important since you will be working with an extremely caustic base that can and will burn you if you touch it. Noxious fumes are also released from the exothermic reaction that occurs when you mix the sodium hydroxide with water.

3. Wear a face mask or leave the vicinity quickly after



stirring the sodium hydroxide into the water. If you get any lye on your skin just wash it off quickly with copious amounts of cool water

4. Divide the European Spa Salts - Fine Grain into two bowls of 10 oz. each.

5. Weigh ingredients. Working in a sink, carefully and gradually pour Sodium Hydroxide into Distilled Water, stirring between pouring.

6. In the microwave on high heat for about 1 minute 30 seconds, melt butters and oils. Be sure to use a bowl that is aluminum-free for soaping.

7. In two separate cups, reserve a small amount of oil, about 1 ounce. Mix the Matte White Pigment Powder in one cup and the Orange Illite Clay in the other until they are well blended.

8. When both the lye/water and oils are around 100°F, you are ready to begin soaping. Place your immersion blender in the oils and tap on the bottom of the bowl to "burp" it.

9. Slowly and carefully pour your lye water over the shaft of the blender. Blend your ingredients until they come to a light trace.

10. Add your fragrance oil to your batter and hand stir with a spatula. Add the white colored oils to your traced soap batter and hand stir or blend.

11. Place a separate container on a scale and tare. Pour 14 oz. of batter into the separate container. Mix in the orange reserved oil to ONE of the bowls of soap.

12. Pour one 10 oz. bowl of European Spa Salts into the orange soap batter and stir. The batter will become very thick. Fill 7 of the oval mold cavities halfway with the orange salt soap batter. Tap molds on the counter to even out the soap and make sure there are no air bubbles.

13. Pour the second bowl of European Spa Salts into the white soap batter and stir. Pour the white salt soap batter on top of the orange soap. Tap molds on the counter. Cover both molds with plastic food wrap and set aside to saponify.

14. After 24 hours the bars will be ready to unmold. Allow to cure for 4 weeks. Wrap with raffia if desired.

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# BATH SALTS RECIPE: SOOTHING COCONUT MILK & LAVENDER BATH SALTS

BUY RECIPE AS A KIT »

*Soak in a tub of these luxurious bath salts! You will feel pampered and relaxed from the skin-softening coconut milk and lavender and dead sea salts.*

Project Level: Easy  
Estimated Time: 1/2 Hour  
Yields: 5 lbs.

INCI INGREDIENT LABEL: Sea Salt, Dehydrated Coconut Milk, Maltodextrin and Milk Protein, Lavandula Angustifolia (Lavender) Flower, Lavandula Angustifolia (Lavender) Oil, Ultramarines

## WHAT YOU NEED:

- 2 Pound(s) Crafter's Choice Dead Sea Salt - Fine Grain
- 2 Pound(s) Dead Sea Salt - Coarse Grain
- 8 Ounce(s) Crafter's Choice Coconut Milk Powder
- 20 ml(s) Crafter's Choice Lavender EO 30/32
- 8 Tablespoon(s) Crafter's Choice Lavender Buds-Premium
- 4 ml(s) Matte Cobalt Blue Pigment Powder
- 5 Piece(s) Kraft Window Tin Tie Bag - 1/2 Pound (Medium)
- 5 Piece(s) Scoop - 1/2 ounce
- Cookie Sheet
- Digital Scale
- Glass Mixing Bowl - 2
- Mixing Spoon
- Wax Paper
- Wire Sifter
- Wire Whisk

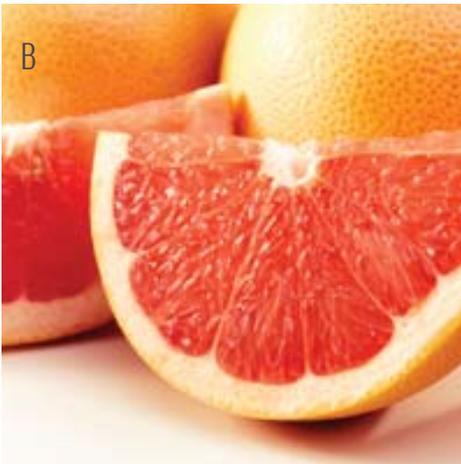
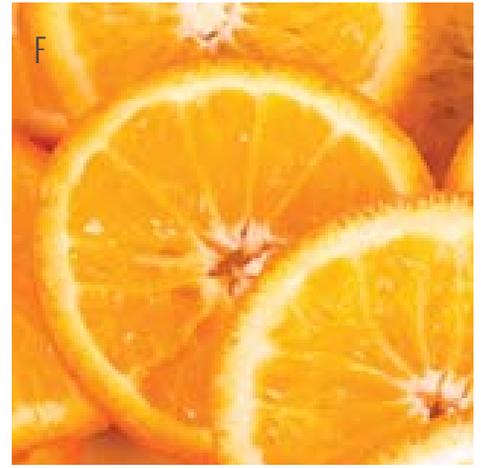
## DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.
2. In a glass bowl, stir together 2 lbs. Dead Sea Salt-Fine Grain and 2 lbs. Dead Sea Salt-Coarse Grain.
3. Add 20 ml. Lavender Essential Oil to blended salts and stir to combine.
4. In a separate glass bowl, weigh 8 oz. of the blended



5. salt. Measure 4 ml. Matte Cobalt Blue Pigment Powder and add to the 8oz. bowl of salts, stirring to combine.
5. Spread the salt/essential oil blend onto cookie sheets that are covered in wax paper. Allow them to dry overnight.
6. Once your salts are dry, pour the white salts back into a glass mixing bowl.
7. Pour 8 oz. of Coconut Milk Powder into a wire sifter and use a wire whisk to break up any clumps.
8. Stir in the Coconut Milk Powder and 8 Tbsp. Lavender Buds-Premium. Stir in the blue sea salts.
9. Place a Kraft Window Tin Tie Bag on a scale and tare. Add spoonfuls of the salt blend to the bag until the weight reaches 16 oz. (bag will be full to the top of the window).
10. Before closing the bag, place a white 1/2 ounce scoop inside.
11. TO USE: When filling the bath tub, put in 2-4 scoops of the product under the running water and swish around with your hand to dissolve.

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## KITCHEN SCENTS

### CITRUS & HERBAL

A. Lemongrass Mint Fragrance Oil 379

B. Grapefruit (Pink) EO - Certified 100% Pure 723

C. Lime Mint Fragrance Oil 427

D. Orange (15x Clear) EO - Certified 100% Pure 602

E. Lemon Seed & Parsley Fragrance Oil 577

F. Orange (Sweet) EO - Certified 100% Pure 716

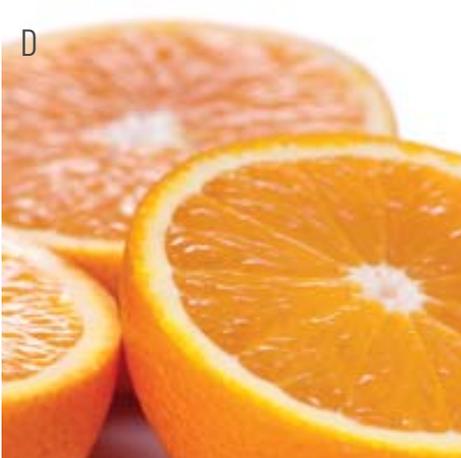
G. Crafters Choice™ Garden Mint\* Type Fragrance Oil 319

