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HANDMADE

Summer Issue!

BEACHY BARS

COCONUT MILK & LUFFA
EXFOLIATING BEACH BAR SOAP

THIS MONTH'S INSPIRATION...

TROPICAL COCKTAILS
SUN, SAND & BEACH
GOLF GET-AWAY



TREND ALERT
SMELLS LIKE SUNSHINE

Beach & Ocean

IN THIS ISSUE...

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

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FEATURED BUSINESS ARTICLE
HOW TO PAY YOURSELF



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This Beautiful Beach Inspired Soap Bar

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SMELLS LIKE SUNSHINE: Beach & Sun Scents

Soak Up Some Sunshine With Beach, Sun, and Sand Scents

FRAGRANCE OF THE MONTH

ON SALE IN MAY

**Crafters Choice™ Beach Type
Fragrance Oil 103**

[BUY THIS FRAGRANCE »](#)



FEATURE
TROPICAL DRINKS
Cocktail Hour

RECIPES SO SWEET YOU
WILL WANT TO TAKE A SIP!

INSPIRED BY FRUITY, TROPICAL COCKTAILS

The long winter is over, spring is here and summer is right around the corner. It's time to start planning your next move. It's easy to dream of relaxing on a hot beach, with an ice cold fruity cocktail in your hand and your toes buried in the sand. You can't deny it, warm summer weather and sweet tropical drinks just go together. The welcome of the season is the perfect opportunity to introduce tropical scents into your new beachy product line.

Bright colors, fruits and flowers are the foundation for a successful tropical drink themed product. Lime, kiwi, banana, pineapple, mango, papaya, guava, and coconut fragrances pair well with lip care products, lotions and scrubs.

Caribbean and tropical scents are great for a younger and predominantly female demographic. Create eye-catching soaps with bright colors and fun, unique features. Bold gradients of pinks, oranges, yellows mimic a tequila sunrise. Bright tropical blues and greens resemble sweet and salty margaritas. Scatter embedded soap pieces to resemble limes or other fruits. Fun plastic cocktail cups and mini drink umbrellas from your local party supply store can be a fun twist to a recipe. Most importantly, remember to have fun with this theme!

PRODUCT SUGGESTIONS

INSPIRED BY TROPICAL DRINKS

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

- Sweetened Lip Balms
- Sugar Scrubs
- Cocktail Cupcakes Soaps
- Novelty Cocktail Soaps
- Tropical Scented Body Splash
- Liquid Hand Soaps
- Pina Colada Body Butter

WE SPOTTED THIS TREND

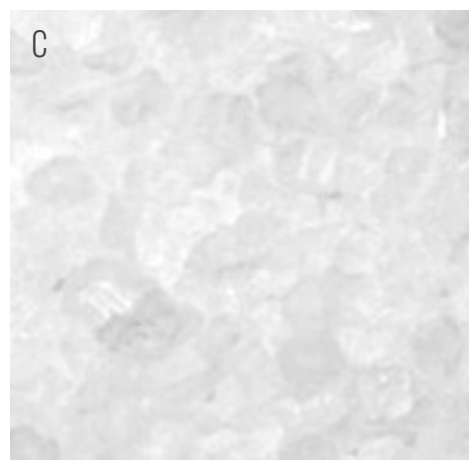
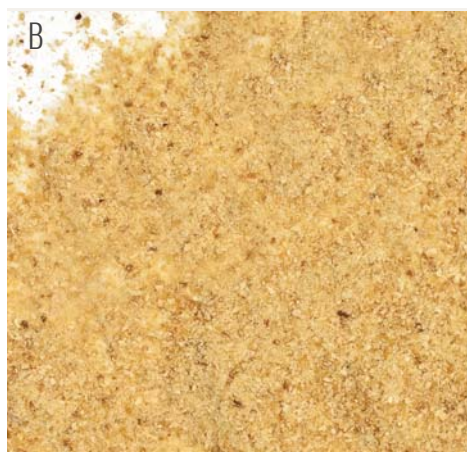
RETAIL INSPIRATION



LUSH LIME SMOOTHIE

LUSH LIME SHOWER SMOOTHIE

lushusa.com



TROPICAL DRINKS FEATURED INGREDIENTS:

- A. Crafters Choice™ Island Colada* Fragrance Oil 522
- B. Lemon Powder
- C. Bath Salt Sampler Kit
- D. Mango Butter - Refined
- E. Crafters Choice™ Island Margarita* Fragrance Oil 694
- F. Summer Fruit Soap Pop Kit
- G. Coral Oil Locking Mica Shimmer
- H. Crafters Choice™ Margarita Lime Fragrance Oil 472
- I. Cocoa Butter - Refined & Deodorized (Ultra White)
- J. Grape Seed Oil

MARGARITA LIME & PIÑA COLADA LIP SCRUB & BUTTER RECIPE

BUY RECIPE AS A KIT »

These luscious products will keep your lips smooth and moisturized during the warm summer months.

Project Level: Easy

Estimated Time: 1/2 Hour

Yields: 10 - 5oz Lip Scrubs/Butters

INCI INGREDIENT LABEL: Sugar, Ricinus Communis (Castor) Seed Oil, Caprylic/Capric Triglyceride, Flavor Oil, Tocopherol, Mica, Titanium Dioxide, Blue 1 Lake, Yellow 5 Lake, Hydrogenated Polyisobutene, Palmitic Acid, Phenoxyethanol, Benzoic Acid. **BUTTER:** Butyrospermum Parkii (Shea Butter), Theobroma Grandiflorum Seed Butter, Ricinus Communis (Castor) Seed Oil, Tocopherol, Fragrance, Mica, Titanium Dioxide, Yellow 5 Lake, Hydrogenated Polyisobutene, Palmitic Acid, Phenoxyethanol, Benzoic Acid

WHAT YOU NEED:

- 2 Ounce(s) Crafters Choice Shea Butter - Ultra Refined
- 2 Ounce(s) Crafters Choice Cupuacu Butter
- 3 Ounce(s) Crafters Choice Castor Oil
- 1 Ounce(s) Crafters Choice Coconut Oil - Fractionated
- 6 Ounce(s) Crafters Choice Sugar - Granulated
- 2 ml(s) Crafters Choice Vitamin E T-50
- 1 Crafters Choice Yellow Oil-Locking Mica Powder
- 1 Crafters Choice Green Oil-Locking Mica Powder
- 4 ml(s) Crafters Choice Limeade Sweetened Flavor Oil
- 2 ml(s) Crafters Choice Pina Colada Fragrance Oil 217
- 1 Piece(s) 0.15 Plastic Scoop
- 20 Piece(s) .5 oz. Clear Basic Plastic Jars
- 20 Piece(s) 33/400 White Straight Top Caps
- 20 Piece(s) Crafters Choice Press & Seal Liners - 33 mm
- 10 Piece(s) Poly Bags 6" x 3.75"
- 1 Piece(s) Raffia
- Digital Scale
- Glass Bowl - 1
- Hand Mixer
- Mixing Spoon
- Plastic Droppers - 3
- Saucepan
- Stove Top

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 Pina Colada Lip Butter:
3. Weigh the Shea Butter, Cupuacu Butter and 2 oz. Castor Oil in a heat-safe saucepan. On low heat, melt until completely liquid.