H. Grapefruit Fragrance Oil 481

I. Lemon Verbena Mint Fragrance Oil 365

### ADDITIONAL PRODUCTS [ NOT PICTURED ]

- Rosemary EO - Certified 100% Pure 714
- Cucumber & Fresh Mint Fragrance Oil 409



## COLD PROCESS RECIPE: HONEY SUCKLE & ROSE

*What better way to pamper mom this Mother's Day than with a skin nourishing soap packed with four natural butters and two of her favorite summer fragrances?*

### WHAT YOU NEED:

Fits into Crafter's Choice Regular Loaf Silicone Mold

7.2 oz. Crafters Choice™ Grape Seed Oil  
7.2 oz. Crafters Choice™ Coconut Oil - 76° Melt  
1.8 oz. Crafters Choice™ Cocoa Butter - Refined & Deodorized (Ultra White)  
1.5 oz. Crafters Choice™ Kokum Butter  
.15 oz. Crafters Choice™ Mango Butter - Refined  
.35 oz. Crafters Choice™ Shea Butter - Ultra Refined  
3.6 oz. Crafters Choice™ Olive Oil - Pomace  
3.6 oz. Crafters Choice™ Sesame Oil  
3.6 oz. Crafters Choice™ Macadamia Nut Oil

3.9 oz. Sodium Hydroxide

10 oz. Distilled Water

1.6 oz. Crafters Choice™ Honeysuckle Blossom\*

Fragrance Oil 697

Pinch Crafters Choice™ Matte Yellow Oxide Pigment Powder

### DIRECTIONS:

1. Prepare the lye-water solution by weighing out the lye and distilled water and slowly pouring the lye into the water in a pitcher. Stir until lye dissolves completely then set aside to cool.

2. Weigh out the soapmaking oils and combine in a large stainless steel pot. Heat on the stove until all oils have melted then remove from heat.

3. Once the lye-water and soapmaking oils reach about 100 degrees F, add a pinch of yellow oxide to the oils using a stick blender to fully incorporate.

4. Now slowly pour the lye-water into the oils and mix with a stick blender until you reach trace. Stir in the fragrance

oil, then pour the soap evenly into the mold. (If you want to dress up your soap, add pink or red colored soap chunks to the mold before you pour the soap.) If desired, you can sprinkle a small amount of dried flowers onto the top of the soap. I used lavender blossoms but you could also use rose petals.

5. Cover and insulate for 24 hours.

8. Once the insulation period has passed, unmold your soaps and cut into bars. Allow to cure three to six weeks before use.

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*This recipe was formulated and contributed by Rebecca D. Dillon of Rebecca's Soap Delicatessen (<http://www.soapdelicatessen.com>) who has been making soap for over a decade and crafting since she was old enough to hold a crayon. In addition to making soap, Rebecca also blogs for Soap Deli News (<http://soapdelinews.com>) where she shares her other DIY projects, inspirations and fabulous handmade finds with readers.*

## COLD PROCESS RECIPE: MOM'S CUP OF TEA WITH HONEY

*The clean scent of green tea and cucumber are as calming as a nice cup of tea. Makes a perfect gift for any tea drinkers in your family, mother's especially.*

### WHAT YOU NEED:

6.4 oz. Chilled Green Tea (brewed with 4 teabags)  
3.93 oz. Sodium Hydroxide  
.20 oz. Honey  
7 oz. Crafters Choice™ Olive Oil - Extra Virgin  
8.4 oz. Crafters Choice™ Coconut Oil - 76° Melt  
2.8 oz. Mango Seed Butter  
7 oz. Crafters Choice™ Rice Bran Oil  
2.8 oz. Crafters Choice™ Sunflower Oil - Refined  
.9 oz. Crafters Choice™ Green Tea & Cucumber\*  
Fragrance Oil 466  
Optional: Herbs or Green Tea to Sprinkle on Top – Such as  
Crafters Choice™ Nettle Leaf - Botanical



### DIRECTIONS:

(This recipe fills one Crafters Choice™ Loaf - Regular Silicone Mold 1501 )

Idea: Try pouring this recipe into a shallow mold. After 24 hours use a cookie cutter in the shape of a tea cup to cut out bars. Affix a new packaged tea bag with the soap for a great gift idea.

Start by preparing your green tea for the lye water. Steep four green tea teabags in 8 oz. water. Let it steep for 5 minutes, then remove bags and place in refrigerator to cool. Once cool, weigh to the desired 6.4 oz. Next add lye and stir. Set aside.

Melt coconut oil and butter in microwave or over low heat. Set aside to cool. Once melted, stir in honey. Add liquid oils and stir again. At desired temperature for oils and lye water (between room temperature and 110°F recommended), add lye solution to oils. Mix water and oils using a stick blender and bring to very light trace. Stir in fragrance oil quickly and thoroughly. Pour into mold.

Let sit overnight covered with plastic wrap to prevent soda ash. Release and unmold. Cut into bars. Cure for 4 weeks before use.

*Handmade eMagazine is not responsible for the products you create from our supplies. You alone are responsible for product and recipe testing to ensure compatibility and safety.*



*Marla Bosworth is the CEO and President of Back Porch Soap Company in Jackson Hole, Wyoming. Her company retails, wholesales and offers private label bath and body products to resorts, boutiques and upscale stores worldwide. Marla conducts seminars on how to formulate soaps and natural skin care products as well as entrepreneurial classes in New York City, Boston, California and Jackson Hole, Wyoming. [www.backporchsoap.com](http://www.backporchsoap.com)*

## COLD PROCESS SOAP RECIPE: “PAMPER MOM” GENTLE CASTILE GOATMILK SOAP

---

*These mild and gentle castile goatmilk soaps make a wonderful gift for any mother who deserves some pampering. The creamy lather and calming lavender scent make this soap a refreshing treat for your skin.*

### WHAT YOU NEED:

2.5 oz. Goatmilk, Room Temperature  
3.6 oz. Water  
3.6 oz. Sodium Hydroxide  
28 oz. Crafters Choice™ Olive Oil - Extra Virgin  
Crafters Choice™ Lavender 30/32 EO- Certified 100% Pure 640  
.28 oz. Sodium Lactate (Optional)

### DIRECTIONS:

(This recipe fills one Crafters Choice™ Loaf - Regular Silicone Mold 1501 )

Carefully add lye to water. (This is a strong solution, so please take caution. We are reserving part of our water content as goatmilk to be added to the oils.) When lye water is below 130F, stir in sodium lactate.

Weigh out olive oil. Add goatmilk. It will appear “curdled”. Simply stickblend until you get a smooth consistency before adding lye water for best results.

At desired temperature for oils and water (between room temperature and 110F recommended), add lye solution to oils and bring to very light trace. Stir in lavender essential oil. Pour into mold.

Let sit overnight covered with plastic wrap to prevent soda ash. Release and unmold. Cut into bars. Cure for 4 weeks before use.