4. Add 1 ml. Vitamin E and 2 ml. Pina Colada Fragrance Oil to the melted butters.

5. Measure and add 2 of the 0.15 ml. scoops of the Yellow Oil-Locking Mica Powder to the melted butters and stir until evenly dispersed. Set aside while you make the Lip Scrub.

6. For Lip Scrub:

7. In a bowl, measure 6 oz. of White Sugar. To the sugar, add the 1 oz. Coconut Oil-Fractionated and 1 oz. Castor Oil. Stir until sugar is evenly coated in oil.

8. Measure and add 1 ml. Vitamin E and 4 ml. Limeade Sweetened Flavor Oil and stir.

9. Measure and stir in 2 of the 0.15ml. scoops of Green Oil-Locking Mica Powder and 2 scoops of the Yellow Oil-Locking Mica Powder.

10. Fill 10 of the jars with the sugar scrub. Wipe off the rim of the jars before placing the Press and Seal Liner on the jar. Since this is a product being placed on the lips, we recommend using the sealers to prevent tampering.

11. If your Lip Butter has not yet started to thicken, place the container in either refrigerator or freezer for a few minutes. When the oils and butters come to a semi-solid consistency, use a hand mixer to whip to a fluffy cream-like texture.

12. Carefully scoop into the remaining 10 jars and allow to come to room temperature before adding the Press & Seal Liner and capping.

13. To apply press & seal liners, make sure opening of jar is completely free of product. Place seal on top of jar, screw on cap and let sit for 24 hours. The pressure of the cap will release adhesive on the liners and seal the jar.

14. This butter will harden once it comes to room temperature and will not stay fluffy and soft. However, it will easily melt with body temperature. You only need a small amount to use on your lips.

15. **TO USE:** First apply a small amount of Lime Margarita Lip Scrub to your lip and gently massage to exfoliate. Wipe off with a tissue or cloth. Finish with the Pina Colada Lip Butter to moisturize.

16. It is not recommended to leave this in a purse or warm car as the butters can melt and potentially leak after the seal has been broken.

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TROPICAL DRINK INSPIRED CP SOAP: A SIP OF SANGRIA CP RECIPE

This recipe has been simplified for print. For INCI listing information www.WholesaleSuppliesPlus.com

Project Level: Advanced

Estimated Time: 1 Hour

Yields: 40-44 oz. Loaf

WHAT YOU NEED:

- 10.64 Ounce(s) Water
- 4.09 Ounce(s) Sodium Hydroxide
- 8.4 Ounce(s) Crafters Choice Coconut Oil - 76
- 7 Ounce(s) Crafters Choice Palm Oil
- 3.92 Ounce(s) Crafters Choice Olive Oil-Pomace
- 3.36 Ounce(s) Crafters Choice Apricot Kernel Oil
- 2.8 Ounce(s) Crafters Choice Avocado Oil
- 1.12 Ounce(s) Crafters Choice Shea Butter - Natural
- 0.84 Ounce(s) Crafters Choice Castor Oil
- 0.56 Ounce(s) Crafters Choice Cocoa Butter - Natural
- 1.75 Ounce(s) CC Pink Sangria Fragrance Oil
- 1/2 Teaspoon(s) CC Neon Mango Madness Dye Powder
- 1/2 Teaspoon(s) CC Neon Tutti Frutti Dye Powder
- 2-3 Tablespoon(s) CC Salt Blend-European Sea (Pure Salt)
- 1 Piece(s) Crafters Choice Beaker - Polypropylene - 2
- Digital Thermometer
- Glass Pyrex Bowls - 2
- Large Mixing Bowl
- Mixing Utensils
- Safety Equipment (glasses, gloves, long sleeves)
- Scale (to measure ingredients)
- 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. In separate containers, measure by weight your water and your lye.
3. Gradually mix small amounts of the lye in the water until the lye is dissolved completely. Set aside in a safe place and allow to cool.
4. Measure all of your oils and butters and place in a large bowl. NOTE: This will be the bowl you will stick blend in, so make sure it will be large enough.
5. Warm oils in microwave or over low heat until melted. Set aside to cool.
6. Pour .5 ounce of the oils in a beaker. Then repeat and put .5 ounce in another beaker.
7. Add 1/2 tsp. of Neon Tutti Frutti Powder to one of the beakers, then mix in. With the other beaker of oil, add 1/2



tsp. of Neon Mango Powder and mix. Set beakers aside.
8. Check temperatures of the lye water and then of the oil/butter mixture. When both are about the same temperature-approximately 120°F, you are ready to mix them together.

9. Carefully stick blend until the soap reaches a light trace. Take the stick blender out of the mixture and place it on a safe protected place on the counter. REMEMBER: There is active lye on the blender.

10. By hand using a spatula, add the Pink Sangria Fragrance Oil. Mix in well.

11. Carefully separate the mixture into 2 bowls to add color. If you prefer more of one color, then divide the mixture accordingly. We divided 60-40, adding more Mango than Tutti Frutti.

12. Add Mango to the larger amount of soap. Using a spatula, mix the color in well. In the other bowl, add Tutti Frutti to the smaller amount of mix. Using a spatula, again, mix the color in until the entire mixture is colored.

13. Pour the Tutti Frutti color in the Mango colored bowl. Using the spatula, do a quick pot swirl technique with your spatula.

14. Pour the mixture into the mold. You can 'play' with the texture on the top of the soap if you like. Top with the salt blend and allow a little time to set up.

15. Carefully insulate the sides of the loaf with towels. After it has set up some, lightly cover the top as well.

16. After 24 hours, you can unmold the loaf and cut the soap into 1 inch slices. Allow the soap to cure for 4-6 weeks before using. Check the pH to be sure it is at a skin-safe level.

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INSPIRED BY COCKTAIL CUPCAKES: PINK BERRY MIMOSA CUPCAKE SOAP RECIPE

BUY RECIPE AS A KIT »

This recipe has been simplified for print. For INCI listing information www.WholesaleSuppliesPlus.com

Project Level: Intermediate
Estimated Time: 2 Hours
Yields: 16 Cupcake Soaps

WHAT YOU NEED:

- 3.5 Pound(s) Crafters Choice Extra Clear MP Soap Base
- .5 Pound(s) Crafters Choice Foaming Bath Whip
- 1.5 Ounce(s) Crafters Choice Shea Butter - Ultra Refined
- 8 Ounce(s) Crafters Choice Premium Goat Milk MP Soap
- 1.5 Ounce(s) Crafters Choice Pink Berry Mimosa Fragrance Oil 440
- 5 ml(s) Crafters Choice Strawberry Red Stained Glass Liquid Dye
- 12 Piece(s) Cupcake Round Silicone Molds
- 1 Piece(s) Strawberry Guest Soap Mold (MW 163)
- Cookie Sheet
- Digital Scale
- Freezer
- Hand Mixer
- Large Glass Measuring cups - 3
- Microwave
- Mixing Spoon
- Muffin Tin
- Pastry Bag or Decorator Pro
- 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. FOR CUPCAKES:
3. Lay out 12 silicone cupcake liners on a cookie sheet. Or, if available, place cupcake liners in a regular metal cupcake tin to give the silicone molds more stability when pouring.
4. Weigh 3 lbs. of Extra Clear soap base. Cut up into chunks and place in large glass measuring cup.
5. Place in microwave and heat until soap has melted. Start at 1 minute. Remove and stir. Continue heating at 30 second intervals until all the soap has melted.
6. Add 2 ml. of Strawberry Red Stained Glass Liquid Dye to melted soap. Stir until the color is completely blended in.
7. Place a small glass container on your scale and tare. Weigh