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*Pamper Your Skin With a  
Creamy Castile Goatmilk Bar*



*Marla Bosworth is the CEO and President of Back Porch Soap Company in Jackson Hole, Wyoming. Her company retails, wholesales and offers private label bath and body products to resorts, boutiques and upscale stores worldwide. Marla conducts seminars on to formulate soaps and natural skincare products as well as entrepreneurial classes in New York City, Boston, California and Jackson Hole, Wyoming. [www.backporchsoap.com](http://www.backporchsoap.com)*



## COLD PROCESS RECIPE: ROSE BOUQUET

### WHAT YOU NEED FOR ROSETTE CUPCAKES:

(makes 12)

6.25 oz. Water

2.4 oz. Lye

10 oz. Olive Oil

6 oz. Coconut Oil

2 oz. Castor Oil

1t Crafters Choice™ Neon Tutti Frutti Dye Powder

1t Crafters Choice™ Green Oil Locking Mica Shimmer

1 oz Crafters Choice™ Love Spell Fragrance Oil

Wilton Petite Muffin Silicone Mold

Wilton 2D Decorating Tip with Coupler and Ring

Disposable Decorating Bag

Crafters Choice™ Iridescent Super Sparkle Glitter (optional)

### DIRECTIONS:

Begin by preparing the colorants. Mix each in a separate container (with oil or glycerin) and set side.

Melt coconut oil. Add liquid oils. Add lye to water. Once oils and lye solution are at room temperature, add lye solution to oils and bring to a light trace. Stir in fragrance oil. Separate the soap into two equal parts. Add pre-mixed colorants to each half and stick blend to incorporate. Pour the green portion into the petite muffin mold stopping 1/4 inch from rim.

Prepare decorating bag by securing coupler, ring and tip. Pour pink colored soap into decorating bag. (Tip: An

easy way to fill is to place the bag inside a drinking glass and fold the remaining part of the bag over the outside of the glass). Allow soap to begin to set up before piping. You will know it is ready when you test a dollop and the peak stands on its own.

To create the rosette, hold the piping bag upright at a 90-degree angle and begin piping in the center of the cupcake. With steady pressure, continue piping soap in a counterclockwise circle, spiraling around the center. Slowly move toward the outward edge of the cupcake. Release pressure on piping bag, pull the tip away and voila! You have a perfect, simple rosette. Continue for all twelve cupcakes.

Sprinkle with glitter and let sit overnight. Release and unmold. Allow to cure for 4 weeks before use.

### WHAT YOU NEED FOR ROSE BOUQUET:

12 Soap Cupcakes

(more or less depending on placement)

4 inch Foam Floral Ball

4 inch Clay Flower Pot

Toothpicks

1 Sheet of Green Tissue Paper

Glue Gun

### DIRECTIONS:

Firmly place the foam ball into the top of your pot and use to hot glue to secure it. Cut the tissue paper sheet into 4 inch squares. Pinch the center of the tissue and attach toothpick with glue. These will mimic leaves.

Place two toothpicks halfway into the bottom of each cupcake approximately 1/2 inch apart. Beginning at the base of the foam ball, insert cupcake. Be sure to angle your cupcakes upward, as they will naturally tilt down and you don't want them to fall off. Continue to insert cupcakes forming a ring around the base. Finally, make a circle on the top of the ball with the remaining cupcakes (or as many that will fit). Placement may require some trial and error to get the spacing right.

Insert the tissue paper to fill the gaps between the cupcakes.

Helpful Hint: Make a few extra rosette cupcakes and keep them on hand as replacements in case some of your cupcakes fall or the frosting gets damaged during assembly.

You can customize the color of the frosting, tissue paper, and pot to suit your taste.

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# COLD PROCESS RECIPE: ROSE BOUQUET PHOTO TUTORIAL

Mix colors.



Create leaves out of tissue paper and toothpicks.



Pour green soap into Petite Muffin Silicone Mold.



Insert toothpicks into soap.



Pipe pink colored soap to create rosettes.



Place soaps & tissue paper around the pot.



*Catherine McGinnis is the creative mind behind Soaping101. Catherine earned her MBA, Summa Cum Laude from MSU. With a background in marketing and a keen eye for design, soapmaking was a perfect fit. She founded newt+fig Soaps which soon gained a faithful following and led to requests for video tutorials. She now helps soapmakers sharpen their skills through free online classes. Soaping101.com*

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## BUSINESS ARTICLE:

# HOW TO GET YOUR BUSINESS CLEANED UP & READY TO GO

By Marla Tabaka

Time for a little spring cleaning? It may be that your business and marketing plan may have a few layers of dust on it as well. So break out your virtual feather duster and let's get to work!

Below is a basic checklist, as well as a few action steps, to help you get your master plan all cleaned up and ready to grow. Hopefully when you designed your plan (even if it's on the back of a napkin) you indicated some actionable steps to achieve your vision. Now you want to make sure that everything in the plan is still relevant and that you are on target with your goals. So let's revisit the steps in your plan so that it will get you to wherever you want to be by year's end. I know that we are only a few months into the year but look at it this way—if you are falling behind in 1st quarter imagine the mess you'll be in by the end of the year! Don't make empty promises that you'll make up for it, instead take action now.

So take out your plan and list of goals (if you don't have one then schedule time to do it now). Here are some questions to ask about each goal, along with suggestions to keep you on task.

[ ] Am I on schedule to complete this goal (or has it been completed)?

[ ] If you have achieved the goal or you are on schedule to complete it, ask what the next steps are. If you do not have them documented, do it now.

[ ] If something has been left undone ask if it's still relevant to the long term plan and goals. If it is not, then remove it from your list and replace it with something that is relevant.

[ ] Now take a look at any of the steps or goals that are not on schedule and ask what got in the way of completion. Write these things down.

[ ] Next, ask yourself if these are valid reasons or excuses that continue month after month, year after year.

[ ] If they are valid, meaning that you have had a turn of events or something unexpected came on the scene that is more important than this goal. Remember, day to day fires don't count. Running out of time doesn't count. These are just excuses that keep you from building your business and the systems and processes that support its growth. Losing an employee doesn't even count; you must have a process in place for new hires and training. Your business can't come to a grinding halt every time you lose an employee! How many of your goals and tasks have taken a back seat to problems or poor time management? How many have you completed on schedule? This reality check is critical to your success. If the list of things that prevented you from moving forward is made up of excuses it's time to get

help: a qualified coach will help you figure out why you are procrastinating and self-sabotaging your company's growth and hold you accountable to your goals. Perhaps you would do well to team up with a peer and have weekly meetings to check on one another's progress. Being accountable to a strong mentor may also do the trick.

You'll be happy that you checked in on your master plan; it's a good thing to do quarterly at the very least. Again, don't let distractions and recurring problems get in your way. Easier said than done in some cases, but with guidance and support you can do it!



*Internationally known success coach and Inc. Magazine author Marla Tabaka 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. If you would like to work with Marla contact her at [Marla@MarlaTabaka.com](mailto:Marla@MarlaTabaka.com)*

## BUSINESS ARTICLE:

# CLEANING HOUSE - UNDERSTANDING HOUSEHOLD CLEANSER REGULATIONS

By Allison B. Kontur

The U.S. specialty household cleaners market is expected to reach \$7.9 billion by 2018. [1] In a market segment ripe with growth, small manufacturers need to be aware of and understand the differences between cosmetic regulations and those that apply to household cleaners.