- 1.5 oz. of fragrance oil and add to melted soap. Stir well.
8. Pour soap into all 12 cupcake liners. Let soap set up.
9. When soap has completely hardened, carefully remove from cupcake molds. Place soap cupcakes on a cookie sheet and set aside.
10. Remelt remaining soap used earlier and pour into strawberry wax tart mold filling cavities half way. Place in freezer for about 5 minutes to harden. Unmold and using a straight soap cutter, slice off the strawberry detail.
11. Repeat step 10 until you have 16 strawberries.
12. FOR FROSTING:
13. Weigh and cut up 1/2 lb. of Goat Milk soap base. Place in glass measuring cup and heat in microwave until soap has melted. Remove and stir to be sure there are no unmelted soap chunks.
14. Weigh the 1.5 oz. of shea butter and place in a bowl. On half power, melt butter in microwave until completely liquid. Pour melted shea butter into the melted soap and stir.
15. Add 1/2 lb. of the Foaming Bath Whip. Gently stir bath whip into the warm liquid. It will start to soften up slightly.
16. If the shea butter starts to harden up, place back in microwave and heat until it melts again. If shea butter is not completely melted, the frosting will not harden properly.
17. Using a hand mixer, begin to mix the entire mixture. Continue until mixture just starts to thicken slightly.
18. Add 3 ml of Strawberry Red Stained Glass Liquid Dye and .5 oz. of fragrance oil. Continue to mix until frosting becomes thicker, but not like marshmallow.
19. Immediately put frosting in a pastry bag with decorating tip, a Decorator Pro or other type of cake decorating tube.
20. Pipe frosting onto cupcakes. Top with a strawberry. Continue until all cupcakes are frosted. Frosting will take about 24 hours to completely harden up so it can be packaged.
21. If selling, be sure to label soap according to the FDA guidelines.

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SWEET & SALTY SUDS: MARGARITA SOAP LOAF RECIPE

BUY RECIPE AS A KIT »

Project Level: Advanced
Estimated Time: 1/2 Hour
Yields: 40-44oz Loaf

WHAT YOU NEED:

- 62.5 Ounce(s) Crafter's Choice Clear MP Soap Base
- 2 Ounce(s) Crafter's Choice Glycerin - Natural
- 1/4 Teaspoon(s) CC Neon Laser Lemon Dye Powder
- 1/4 Teaspoon(s) CC Matte Woodland Green Powder
- 2 Ounce(s) CC Margarita Lime Fragrance Oil
- 2 Tablespoon(s) CC Salt Blend - European Sea
- 1 Tablespoon(s) CC Super Sparkle Iridescent Glitter
- 1/4 Teaspoon(s) Crafter's Choice White Sparkle Mica
- 1 Piece(s) CC Round-Guest-Silicone Mold 1607
- 1 Piece(s) Crafter's Choice Loaf-Regular-Silicone Mold
- Digital Scale
- Large and Small Glass Measuring Cups
- Measuring Spoons
- Microwave or Double Boiler
- Mini-Mixer or Frother
- Mixing Spoons
- Plastic Beakers - 2
- 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. For Limes: In 2 small glass bowls or plastic beakers, mix 1 oz. of glycerin with 1/4 teaspoon of Matte Woodland Green pigment powder. Mix 1 oz. glycerin and 1/4 teaspoon Neon Laser Lemon dye powder.
3. Before turning on the mini-mixer, gently blend powder into glycerin by hand. Once powder is wet, turn on mini-mixer and blend until all powder dye is dissolved. This will prevent powder from becoming airborne.
4. Weigh 2 oz. of Extra Clear soap base and place in glass measuring cup. Heat soap in microwave until it has melted. Add 1/4 teaspoon White Sparkle White and stir.
5. To white soap, add a small amount of matte woodland green. Add enough lemon color to get a nice lime shade. Pour soap into bottom of loaf mold. Spritz with alcohol to dissolve surface bubbles. Allow to set up.
6. Once soap has set, carefully remove from mold. Cut into strips that are 5" long and 3/4" wide. These will be the rind and peel for the lime slices. You will only need 4 lime slices which are cut into 6 thinner slices per lime.
7. Melt about 2 oz. of Extra Clear soap base in microwave.
8. Taking the Round-Guest-Silicone mold, working one cavity at a time, pour just enough clear soap to cover the bottom.
9. Working quickly, take one lime rind strip and spritz an edge of the strip with alcohol. Place the strip (alcohol-side down) into the melted clear soap, lining the circumference of the cavity with it. Spritz again with alcohol.
10. Repeat this step with 3 additional soap cavities.
11. Melt 4 oz. of clear soap. Add same mixture of woodland green/lemon yellow color to make lime shade. Blend in well.



12. Add 2.5 ml of Margarita Lime fragrance oil and mix. Spritz inside of each cavity and pour melted lime green soap into each. Spritz tops of each to release air bubbles. Allow to set.
13. Once limes have set up, remove from mold. Cut each slice in half diagonally. Taking one half, stand on end (flat side down) and slice into thirds. Repeat with other half.
14. Continue until all limes have been cut into 6 slices. There should be a total of 24 lime slices.
15. For Ice Cubes: Cut up 16 oz. of extra clear MP soap and place in glass measuring cup. Heat in microwave until melted. Add just a pinch of White Sparkle Mica to give ice cubes an opaque look.
16. Add .5 oz. of Margarita Lime fragrance oil and mix well. Pour into Silicone Loaf mold and spritz top with alcohol. Let soap set up.
17. Once soap has completely hardened, carefully remove from mold. Cut soap up into small pieces to look like crushed ice. Reserve about 1/2 cup for top of soap.
18. Weigh and cup up 25 ounces of clear soap. Heat in microwave until melted.
19. To melted soap, first add Neon Laser Lemon mixture. Then add small amount of Matte Woodland Green mixture to create a lime color. Add .75 oz. of Margarita Lime fragrance and mix well.
20. Into bottom of loaf mold, pour enough lime soap to cover bottom and spritz with alcohol.
21. Generously spritz ice cubes with alcohol and place into mold. Pour lime green soap over chopped ice. Do not pour all the way to the top. You will need to leave room for the lime slices and salt on top of loaf.
22. When soap sets up a bit and starts to thicken, place lime slices into soap. They should suspend in the top of loaf. Be sure part of the slice is sticking out of the top.
23. While soap is setting up, mix 2 tablespoons of European Salt Blend with 1 tablespoon of iridescent glitter. Spritz salt with alcohol generously while mixing with glitter.
24. Once loaf has hardened, melt 1 oz. of clear soap in microwave. Pour a thin layer over the top of loaf.
25. Sprinkle crushed ice over the top and follow with the salt/mica mixture. If topping is too loose, sprinkle a little more melted clear soap on top.
26. Once completely hardened, remove from mold. Using mitre box, if available, slice soap with soap cutter. Loaf should yield 8-1 inch slices.
27. Wrap soap tightly with plastic wrap or shrink bags. Label accordingly.

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FEATURE
SUN, SAND & BEACH
Summer Fun



LIFE IS BETTER AT THE BEACH.

INSPIRED BY SUN, SAND & THE BEAUTIFUL BEACH

The Danish author, Isak Dinesen once said, "The cure for everything is salt water - tears, sweat, or the sea." Maybe this is why so many of us flock to the beach in the heat of summer. The methodic crash of the waves, the salty air and the soft sand under our bare feet has a healing property for our souls. Summer time means that the kids are out of school, the AC is on full blast, and the days are a little longer. It's the perfect time to make a trip to the beach and even if it's not, it's always the perfect time to reminisce about a trip to the beach.

Summertime is a perfect opportunity to expand your product line and introduce new summer styles and trends in your brand. As the seasons change colors and scents at major retailers are inspired by sun, sand and beach vacations. Calming sea foam, blues and greens coupled with beige, neutral sandy tones and crisp whites are elegant and relaxing. Natural textures of sandy and salty exfoliants juxtapose light whips and creams.

Consider all of the avenues that you can reflect your new beach inspiration in your business or hobby. Beach-goers are in need of many skin and hair care products. Salt spritzes to create beach waves, moisturizing balms and creams for sun-soaked skin, after-sun aloe gels, exfoliating body washes, anti-breakage oils for damaged hair, deep conditioners, lip scrubs, balms, pedicure scrubs, creams and more.

PRODUCT SUGGESTIONS

INSPIRED BY SUN, SAND & BEACH

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

- After Sun Facial Spritz, Aloe Gel & Moisturizers
- Pedicure Care
- Skin Firming lotions
- Deeply moisturizing lip balms & scrubs
- Salt Spritz for beachy waves
- Deep conditioning hair treatments
- Ozone, Beach, Sun & Sand fragrances

WE SPOTTED THIS TREND

RETAIL INSPIRATION



BEACHY BLUES

MAUI HIBISCUS BEACH - SCRUB, LOTION, SPRAY
bathandbodyworks.com



BEACH FEATURED INGREDIENTS:

A. Crafters Choice™ Sun & Sand
Type Fragrance Oil 351

B. Stained Glass Sea Blue-Green
Powder Color

C. South Pacific Waters Fragrance
Oil 564

D. Summer Shimmer Lotion Making
Kit

E. Salt Blend - Dead Sea (Pure Salt)

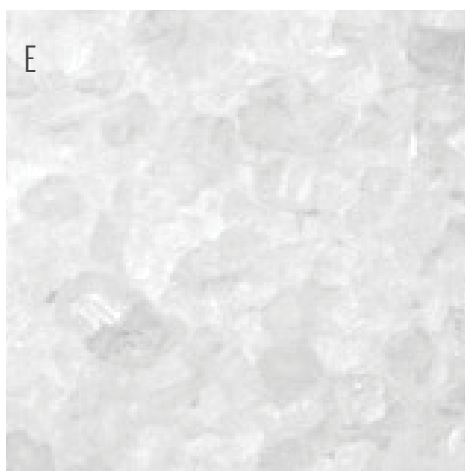
F. Crafters Choice™ Calming
Water* Fragrance Oil 117

G. Under the Sea 3D Soap Making
Kit

H. Sea Salt Hair Spritz Kit

I. Luffa Powder - Natural

J. Crafters Choice™ Beach Type
Fragrance Oil 681



BEACH INSPIRED BAR SOAP: COCONUT MILK & LUFFA SOAP LOAF RECIPE

BUY RECIPE AS A KIT »

This soap looks just like a sandy beach. The luffa adds just enough scrub to make a gentle exfoliant and soap all in one!

Project Level: Intermediate

Estimated Time: 1 Hour

Yields: 8 - 1 inch slices



INCI INGREDIENT LABEL: Sodium Cocoate, Propylene Glycol, Sodium Stearate, Glycerin, Cocos Nucifera (Coconut) Fruit Juice, Water, Sorbitol, Titanium Dioxide, Luffa Cylindrica Fruit Powder, Sodium Chloride, Fragrance, Benzophenone-4, Triethanolamine, Tetrasodium EDTA, Methylparaben, Propylparaben, Green 5, Yellow 5.

WHAT YOU NEED:

- 4 Pound(s) Detergent Free Coconut Milk MP Soap
- 2 Ounce(s) Crafters Choice Luffa Powder - Natural
- 5 ml(s) Stained Glass Forest Green Liquid Color
- 5 ml(s) Stained Glass Sea Blue-Green Liquid Color
- 2 Ounce(s) Crafters Choice Bath Water Crystals-Medium
- 2 Ounce(s) Vanilla Color Stabilizer-MP Soap
- 2 Ounce(s) Coconut Milk Fragrance Oil 821
- 1 Piece(s) Loaf-Regular Silicone Mold 1501
- Beaker - Natural Polypropylene
- Cookie Sheet
- Large Glass Measuring Bowl- 2
- Measuring Spoons
- Microwave
- Mixing Spoons
- Plastic Spray Bottle with Alcohol
- Soap Cutter
- 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. Place the silicone loaf mold on a cookie sheet. This will give the mold stability should it need to be moved.
3. Weigh 40 oz. of the Coconut Milk soap base. Cut into

small chunks and place in a large glass measuring bowl. 4. Place in microwave and heat for short bursts until soap has completely melted. DO NOT BOIL. Take out and stir soap to be sure it is completely melted.

5. In a small beaker or container, measure 1 oz. and 7 ml. of fragrance oil. In a separate container measure 0.5 oz. and 3.5 ml. of Vanilla Color Stabilizer. Mix well and allow to sit for 2 minutes. Do not store product. Must be used within 15 minutes of mixing.

6. Add fragrance/stabilizer mixture to melted soap. Stir or gently whisk until well-blended into melted soap.

7. Add 7 drops of Stained Glass Sea Blue-Green Liquid Color and 5 drops of Stained Glass Forest Green Liquid Color. Mix well.

8. Place a bowl on top of a digital scale and tare to zero. Pour 16 oz. of colored soap into bowl. Add 8 Tbsp. of luffa powder to the 16 oz. of soap and mix well. Pour into loaf mold and let set up. Cover remaining melted soap.

9. We allowed the poured soap to start to harden. Using a spatula, we then shaped this soap so that it had a more uneven top.

10. When you are happy with this layer, spritz with rubbing alcohol and cover with remaining soap. Allow this to form a thin skin then top with Bath Water Crystals.

11. Allow to set up at room temperature. Once the soap is set up, unmold, slice and wrap immediately. Label soap accordingly.

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EXFOLIATING BODY WASH: BEACH DAY BODY SCRUB RECIPE

BUY RECIPE AS A KIT »

Walnut shell powder along with apricot & strawberry seeds provide mild exfoliation, perfect for polishing skin after a day in the sun. This scrub is further enriched with botanicals to heal your skin and hemp seed oil to moisturize to help your tan last all summer!