Cleaning products may be subject to a variety of federal labeling and registration requirements depending upon the intended purpose of the product. Occupational Safety & Health Administration (OSHA), Environmental Protection Agency (EPA), Food & Drug Administration (FDA), Consumer Product Safety Commission (CPSC), Department of Transportation (DOT), and other agencies may be involved in the regulation of household cleaners based upon their intended use. Whether intended for institutional, occupational, or consumer use, your household cleaning product may be subject to the various provisions of one or more of these agencies. [2]

The regulations and requirements your products may be subject to depend largely upon the manner in which you market the product. For example, products marketed as general purpose disinfectants (such as those making a claim that they kill bacteria) must be registered with the EPA as a pesticide and meet the labeling requirements established by the EPA. If you market a product as an industrial general purpose cleaner, it would be subject to OSHA labeling and MSDS requirements.

The EPA regulates everything that falls under "pesticides" in household products and requires manufacturers to list ingredients that are active disinfectants or potentially harmful. A pesticide is defined as a chemical used to prevent, destroy, or repel pests. Pests can be insects, mice and other animals, weeds, fungi, or microorganisms such as bacteria and viruses. [3]

The safety of products used by consumers in household environments is regulated by the CPSC which regulates all chemical cleaning products that are properly defined as hazardous substances. [4]

Hand Sanitizers and anti-bacterial products are regulated as drugs by the FDA. [5]

The EPA has also issued regulations limiting the volatile organic compound (VOC) concentration in various institutional and consumer cleaning products. Products that may contain regulated VOC's include (but are not limited to) bathroom and tile cleaners, disinfectants and sanitizers,



furniture cleaners, laundry starch and detergents, fabric refresher (linen spray), hair styling products, shaving gels and air fresheners (room sprays). [6]

Household cleaners are not required to disclose ingredients like cosmetics. In an effort to increase transparency, some manufacturers like Clorox have begun to list ingredients on their household cleaner labels. [7] However, it is not currently a requirement for compliance. All household cleaners containing known hazardous chemicals must carry a warning label that spells out the potential risks, along with precautionary steps and first-aid instructions.

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5. <http://www.fda.gov/NewsEvents/Newsroom/PressAnnouncements/ucm378542.htm>
6. [http://www.greensafecertified.com/PDFs/VOC\\_Limits\\_20009.pdf](http://www.greensafecertified.com/PDFs/VOC_Limits_20009.pdf)
7. <https://www.greenworkscleaners.com/products/ingredients/>



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

## BUSINESS ARTICLE:

# DECLUTTER YOUR MIND, GET MORE FROM YOUR DAYS

By Stephanie Taylor Christensen

Part of running a profitable small business is how well you can maximize the value of your own time, to ensure that your working hours are dedicated to producing real and impactful results. Here are few simple ways to ensure that you approach your workdays with mental focus, maximum energy, and as few distractions as possible.

**MINIMIZE CLUTTER TO MAXIMIZE.** According to one study published in *The Journal of Neuroscience*, researchers found that “multiple stimuli in the visual field” led to a “limited processing capacity.” In plain English: Too many visual reminders of all the balls you’re juggling can actually diminish the brain’s ability to focus on tasks, ultimately hindering productivity.

To remove piles of paper, filing folders (and even the need for hard copies of any kind and storage of them), organizational expert Jill Pollack Lewis recommends going virtual as much as possible. Mobile scanning apps (TinyScan for iPhone and iPad is one of the best out there, and costs less than \$5) allow you to scan paper documents from anywhere, in seconds, and send them by email, or saved as a PDF that you file into your cloud computing system. Establish a recurring block of time on your calendar (at least once a week, ideally, a few times a week) to tend to “document housekeeping” so it doesn’t become time consuming and tedious.

Additionally, Pollack Lewis reminds that little things contribute to a feeling of simplicity and organization in your workspace: Arrange your desk so that you face a window, and add a plush area rug to make the space inviting. Unkink your phone cord, keep your computer’s screen clear of smudges, and wipe off the white board so you start with a clean slate each day. (If there’s content on the board you need, snap a picture and add it to your scanned documents).

**SET A PLAN FOR PRIORITIES.** You may already have a “to do” list that helps you stay on top of all the tasks vying for your mind space, but without parameters, these types of lists have a tendency to grow...and grow...and grow. Ultimately, this long list leads to even more stress, anxiety, and distraction.

To focus your day, try “time boxing.” Similar to the way your school schedule may have been structured as a child, you’ll detail where, when, and for how long you’ll dedicate your attention to each task on your list for the day. In addition to assigning start and end times to each item, include a brief description of the result that needs to happen for you to consider each task “complete” (at least for the time being).



Set alarms on your phone or computer to keep yourself focused, and resist the urge to respond to emails, text messages, phone calls, or even coffee and water breaks, until you’ve reached the task’s “end time.” (You’ll also want to schedule time for things like water and coffee breaks, lunch, meetings, email and phone calls, and even time you spend walking to and from a printer, reviewing reports, etc).

Though your day will inevitably involve some unforeseen hiccups, the idea of system is to approach your work with intention to create a feasible and productive daily schedule.

**DEFINE WHAT SUCCESS MEANS—AND KEEP REMINDING YOURSELF.** You probably had a clear vision when you began your business, but when’s the last time you checked in with your larger scale vision? To keep yourself focused on your goals for your business and life as a business owner it’s important that you clearly define what will make you feel fulfilled, for the next year, five years, decade, and beyond. Do you want to attract a certain number of customers, reach a specific sales goal, or pay yourself a certain salary, by a stated point in time? Perhaps your most pressing goals aren’t so much about business as they are your ability to work-life balance. Be specific about your goals and deadlines for them, and post reminders in your office, car, and even on your bathroom mirror at home. When you get sidetracked, stressed and bogged down in the frenzy of being a business owner, keeping your eye on the real prizes you seek can help you make the strategic decisions that will keep you achieving the milestones you value.



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

## BUSINESS ARTICLE:

# RESIDUAL INCOME BUSINESS

By Geoffrey Michael

Residual income is income that continues to accrue after the original business transaction occurred. Common examples are royalties earned by actors for reruns of television shows. These earnings may continue for many years or even decades, depending on the specific contract terms.

You don't have to be an actor to develop a continuous income stream, and the digital revolution has made it easier than ever. This article reviews both active and passive types of income. Royalties are passive since they are paid automatically once the initial work has been completed. Vending machines are active since they require restocking and servicing once the machines have been purchased and deployed.

## EARNINGS MAY CONTINUE FOR YEARS OR EVEN DECADES

### INTERNET MARKETING

If you've got a website, you've got a platform to display ads. One way to do this is to utilize a program like Google AdSense which allows you to place ads for other companies wherever you want. When someone clicks on those ads, you get a fraction of the income that Google collects from the ad sponsors. It costs you nothing and you can choose the types of ads you'll display. Advertisers bid their per-click rates through Google and the highest paying ads will be shown. It's as simple as it gets to lock in an income stream with little effort on your part.

### MUSIC

Residuals from the music industry are available to songwriters and musicians. A classic example of how lucrative this



can be was the theme song for the Tonight Show starring Johnny Carson. Paul Anka reworked a song he had written for Annette Funicello called "It's Really Love," and it was played every night at the beginning of the show. Anka and Carson shared the residuals every time it was played, amounting to several million dollars over a period of 30 years.

Opportunities today include creating soundtracks for video games, video trailers, advertisements, and other entertainment industries. Every time a commercial airs or video game is manufactured, the contributor gets a share based on the specific contract arrangement.

### FREELANCE WRITING

The Internet kicked the door wide open for freelance writers. The need for online content dwarfs that previously required for print publications. In some cases, the writer may get paid for producing the article and collect additional compensation based on the number of clicks that article receives. There are several websites that recruit

## THERE ARE MANY OPPORTUNITIES TO EARN RESIDUAL INCOME FOR HANDMADE ARTISANS

writers and offer them both forms of compensation. The demand for ebooks has created additional need for writers, giving them the opportunity to sustain an income stream long after the book was written.

### VENDING MACHINES

They've been around for years and they're everywhere. The business model is simple and straightforward, but the key is securing great locations with lots of traffic. The hard work at the front end increases the odds of a nice payoff in the long run. Another popular machine exchanges coins for cash, for which you're typically paid a 9% exchange fee. This is essentially a pure play because you're not selling anything beyond customer convenience, minimizing your personal involvement.

### PHOTOGRAPHY

Photographers have opportunities similar to musicians who continue to earn on their published work. A photograph or video that's shot for an ad or commercial can draw residuals every time it's used in the future.

The amount and frequency depends on how the contract is structured and who owns the copyright to the original image. Companies also have a continual need for stock photos that can be resold multiple times under a usage license.

## ONE KEY TO MAXIMIZING RESIDUAL INCOME IS TO MAINTAIN EXCLUSIVE RIGHTS TO YOUR WORK

### SMARTPHONE APP DEVELOPMENT

If you've got a great idea for a new app, find someone who can develop it for you in exchange for a share of the rights. The more successful apps are downloaded millions of times, generating a small per-unit profit that quickly adds up. Users are always on the hunt for creative apps and unique games.

### AFFILIATE MARKETING

This is an arrangement where a merchant website pays its affiliate websites a commission to send it traffic. The affiliates post links to the merchant site under an agreement that the affiliate will collect a fee every time those links are clicked. Unlike AdSense which pays only for each click, an affiliate can set up an agreement that is based on a share of the actual revenue generated by each click.

Different agreements can be established with each merchant, allowing affiliates to customize the income stream based on individual expectations for each business. You can optimize each agreement for lead generation and potential sales. Another advantage is that you choose the merchants you want

to deal with, so you'll always know which ads will appear on your website. Display options include image or text links to products on other websites, advertising buttons or banners, and a shopping page that offers the merchant's products related to your website content.

### INSURANCE

Insurance policy sales are one of the benchmark forms of residual income generation. Unlike a car salesman who makes a commission only on the day a car is sold, an insurance salesman collects for the sale of the initial policy and every time it's renewed for years to come. The cumulative effect of this can be dramatic over time, resulting in thousands of dollars of income for a single policy.

### MISCELLANEOUS

The possibilities for residual income are almost limitless, but many require significant capital to get started. Examples of these are real estate rentals, storage units, parking lots, and financial investment management. If you're fortunate enough to reach a point where you can hire someone to completely replace you and run your business, perhaps you'll really be able to finally enjoy the residuals.

### SUMMARY

One key to maximizing residual income is to maintain exclusive rights to your work. This is sometimes easier said than done because the temptation to sell your rights may be great if you need money now rather than later. The more control you exercise at the beginning of the process, the better the rewards will be when it comes time to collect the residuals. This means holding the copyrights to all written works, music, photography, software, etc. for as long as possible.



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*for DebbieMay.com, an organization dedicated to helping small businesses succeed.*



## BUSINESS ARTICLE:

# THE GREAT DEBATE: WHEN CAN I START SELLING MY SOAPS?

By Catherine McGinnis

Unlike other professions in the United States there is no mandated testing, governing body or federal certification. So how do you learn and how do you know your products are ready for market?

Soapmaking is a learning process. Think back to days when you learned to ride a two wheeled bicycle. It wasn't as easy as the other kids made it look. There were so many elements involved that you never considered; balance, technique, skinned knees and elbows and coordination. It did not happen overnight but with much perseverance, you succeeded.

Soapmaking is much like learning to ride a bike. First you watch the experts. There is a plethora of soapmaking tutorials available on the internet; some are fantastic while others are incomplete. The trouble with learning online is that you must know how to separate the good practices from the bad. Does the videographer employ safe and proper practices; gloves, ventilation mask, eye protection, sterile equipment and skin safe ingredients? If the answer is no, you should move on without watching. Look for video instructional videos that are complete, precise and thorough.

While videos are a great way to get your feet wet, they do not take the place of hands on learning. Maybe there is an advanced soapmaker in your area that will take you on as an apprentice. Or search out soapmaking classes in your area. Many of the local soapmaking stores offer beginning classes. Other venues include adult continuing education classes at your local schools or art councils. These classroom structured courses are designed to not only teach you the basics but also give you hands on

supervised experience under a seasoned soapmaker. Soapmaking is not a competition sport; there are many experienced soapmakers in online groups that are ready and willing to help.

Take the proper time to research, study and formulate the ingredients. Are you familiar with the properties of oils you are using? Knowing the attributes of fatty acids is one of the most important aspects of soapmaking as this is what makes up the bulk of your homemade soap recipe. Using the right combination of oils is what separates a mild, lathering and bubbly bar from a harsh and crumbly mess. It may take a bit of recollection from your high school chemistry days and a whole lot of trial and error but perfecting your formulation will happen.

Testing your soap recipe is one step that should not be taken lightly. Once you have derived a soap that you feel is perfection, test it and retest it. You can ask for volunteers from your family and friends. Chances are these are your most willing participants but may not be the ones that will give you the best critique, as they tend to want to please you so ask them for honesty. Use any negative critique as an opportunity to improve. When I began soapmaking I created a soap of the month club with my testers. Each month I sent a bar of soap (varying the recipe and additives) to my panel and waited for their responses. After my year long experiment, I knew not only which blend of oils was most preferred but also how to better streamline my processes and packaging.

During your testing phase, search out ways to incorporate your business. Will you be a sole proprietor, a limited liability company (LLC) or any of the other numerous types of incorporations? The Small Business Administration (SBA) can offer you advice and resources that will help determine which is right for you, [www.sba.gov](http://www.sba.gov). This is also the best time for you to seek out insurance. Product liability insurance not only protects your customers but also you and your assets. Many homeowners insurance brokers can point you in the right direction for adequate coverage.

After the learning, testing, researching and legalizing, are you finally ready to start selling your soaps? Maybe. There is no finite length of time that tells you when the market will be accepting of your soaps. This is simply the nature of your niche' customer base. Just like learning to ride a bike, it takes time to build up speed and momentum. With soapmaking, take time to test, study and research the market. Never stop learning and improving.