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

INCI INGREDIENT LABEL: Water, Ammonium Lauryl Sulfate, Glycerin, Disodium Cocamido MIPA Sulfosuccinate, Propylene Glycol, Cocamidopropyl Betaine, Acrylates/C10-30 Alkyl Acrylate Crosspolymer, Triethanolamine, Disodium EDTA, DMDM Hydantoin, Cannabis Sativa Seed Oil, Polysorbate 20, Fragaria Vesca (Strawberry) Seed, Fragrance, Juglans Regina (Walnut) Shell Powder, Prunus Armeniaca (Apricot) Seed Powder, Calendula Officinalis Flower Extract, Helianthus Annuus (Sunflower) Extract, Aloe Barbadensis Leaf Extract, Chondrus Crispus (Carrageenan) Extract, Althaea Officinalis Root Extract, Sodium Benzonate, Potassium Sorbate, Citric Acid.

WHAT YOU NEED:

- 64 Ounce(s) Liquid Suspension Soap Base
- 2.5 Tablespoon(s) Hemp Seed Oil-Natural
- 2.5 Tablespoon(s) Crafters Choice Polysorbate 20
- 2.5 Tablespoon(s) Crafters Choice Strawberry Seeds
- 2 Tablespoon(s) Currant & Sandalwood Fragrance Oil
- 4 Teaspoon(s) Crafters Choice Walnut Shell Powder
- 4 Teaspoon(s) Crafters Choice Apricot Seed Powder
- 2 Teaspoon(s) Botanical Extract 1 - For Water
- 2 Piece(s) Natural Polypropylene Beakers
- 8 Piece(s) 8 oz. Clear Cosmo Oval Plastic Bottles
- 8 Piece(s) 24/410 Black Smooth Disc Top Caps
- Digital Scale
- Large Glass Measuring Bowl
- Measuring Spoons
- Mixing Spoon

DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron.



2. In a large glass measuring bowl, weigh 64 oz. of Liquid Suspension Soap Base.
3. Measure Botanical Extract and stir until thoroughly mixed in the liquid soap.
4. In one of the beakers, measure 1 oz. of fragrance oil and stir into soap base.
5. Measure the Walnut Shell Powder, Apricot Seed Powder and Strawberry Seeds and add to the base. Stir thoroughly after each ingredient is added.
6. In the second beaker, mix together the Hemp Seed Oil and Polysorbate 20. Add to soap base and stir thoroughly.
7. Carefully pour into the 8 oz. Clear Cosmo Oval Bottles and cap. This scrub can be used with or without a bath puff.
8. If making from kit, repeat above steps with remaining 64 oz. of product.

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FLIP FLOP LOTION BAR SET: PRE-SUN LOTION BAR RECIPE

BUY RECIPE AS A KIT »

Rub this solid lotion all over your skin before heading to the beach or pool. The moisturizing ingredients help protect and condition the skin from outside elements.

Project Level: Easy
Estimated Time: 1/2 Hour
Yields: 14 Lotion Bars

INCI INGREDIENT LABEL: Butyrospermum Parkii (Shea Butter), Prunus Amygdalus Dulcis (Sweet Almond) Oil, Camellia Sinensis Leaf Powder, Hydrogenated Vegetable Oil, Beeswax, Caprylic/Capric Triglyceride, Mineral Oil, Cocos Nucifera (Coconut) Oil, Aloe Barbadensis Leaf Extract, Zinc Oxide, Fragrance

WHAT YOU NEED:

- 2 Ounce(s) Crafters Choice Green Tea Butter
- 2 Ounce(s) Crafters Choice Beeswax-White Pastilles NF
- 2 Ounce(s) Crafters Choice Shea Butter-High Melt
- .5 Ounce(s) Crafters Choice Coconut Oil - Fractionated
- .5 Ounce(s) Crafters Choice Aloe Vera Oil - Clear
- 2 Teaspoon(s) Crafters Choice Zinc Oxide
- 2.5 ml(s) Cool Cucumber Fragrance Oil 133
- 1 Piece(s) Flip Flop (Mini) Silicone Mold
- 7 Piece(s) 2 oz. Silver Shallow Metal Tins
- Freezer
- Measuring Spoons
- Metal Pan
- Mixing Spoon
- Scale (to weigh ingredients)
- Stove Top or Double Boiler

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. Measure out all of the butters and beeswax and place in a metal pan.

3. Place on low heat on a stovetop and heat until products have completely melted.

4. Once melted, add coconut oil and aloe vera oils. Stir.

5. Then add Cool Cucumber fragrance oil and Zinc Oxide powder. Mix well with spoon or wire whisk.

6. Pour the mixture into the mold cavities and let harden. Mold can be placed in freezer for 5 minutes to help release from mold.

7. Pour remaining lotion bars once first batch has been unmolded. Reheat product if it has hardened up.

8. Package 2 flip flop lotions in a silver metal tin. Label accordingly.

9. CAUTION: Product is soft and will melt easily. Do not keep in hot car or if using at pool or beach, place in small baggie to protect other items in bag or purse.

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SOOTHE YOUR SUN-SOAKED SKIN: BEACH BUTTER BALM RECIPE

BUY RECIPE AS A KIT »

This butter is sure to make your skin feel buttery smooth. Perfect after a day at the beach or to remoisturize dry skin anytime of the year.

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

INCI INGREDIENT LABEL: Theobroma Cacao (Cocoa) Seed Butter, Butyrospermum Parkii (Shea Butter), Prunus Amygdalus Dulcis (Sweet Almond) Oil (and) Hydrogenated Vegetable Oil (and) Coconut (Cocosnucifera) oil (and) Tiare (Gardenia tahitensis) flower (and) fragrance, Prunus Amygdalus Dulcis (Sweet Almond) Oil, Water, Aloe Barbadensis Leaf Juice, Glycerin, Carbomer, Triethanolamine, Iodopropynyl Butylcarbamate, Diazolidinyl Urea, Disodium EDTA, Fragrance, Argania spinosa (Argan) Nut Oil, Tocopherol

WHAT YOU NEED:

- 2 Ounce(s) Crafter's Choice Cocoa Butter - Natural
- 2 Ounce(s) Crafter's Choice Shea Butter - Natural
- 2 Ounce(s) Crafter's Choice Monoi Butter
- 1 Teaspoon(s) Crafter's Choice Argan Oil
- 3 Teaspoon(s) Crafter's Choice Sweet Almond Oil
- 3 Teaspoon(s) Crafter's Choice Aloe Vera Gel
- 1/4 Teaspoon(s) Crafter's Choice Vitamin E Natural
- 9.5 ml(s) Crafter's Choice Exotic Coconut Fragrance Oil
- Hand Mixer
- Measuring Spoons
- Metal or Glass Pot
- Mixing Spoon
- Stove or Double Boiler

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. Place all butters in pan over very low heat.
3. Melt until all liquid.
4. Simmer on low for 20 minutes (DO NOT BOIL).
5. Add remaining ingredients and stir into liquid.
6. Cover bowl and let product set overnight.
7. Stir to whip or use hand mixer to whip it up until fluffy.
8. Package into jars and label accordingly.
9. Makes approximately 8-10oz of product depending on how much it is whipped.
10. If making kit, repeat above steps to make more balm or you can double or triple the recipe to make a large batch of product.