*Catherine McGinnis is the creative mind behind Soaping101. Catherine earned her MBA, Summa Cum Laude from MSU. With a background in marketing and a keen eye for design, soapmaking was a perfect fit. She founded newt+fig Soaps which soon gained a faithful following and led to requests for video tutorials. She now helps soapmakers sharpen their skills through free online classes. [Soaping101.com](http://Soaping101.com)*

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## TREND WATCH

### CALMING COLOR: SEA FOAM

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**A. Recycled Glass Jugs**  
*westelm.com*

**B. Herringbone Organic Blanket**  
*potterybarn.com*

**C. Thanks a Windmillion Polish**  
*opi.com*

**D. Blue Leather Wallet**  
*needsupplyco.com*

**E. Floral Vines iPhone Case**  
*society6.com*

**F. Uncut Raw Aquamarine Earrings**  
*asecondtime - etsy.com*



**G. Vanilla Mint Lip Balm Kit**

**H. Turtle Soap Mold (MW141)**

**I. Sea Glass Fragrance Oil**

**J. Stained Glass Sea Blue-Green  
Liquid Color**

# APRIL 2014 RETAIL TRENDS

## BLACK SOAP, SALVES, LEMON

A



### BLACK SOAP

A. African Black Soap  
Shea Moisture • [target.com](http://target.com)

B. Black Seamud & Seaweed Soap  
[crabtreeandevelyn.com](http://crabtreeandevelyn.com)

C. Sea Mud Deep Cleansing Bar  
[ernolaszlo.com](http://ernolaszlo.com)

B



C



D



E



F



### SALVES

D. Miracle Salve  
[burtsbees.com](http://burtsbees.com)

E. Ultra Balm All Purpose Salve  
[lushusa.com](http://lushusa.com)

F. Rose Salve  
[bathandbodyworks.com](http://bathandbodyworks.com)

G



### LEMON SCENTED WASHES

G. Sugar Lemon  
Bath & Shower Gel  
fresh® • [nordstrom.com](http://nordstrom.com)

H. Fresh Picked Lemon Hand Soap  
[bathandbodyworks.com](http://bathandbodyworks.com)

I. Lemon Shampoo for  
All Hair Types  
[bigelowchemists.com](http://bigelowchemists.com)

H



I



A



E



F



B



## PRODUCT PICKS

### POPULAR INGREDIENTS & SUPPLIES FROM WSP

A. Bath Bomb Ball Mold - 2.75" diameter (2 pc set)

B. Crafters Choice™ Premium Shea Butter MP Soap Base (2 lb. Tray)

C. Shanti Soap Mold (MW 149)

D. Crafters Choice™ Chamomile Flowers - Botancial

E. Flower with Rose Petals Bath Fizzie Kit

F. Crafters Choice™ Shea Butter & Aloe Lotion

G. Hibiscus Soap Mold Tray (MW 150)

H. Bath Tea with Spa Salts Kit

I. Crafters Choice™ Lip Balm Base for Sticks

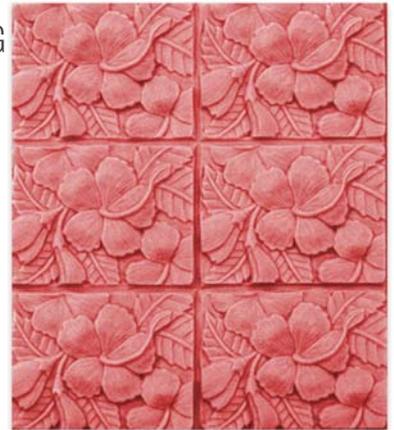
### ADDITIONAL PRODUCTS

[ NOT PICTURED ]

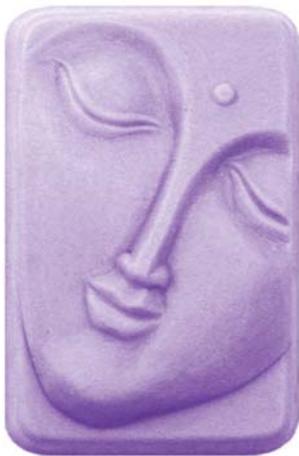
- Crafters Choice™ Blush Kaolin Clay

- Crafters Choice™ Shea Aloe Butter

G



C



H



D



I



# SHOW & TELL HIGHLIGHTS • MARCH



Thank you for your participation!



## GARDENIA CHAMOMILE HANDMADE VEGAN SOAP

*Submitted by: Skinplicity Bath & Body*

- Crafters Choice™ Premium Shea Butter MP Soap Base
- Crafters Choice™ Coconut Milk Powder
- Crafters Choice™ Gardenia\* Fragrance Oil 158
- Crafters Choice™ Chamomile Flowers - Botanical



## CHIFFON VEGAN SOAP

*Submitted by: Skinplicity Bath & Body*

- Crafters Choice™ Chanel Chance Type Fragrance Oil 436
- Crafters Choice™ Neon Tutti Frutti Dye Powder
- Crafters Choice™ Brown Sparkle Mica Powder



## PEACHES & CREAM HANDMADE VEGAN GLYCERIN SOAP

*Submitted by: Skinplicity Bath & Body*

- Crafters Choice™ Premium Shea Butter MP Soap Base
- Crafters Choice™ Georgia Peach Fragrance Oil 159
- Crafters Choice™ Iridescent Super Sparkle Glitter

## NEW SHOW & TELL PROGRAM • FREE PRODUCT PHOTO SHOOT

Show off the product you made, tell us the ingredients you used and get rewarded with a professional product photo!

### PARTICIPATION:

1. This offer is available to all gold and platinum reward level customers. Customers must maintain one of these statuses for the images to remain active on our website.
2. Show and Tell products submitted must be made with at least 2 ingredients purchased at Wholesale Supplies Plus.
3. Show and Tell products submitted must be mailed to WSP for a professional photo shoot. Each product is required to have a completed informational sheet. To obtain a blank information sheet visit :

<http://www.wholesalesuppliesplus.com/show-and-tell.aspx>

### PROGRAM DETAILS:

1. Once we receive your products and completed information sheet, we will schedule a professional photo shoot at no charge to you. Depending on the time of year and number of submissions this could take up to several weeks.
2. Once the photographs are edited and uploaded to our website, you will receive an email indicating the process is complete.
3. At this time you can download it for your own personal use, website and/or advertising.

## FEATURED Q&A



CRAFTER'S CHOICE®  
SHEA BUTTER - NATURAL

**Q:** Cayla Asked:

"I ordered this and there are white spots on parts of it. It's a different texture, it almost looks like mold. Could this be mold?"

**A:** WSP Staff Answered:

Before the shea butter is packaged it is actually melted down. When it begins to cool some of the fats in the shea butter will harden more quickly and float to the top. The white parts you are seeing are not mold, but the fat that rises to the top when cooling.



CRAFTER'S CHOICE®  
MATTE TEAL GREEN PIGMENT  
POWDER

**Q:** Jessica Asked:

"What colorant will be the most stable in cold process soap (won't turn a different color or morph)?"

**A:** WSP Staff Answered:

"Pigments, oxides and ultramarine colors are the most stable in cold process soap."

**A:** Becky Answered:

"Pigments & Oxides are the most stable colors for cold process, in my opinion."



CRAFTER'S CHOICE®  
MONKEY FARTS FRAGRANCE  
OIL - 128

**Q:** Sherri Asked:

"Can I use this in Lip Balm?"

**A:** Amanda Answered:

"No it is not lip safe. For future you can always look at the IFRA under the documents section of any product and it will tell you what it's safe for and at what usage rate."

### CONTEST WINNERS

#### WHOLESALE SUPPLIES PLUS *March 2014*

<b>\$50 GIFT CERTIFICATE</b>	Wanda - (57)	Jessica - (92)	Andrea - (121)	Lisa - (86)
<b>\$30 GIFT CERTIFICATE</b>	Karen - (43)	Denise - (80)	Felisha - (42)	JoAnne - (47)
<b>\$15 GIFT CERTIFICATE</b>	Denise - (41)	Linda - (78)	Richelle - (41)	Pamela - (27)
<b>\$10 GIFT CERTIFICATE</b>	Linda - (38)	Thomas - (51)	Jen - (33)	Kimberly - (23)
<b>\$5 GIFT CERTIFICATE</b>	Kristen - (33)	Andrea - (28)	Tabitha - (24)	Beckie - (19)

# APRIL 2014 SALE CALENDAR

WholesaleSuppliesPlus.com

## One-Day Deals

### APRIL 2014 SALE CALENDAR

SUN.	MON.	TUES.	WED.	THUR.	FRI.	SAT.
	<b>APRIL 7</b> ALL FLAVOR OILS ON SALE - MONDAY, APRIL 7TH					
	<b>APRIL 14</b> ALL MILKY WAY MOLDS & ALL CELLO BAGS ON SALE - MONDAY, APRIL 14TH					
	<b>APRIL 21</b> NO SALE POSTPONED.					
	<b>APRIL 28</b> ALL COSMETIC COLORS ON SALE - MONDAY, APRIL 28TH					
	<b>MAY 5</b> ALL BUTTERS ON SALE - MONDAY, MAY 5TH					

## HANDMADE eMAG BLOG

Product highlights, new product announcements, sale alerts, free recipes, fun surveys about the industry, helpful business articles and so much more!

## RECEIVE COUPONS FOR RATING PRODUCTS ON WSP

Every time you submit a product review on the WSP website, you will receive a coupon for that product that can be applied on your next order! Learn more about coupons for product ratings [here](#).

## WIN \$50 GIFT CERTIFICATE FOR PARTICIPATING IN Q&A

Every week, our top contributors to WSP product Q&A will receive a gift certificate of \$50, \$30, \$15, \$10, and \$5 to WSP. Learn more about how you can win by clicking [here](#).

# APRIL 2014 COUPONS

WholesaleSuppliesPlus.com



CRAFTER'S CHOICE®  
LUXURY MOISTURIZING MIST  
II - MODIFIED

**15% OFF** Enter Code:  
**WSP-7746**

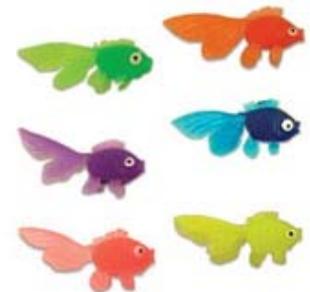
Exp. 4-30-14



CRAFTER'S CHOICE®  
CREAMY HAND & BODY  
WASH FOR FOAMER BOTTLES

**15% OFF** Enter Code:  
**WSP-5153**

Exp. 4-30-14



GOLD FISH - VINYL  
TOYS FOR EMBEDS

**15% OFF** Enter Code:  
**WSP-512**

Exp. 4-30-14

Enter coupon code during checkout. Good for in stock, internet orders only. No rainchecks.

# COLORFUL SPRING BOUQUET



SHOP ALL COSMETIC COLORS >>

**W** Wholesale Supplies **Plus**

[WWW.WHOLESALESUPPLIESPLUS.COM](http://WWW.WHOLESALESUPPLIESPLUS.COM)

MORE THAN 150 DIFFERENT COSMETIC COLORS & KITS IN STOCK & READY TO SHIP. BEST PRICE GUARANTEE.\*

\*FREE SHIPPING IN CONTIGUOUS US FOR ORDERS OVER \$40

Pictured in Top Row: Crafters Choice™ Coral Oil Locking Mica Shimmer, Crafters Choice™ Matte Lavender Ultramarine Powder, Crafters Choice™ Beet Root Powder, Crafters Choice™ Pumpkin Powder, Crafters Choice™ Red Orange Oil Locking Mica Shimmer | Pictured in Bottom Row: Crafters Choice™ Spirulina Powder, Crafters Choice™ Green Oil Locking Mica Shimmer, Crafters Choice™ Matte Woodland Green Pigment Powder, Crafters Choice™ Spinach Powder, Crafters Choice™ Alfalfa Powder

CLAMSHELLS



SOAP CUPS

SOAP BOXES



RIBBON

BAGS



**W** Wholesale Supplies Plus

WWW.WHOLESALESUPPLIESPLUS.COM

**PACKAGING**

HUNDREDS OF SUPPLIES FOR THOUSANDS OF OPTIONS

METAL TINS & BOTTLES



PUMPS, SPRAYERS & TOPS



SHRINK WRAP BAGS & BANDS



LIP BALM TUBES



PLASTIC JARS



PLASTIC BOTTLES



LOTION BAR TUBES



SPECIALTY JARS





## THE PROOF IS IN THE PERFORMANCE.

CERTIFIED - PURE - UNADULTERATED

WE DO NOT COST REDUCE, DILUTE OR CUT OUR FRAGRANCE OILS WITH INEXPENSIVE ADDITIVES TO REDUCE THE PRICE BECAUSE THAT WILL IMPACT THE QUALITY OF YOUR PRODUCT. ALL OF OUR FRAGRANCE OILS ARE PACKAGED IN AMBER GLASS BOTTLES FOR QUALITY ASSURANCE.

MORE THAN **700**  
*Fragrance Oils*

**SHOP ALL FRAGRANCE OILS >>**

MORE THAN **30**  
*Essential Oils*

**SHOP ALL ESSENTIAL OILS >>**

RECEIVE UP TO  
**5 FREE FRAGRANCE OILS & 5 FREE COSMETIC COLORS**

ALL ORDERS OVER \$50 QUALIFY FOR A FREE SAMPLE SIZE COSMETIC COLOR INCLUDED IN YOUR ORDER.



### CRAFTER'S CHOICE FRAGRANCE OILS.

High quality fragrance oils at three affordable price breaks to meet your needs.

#### STANDARD FRAGRANCE OILS

\$5.95 for 0.125 lb (2 fl. oz)  
\$6.95 for 0.25 lb (4 fl. oz)  
\$14.95 for 1 lb (16 fl. oz)  
\$225.95 for 25 lb (single drum)\*

#### PREMIUM FRAGRANCE OILS

\$5.95 for 0.125 lb (2 fl. oz)  
\$7.95 for 0.25 lb (4 fl. oz)  
\$24.95 for 1 lb (16 fl. oz)  
\$417.95 for 25 lb (single drum)\*

#### SIGNATURE FRAGRANCE OILS

\$5.95 for 0.125 lb (2 fl. oz)  
\$8.95 for 0.25 lb (4 fl. oz)  
\$34.95 for 1 lb (16 fl. oz)  
\$522.95 for 25 lb (single drum)\*



**w** Wholesale Supplies **Plus**

WWW.WHOLESALESUPPLIESPLUS.COM

## CUSTOMIZE YOUR PRODUCT LINE WITH EASY-TO-USE READY-MADE BASES

LOTION BASES - LIQUID WASHES - HAIR CONDITIONER & MORE

MORE  
THAN **40**  
*Ready to Use Bases*

WHY STOP AT SOAP? READY-MADE BASES MAKE IT EASY TO DO SO MUCH MORE. WHOLESALE SUPPLIES PLUS SELLS A BROAD VARIETY OF READY MADE BASES FOR YOUR BATH AND BODY PRODUCT LINE. BE SURE TO CHECK OUT THE MOISTURIZING LOTION BASES, LATHERING LIQUID WASHES, DEEP CONDITIONING HAIR CARE, PRE-MADE PET BASES AND SO MUCH MORE.