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FEATURE
GOLF GETAWAY
Father's Day

GO ON A GOLF GET-AWAY

GOLF GET-AWAY INSPIRED GIFTS FOR DADS

What better gift could you give to the Dad in your life on Father's Day than a golf get-away? Golf is a great activity to go outside, soak up some sun, and relax.

When you are planning your men's care product line for Father's Day keep golf in mind. There are several bath and body care products that make simple and practical gifts for any golf-loving Pop.

After a long day on the green, sun-soaked skin can use some tender loving care. Facial moisturizers, refreshing facial spritz, aloe gels, and balms with masculine fragrances make great gifts. Natural deodorants and foot powders in a travel size would be great to throw in a golfer's bag. Bug repellent is very important to take on the course especially for an evening round. Hand lotion and Vitamin E creams with masculine scents are good for dry and callused hands.

Keep in mind that all product suggestions can easily be altered to make great gifts for the lady golfers in your life. Simply swap out the fragrances to appeal to a more feminine market.

PRODUCT SUGGESTIONS

INSPIRED BY FATHER'S DAY

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

- All Natural Bug Repellent
- Natural Hand Cleanser
- After-Sun Facial Spritz & Moisturizers
- Golfer's Clubhouse Hand Lotion
- Vitamin E Creams for Callused Hands
- Leather Bag Oil
- Foot Powder Refresher

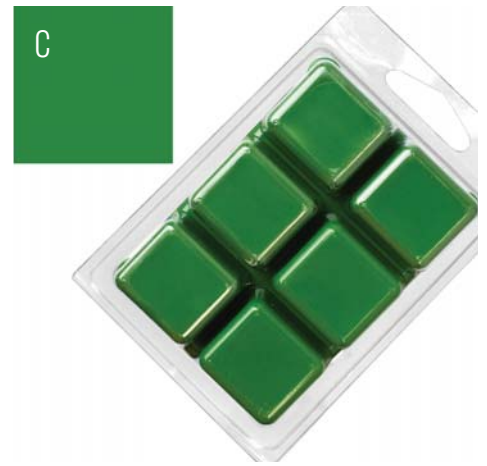
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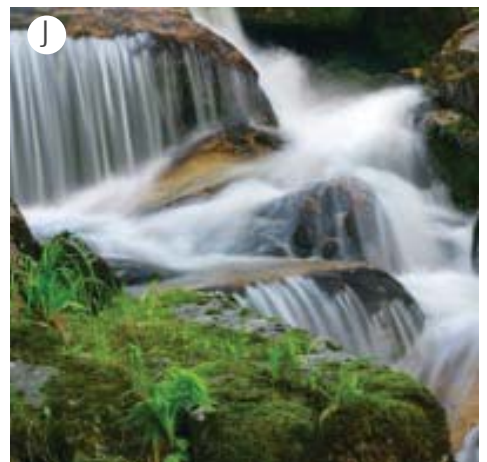
MAN UP

JACK BLACK MEN'S BATH & BODY CARE
nordstrom.com



GOLF GETAWAY FEATURED INGREDIENTS:

- A. Fresh Cut Grass Fragrance Oil 153
- B. Hemp Lotion (from scratch) Kit
- C. Matte Woodland Green Soap Color Bar
- D. 4 oz Silver Shallow Metal Tin Assembled Set
- E. Dirt Fragrance Oil 141
- F. Masculine Musk Fragrance Oil 182
- G. Hunter Green Curling Ribbon
- H. Stained Glass Forest Green Liquid Color
- I. 2 oz Green Bullet Plastic Bottle - 20/410
- J. Oakmoss Fragrance Oil 473



SOFTEN UP TOUGH HANDS: VITAMIN E CALLUS CREAM RECIPE

BUY RECIPE AS A KIT »

Rub this cream on your hands to soften calluses after golf, baseball, gardening, etc. These oils will soften and moisturize even the toughest of hands.

Project Level: Easy
Estimated Time: 1/2 Hour
Yields: (6) 2oz Jars

INCI INGREDIENT LABEL: Triticum Vulgare (Wheat) Germ Oil, Tocopherol, Oryza Sativa (Rice) Bran Oil, Beeswax, Limnanthes Alba (Meadowfoam) Seed Oil

WHAT YOU NEED:

- 2 Ounce(s) Crafters Choice Beeswax - White Pastilles NF
- 2.5 Ounce(s) Crafters Choice Vitamin E T-90
- 2 Ounce(s) Crafters Choice Rice Bran Oil
- 4 Ounce(s) Crafters Choice Wheat Germ Oil
- 0.5 Ounce(s) Crafters Choice Meadowfoam Seed Oil
- 6 Piece(s) 2 oz. Clear Heavy Wall Plastic Jars
- 6 Piece(s) 58/400 Black Straight Tops F217 Liner
- Digital Scale
- Double Boiler
- Heat Safe Spatula
- Ice Cubes/Water
- Large Glass Bowls - 2

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 small pot, measure 2 oz. Beeswax, 2.5 oz. Vitamin E T-90 Oil, 2 oz. Rice Bran Oil, 4 oz. Wheat Germ Oil and .5 oz. Meadowfoam Seed Oil.

3. Heat all oils and beeswax in double boiler until beeswax

is completely melted.

4. Meanwhile, prepare an ice water bath by pouring 2 cups of cold water and ice into one of the large glass bowls.

5. Once beeswax has melted, transfer to the second bowl and place in the ice water bath.

6. Stir melted oil/wax with heat safe spatula until a paste forms. The mixture will thicken to a Vaseline-like texture.

7. Now you can fill your jars. We recommend using a Ziploc bag to pipe the cream into your jars. This gives it a nice finished look on the top. You could also spoon the mixture until the jars.

8. Label accordingly.

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STAY BUG FREE THIS SUMMER: ALL NATURAL 'DON'T BUG ME' LOTION BAR RECIPE

BUY RECIPE AS A KIT »

Lemon Eucalyptus Oil is known to be a natural repellent for insects. Rub this solid lotion bar on exposed skin to help keep those nasty pests away.

Project Level: Easy
Estimated Time: 1/2 Hour
Yields: 10 - .75oz Lotion

INCI INGREDIENT LABEL: Simmondsia Chinensis (Jojoba) Seed Oil, Butyrospermum Parkii (Shea Butter), Beeswax, Tocopherol, Eucalyptus Citradoria Oil

WHAT YOU NEED:

- 4 Ounce(s) Crafters Choice Jojoba Oil - Clear
- 4 Ounce(s) Crafters Choice Shea Butter - Natural
- 4 Ounce(s) Crafters Choice Beeswax Pastilles-NF
- 1 Teaspoon(s) Crafters Choice Vitamin E - T50
- 20 Drop(s) Lemon Eucalyptus Essential Oil 598
- 10 Piece(s) 0.75 oz. Natural Twist-Up Tube & Top
- Double Boiler or Melting Pot with Burner
- Measuring Spoons
- Mixing Spoon or Spatula
- Plastic Dropper - 1

DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron
2. Combine 4 oz. jojoba oil, 4 oz. shea butter and 4 oz. beeswax and place in a double boiler or a metal pan.