**SHOP ALL READY-MADE BASES>>**

**Crafter'sChoice®**

# WEARABLE GEAR

[WWW.WHOLESALESUPPLIESPLUS.COM/GEAR](http://WWW.WHOLESALESUPPLIESPLUS.COM/GEAR)

YOU CAN'T BUY HAPPINESS...  
BUT YOU CAN **BUY HANDMADE**  
(and that's pretty much the same thing)



NEW LINE OF WEARABLE GEAR TO PROMOTE THE HANDMADE INDUSTRY  
EXCLUSIVELY AT WHOLESALE SUPPLIES PLUS

[SHOP NOW »](#)

# MOLDS FOR EVERY NEED.

MELT & POUR - COLD PROCESS - HOT PROCESS

MORE THAN **250**

BASIC, CREATIVE & SEASONAL  
*Soap Making Molds*

WHOLESALE SUPPLIES PLUS SELLS TOP QUALITY INGREDIENTS & SUPPLIES TO THOUSANDS OF CRAFTERS THAT CREATE BEAUTIFUL HANDMADE SOAPS FOR THOUSANDS OF CONSUMERS. WE HAVE CHOSEN TO CARRY THE LEADING BRANDS OF TOP QUALITY SOAP MAKING MOLDS. THERE IS A MOLD TO MEET EVERYONE'S PERSONAL TASTE AND STYLE.

**SHOP ALL SOAP MOLDS >>**

**Crafter'sChoice®**

## SILICONE CAVITY MOLDS

\$14.95 for 1 Silicone Mold

## LOAF MOLDS

\$14.95 for 1 Silicone Mold

\$19.95 for 1 Plastic Mold

\$45.95 for 1 Silicone Liner Mold

\$69.95 for 1 Wooden Loaf Mold

## TRAY MOLDS

\$19.95 for 1 Plastic Mold

\$29.95 for 1 Silicone Mold

## SILICONE TUBE MOLDS

\$14.95 for 1 Mold

## PLASTIC CAVITY MOLDS

\$6.95 for 1 Plastic Mold

## MAKE YOUR OWN MOLDS

\$13.95 for 1lb Liquid Plastic

\$25.95 for 1lb Silicone Rubber



## PLASTIC CAVITY MOLDS

\$6.95 for 1 Mold

## PLASTIC TRAY MOLDS

\$6.95 for 1 Mold



## SILICONE CAVITY MOLDS

\$12.95 for 1 Mold

WE BELIEVE IN CARRYING ONLY THE BEST, SO...  
**WE RAISED THE (SOAP) BAR.**



**Crafter'sChoice®**

#1 BRAND CHOSEN BY PROFESSIONAL CRAFTERS

SOLD AT:

**W** Wholesale Supplies Plus

THERE'S A SOAP BASE FOR EVERYONE.

**DETERGENT FREE.**

Traditional soap that does not contain synthetic detergents or parabens. Excellent skincare performance with 100% of the lather produced from saponification of natural oils. *Aloe & Olive Oil, Baby Buttermilk, Clear, Coconut Milk, Goat Milk, Hemp, Honey, Shea Butter, Three Butter, White*

**2lb Tray Pricing**  
 \$5.95 for 2 lb  
 \$59.95 for 24 lb  
 \$115.95 for 48 lb  
 \$500.95 for 240 lb  
 \$1900.95 for 960 lb\*  
 \$3220.95 for 1728 lb\*

**24lb Big Block Pricing**  
 \$48.95 for 1 Case (24 lb)  
 \$95.95 for 2 Case (48 lb)  
 \$415.95 for 10 Case (240 lb)  
 \$1550.95 for 40 Case (960 lb)\*  
 \$3100.95 for 84 Case (2,016 lb)\*

**BASIC.**

Very popular bases, ideal for price sensitive shoppers. Formulated with a smaller percentage of foam boosting additives which results in a beautiful creamy lather. *Clear, Goat Milk, White*

**2lb Tray Pricing**  
 \$5.95 for 2 lb  
 \$61.95 for 24 lb  
 \$120.95 for 48 lb  
 \$520.95 for 240 lb  
 \$1975.95 for 960 lb\*  
 \$3350.95 for 1728 lb\*

**24lb Big Block Pricing**  
 \$53.95 for 1 Case (24 lb)  
 \$103.95 for 2 Case (48 lb)  
 \$450.95 for 10 Case (240 lb)  
 \$1800.95 for 40 Case (960 lb)\*  
 \$3360.95 for 84 Case (2,016 lb)\*

**PREMIUM.**

Commonly referred to as the "best of the best" in the industry. High lather ingredients resulting in exceptional skin care performance. *Aloe & Olive Oil, Extra Clear, Goat Milk, Pro Base, Clear & White, Shea Butter, Ultra White*

**2lb Tray Pricing**  
 \$5.95 for 2 lb  
 \$67.95 for 24 lb  
 \$134.95 for 48 lb  
 \$576.95 for 240 lb  
 \$2200.95 for 960 lb\*  
 \$3800.95 for 1728 lb\*

**24lb Big Block Pricing**  
 \$59.95 for 1 Case (24 lb)  
 \$117.95 for 2 Case (48 lb)  
 \$520.95 for 10 Case (240 lb)  
 \$1950.95 for 40 Case (960 lb)\*  
 \$3800.95 for 84 Case (2,016 lb)\*

**SIGNATURE.**

Used to produce soap for some of the largest retail establishments. Made with tight ingredient specifications while using unique processes that optimize performance. *Crystal Clear, Honey, Oatmeal, Shave & Shampoo, Suspend Clear & White, Three Butter Plus*

**2lb Tray Pricing**  
 \$5.95 for 2 lb  
 \$70.95 for 24 lb  
 \$136.95 for 48 lb  
 \$650.95 for 240 lb  
 \$2400.95 for 960 lb\*  
 \$4150.95 for 1728 lb\*

**24lb Big Block Pricing**  
 \$60.95 for 1 Case (24 lb)  
 \$118.95 for 2 Case (48 lb)  
 \$525.95 for 10 Case (240 lb)  
 \$2005.95 for 40 Case (960 lb)\*  
 \$3900.95 for 84 Case (2,016 lb)\*



# Wholesale Supplies Plus

HANDMADE COSMETIC & SOAP MAKING MATERIALS

[www.WholesaleSuppliesPlus.com](http://www.WholesaleSuppliesPlus.com)



## SOAP

- Melt & Pour Bases
- Cold Process
- Liquid & Foaming Soap Bases

## BUTTERS & ADDITIVES

- Butter Blends
- Clays & Natural Colors
- Botanical Additives
- Bath Salts

## OILS & SCENTS

- Fixed Oils & Base Oils
- Essential Oils
- Fragrance Oils

## READY MADE BASES

- Liquid Soaps & Shower Gels
- Lotion Bases
- Body Splash & Room Spray
- Pet Shampoo Bases

## COLORS

- Stained Glass Colors
- Lakes, Micas
- Natural Colors

## PACKAGING

- Jars & Tins
- Bottles
- Bags & Wrap
- Soap Boxes

## SAVING CENTER

- Free Shipping
- Monthly Sales & Coupons
- WSP Rewards - Up to 10% Issued

VOL 19 • MAR. 2014

# HANDMADE

*eMagazine*

LAST MONTH'S ISSUE...

## INSPIRED BY EASTER & SPRING BREAK

READ THIS ISSUE ONLINE >>



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EASTER & SPRING  
March 2014



MEN'S CARE  
February 2014



LOVE & AFFECTION  
January 2014



GLAMOROUS NEW YEAR  
December 2013



WINTER WONDERLAND  
November 2013

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