3. Place on stove top and heat on low until beeswax has completely melted. Stir to completely blend in any small pieces of unmelted product.

4. Remove from heat. Add 1 teaspoon Vitamin E and 20 drops of Lemon Eucalyptus Essential Oil. Stir to incorporate.

5. Pour melted liquid into (10) 0.75 oz. Twist Up Tubes and let fully harden.

6. TO USE: Roll on any uncovered skin to help keep insects away.

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MEN'S SKIN CARE RECIPE: COOLING FACIAL REFRESHER

BUY RECIPE AS A KIT »

Use this facial spritz anytime you want to feel cool and refreshed.

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

INCI INGREDIENT LABEL: Santalum Album (Sandalwood) Oil Essential Water, Water, Glycerin, Calendula Officinalis Flower Extract, Helianthus Annuus (Sunflower) Extract, Aloe Barbadensis Leaf Extract, Chondrus Crispus (Carrageenan) Extract, Althaea Officinalis Root Extract, Sodium Benzoate, Potassium Sorbate, Citric Acid.

WHAT YOU NEED:

- 16 Ounce(s) CC Sandalwood Water Essential Hydrosol
- 2 Ounce(s) CC Botanical Extract 1 - Water Soluble
- 8 Piece(s) 2 oz. Amber Bullet Plastic Bottles
- 8 Piece(s) 20/410 Black Ribbed Sprayers with Clear Cap
- Glass Measuring Cup
- Mixing Spoon
- Plastic Dropper
- Scissors

DIRECTIONS:

1. NOTE: If you are making these products for sale, good manufacturing practices recommend you wear a hairnet, gloves and a mask. We also recommend a clean apron

2. Into a glass measuring cup, empty the entire 16oz. bottle of Sandalwood Hydrosol.

3. Add 12 ml. of Botanical Extract Blend 1 - Water Soluble. Mix gently to incorporate ingredients.

4. Divide product into 8 - 2 oz. amber bullet bottles.

5. Trim dip tubes on black sprayers to fit the length of the bottle. Screw onto bottles.

6. After washing, hold bottle about 8 inches from face. Lightly spritz keeping away from eye area. Let dry.

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MEN'S CARE RECIPE: GOLFER'S HAND LOTION

BUY RECIPE AS A KIT »

This lightly fragranced lotion will help soften and moisturize hands after a day on the golf course.

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

INCI INGREDIENT LABEL: Water, Cetearyl Alcohol, Ceteareth-20, Dimethicone, Mineral Oil, Glycerine, Petrolatum, Triethanolamine, Propylparaben, Methylparaben, Carbomer, DI-C12-15 Alkyl Fumarate, Tocopheryl Acetate, Evening Primrose Oil, DMDM Hydantoin Calendula Officinalis Flower Extract (and) Helianthus Annuus (Sunflower) Extract (and) Aloe Barbadensis Leaf Extract (and) Chondrus Crispus (Carrageenan) Extract (and) Althaea Officinalis Root Extract, Sodium Benzoate, Potassium Sorbate, Citric Acid, Fragrance

WHAT YOU NEED:

- 16 Ounce(s) Moisturizing Lotion with Evening Primrose
- 10 ml(s) Botanical Extract Blend 1 - Water Soluble
- 5 ml(s) Crafter's Choice London for Men
- 8 Piece(s) Crafter's Choice Green 2 oz. Bullet Bottles
- 8 Piece(s) Crafter's Choice 20/410 Black Disc Caps
- Glass Measuring Cup
- Measuring Spoons
- Microwave
- 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. Empty jar of lotion into glass measuring cup.



3. Place in microwave and heat until liquid. DO NOT BOIL.

4. Add to lotion, 2 teaspoons or 10 ml of Botanical Extract and mix well.

5. Add 1 teaspoon or 5 ml of London for Men fragrance oil and mix well.

6. Pour lotion into bottles. If lotion is too thick to pour, a pastry bag or a ziploc bag works well. Pour lotion into ziploc bag, cut tip off and place into bottles to fill.

7. Let lotion cool completely before capping. Label product accordingly.

8. To Use: Place small amount into palm of hand and gently rub hands until lotion is absorbed into skin.

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SMELLS LIKE SUNSHINE

BEACH & SUN SCENTS

A. Crafters Choice™ Beach House Type Fragrance Oil 166

B. Crafters Choice™ Beach Type Fragrance Oil 681

C. Crafters Choice™ Seaside Escape* Type Fragrance Oil 651

D. Crafters Choice™ Calming Water* Fragrance Oil 117

E. Sand Dune Fragrance Oil 332

F. Island Breeze Odor Neutralizing FO 346

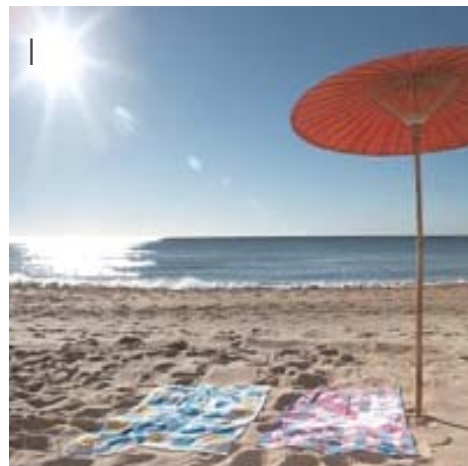
G. Crafters Choice™ Coco Cabana* Type Fragrance Oil 474

H. South Pacific Waters Fragrance Oil 564

I. Crafters Choice™ Sun & Sand Type Fragrance Oil 351

ADDITIONAL PRODUCTS [NOT PICTURED]

- Crafters Choice™ Beach Daisies Fragrance Oil 456
- Crafters Choice™ Sex on the Beach Fragrance Oil 218



COLD PROCESS RECIPE: SUNBURN RELIEF RESCUE SOAP

Summer fun at the beach can sometimes lead to a disappointing sunburn. But don't let that keep you down! This soap recipe is crafted using black tea and aloe - two common sunburn home remedies. Ingredients like babassu oil, shea and cocoa butters and apricot kernel oil help keep skin feeling moisturized while the fragrance, well, it just makes you smell fantastic!

WHAT YOU NEED:

Fits into Crafter's Choice Regular Loaf Silicone Mold

- 1.7 oz. Crafters Choice™ Babassu Oil
- 2.8 oz. Crafters Choice™ Apricot Kernel Oil
- 5.6 oz. Crafters Choice™ Coconut Oil - 76° Melt
- 9.5 oz. Crafters Choice™ Olive Oil - Pomace
- 5.6 oz. Crafters Choice™ Hemp Seed Oil - Natural
- 1.4 oz. Crafters Choice™ Cocoa Butter - Refined & Deodorized (Ultra White)
- 1.4 oz. Crafters Choice™ Shea Butter - Ultra Refined
- 3.8 oz. Lye/ Sodium Hydroxide
- 8.6 oz. Strong Black Tea
- .8 oz. Crafters Choice™ Aloe Vera Gel
- 1.6 oz. Crafters Choice™ Monoi de Tahiti Fragrance Oil

DIRECTIONS:

1. Begin by brewing the tea for this recipe. I brewed two family size black tea bags in 9 oz. distilled water, then measured out what was needed. Allow to cool completely, covered in the refrigerator.

2. Once the tea has cooled, prepare the lye-tea solution by weighing out the lye and tea and slowly pouring the lye into the tea in a pitcher. Stir until lye dissolves completely then set aside to cool.

3. 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 tea-water and soapmaking oils reach about

95° F, add the aloe vera and the lye-tea mixture to the oils and mix with a stick blender. (The aloe vera gel accounts for a portion of the water in this recipe.)

4. When the soap reaches a light trace or after mixing for several minutes, add the fragrance oil. As the Monoi de Tahiti fragrance oil accelerates trace, you'll want to mix this soap at the lower temperature. If you are having trouble reaching trace, adding the fragrance oil will get you there! Mix until thoroughly combined.

5. Pour the soap into your prepared mold. If you'd like to "dress" up your soap so it's not a boring brown bar, simply add chunks of white melt and pour soap base or colored leftover cold process soap pieces.

8. Cover the soap filled mold and insulate for 24 hours. Once the insulation period has passed, unmold your soaps and cut into bars. Allow to cure four 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: SUMMER PEDICURE LUFFA SOAP

The natural exfoliating properties of the luffa combined with the moisturizing effects of the butters will leave your feet feeling fresh and ready for flip flops!

WHAT YOU NEED:

9 oz. Water
6.7 oz. Lye / Sodium Hydroxide
14.4 oz. Crafters Choice™ Coconut Oil - 76° Melt
2.4 oz. Crafters Choice™ Castor Oil
12 oz. Crafters Choice™ Rice Bran Oil
12 oz. Crafters Choice™ Olive Oil - Extra Virgin
4.8 oz. Crafters Choice™ Sweet Almond Oil - Refined
2.4 oz. Crafters Choice™ Shea Butter - Natural
20 Crafters Choice™ 7/8 inch Luffa
2 Tbsp. Crafters Choice™ Matte Cobalt Blue Ultramarine Powder Blended With 2 oz. Water
3 oz. Whispering Mist Fragrance Oil
20 Lined Paper Favor Cups (Found at a Craft or Discount Store)



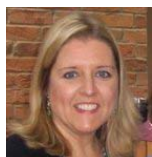
*Treat Your Feet To a Pedicure
After a Sunny &
Sandy Trip To The Beach!*

DIRECTIONS:

Melt coconut oil and shea butter. Once melted add liquid oils and stir again. At desired temperature for oils and water (between room temperature and 110F recommended), add lye solution to oils and bring to very thin, light trace. Stir in ultramarine blue with spatula. Use stickblender in short bursts if needed to disperse the color. Then add fragrance oil and stir. Fill paper favor cups halfway full, insert loofa by pushing into soap, and top off with remaining soap.

Let sit overnight covered with plastic wrap to prevent soda ash. Release and unmold or keep in favor cups. Cure for 4 weeks before use.

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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

COLD PROCESS SOAP RECIPE: SUMMER CELEBRATION PINA COLADA COCKTAIL SOAP

This fun, fruity tropical drink looks just like a delicious cocktail. The attractive mango coloring and strong Pina Colada fragrance will leave your mouth watering for this sensational summer soap.

WHAT YOU NEED:

11 oz. Water
6.8 oz. Lye / Sodium Hydroxide
14.4 oz. Crafters Choice™ Coconut Oil - 76° Melt
12 oz. Crafters Choice™ Olive Oil
12 oz. Crafters Choice™ Sunflower Oil - Refined
4.8 oz. Crafters Choice™ Avocado Butter Blend
4.8 oz. Crafters Choice™ Cocoa Butter - Natural
3 oz. Crafters Choice™ Pina Colada Fragrance Oil 217
2 Tbsp. Crafters Choice™ Matte White Pigment Powder -
For Water mixed with 2 oz. water
2 Tbsp. Crafters Choice™ Neon Mango Madness Dye
Powder mixed well with 1 oz. Crafters Choice™ Glycerin
- Natural
20 Plastic Tropical Drink Party Cups (Found in Craft or
Discount Stores)

DIRECTIONS:

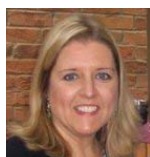
Carefully add lye to water and stir. Next, melt coconut oil and cocoa butter. Remove from heat and stir in liquid oils. At desired temperature for oils and water (between room temperature and 110F recommended), add lye solution to oils and bring to very thin, light trace.

Stir in titanium dioxide and Neon Mango Madness colorants to soap. Working quickly, use stickblender in short bursts if needed to disperse the colorants. Once color is consistent with no lumps, stir in fragrance oil. Pour quickly into plastic cups and tap gently to release air bubbles.

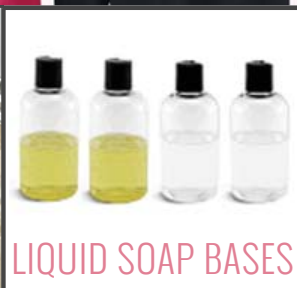
Let sit overnight covered with plastic wrap to prevent soda ash. Cure for 4 weeks before use.

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*This Sweet Soap Looks
Sweet Enough To Sip On!*



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



BUSINESS ARTICLE:

FOCUS ON POSITIVE THINKING DRIVES SUCCESS

By Marla Tabaka

Imagine. You're standing at the tee. your favorite driver in hand. You've got this, you know you do. Addressing the ball in perfect stance; you and your club are one.

Bam! You hit a fat shot from the tee on the par 3 and, as the ball sinks from sight in the pond, you see your chances of victory drowning as well. Suddenly, all of those gremlins begin chattering in your brain: You stink at this. You have no right to be here. It's just like the last time, stop embarrassing yourself!

Still, there is no other option but to grab another ball, clear your head, and get on with the game. Well, unless you choose to quit.

Whether in sports, relationships, business, or life in general we are destined to come to a crossroads from time to time. And that's ok, it's just a part of life. It's what you choose to do at those crossroads that matters.

"Courage doesn't always roar. Sometimes courage is the quiet voice at the end of the day saying, 'I will try again tomorrow.'" — Mary Anne Radmacher

I believe that since entrepreneurs tend to take more risk, stepping out on a limb with new ideas and shifting directions as their market dictates, they see many more crossroads than the average Joe. And it's funny how often entrepreneurs tend to hold on to memories of a disaster and all of the "wrong" choices that led up to it. But when I ask them how they met the challenge, they've forgotten the powerful decisions and swift actions steps they took to remedy the issue. Just like the golfer is likely to hold on to the painful memory of that sinking ball only to dismiss their victorious recovery, entrepreneurs dismiss their wins all too often.

Falling into a loop of negative thinking is dangerous for an entrepreneur. Do it once and the habit can easily spin out of control. But you can stop those gremlins from creeping in if you turn your thoughts to what you've done right, rather than wishing you could turn back the clock.

Here are a few empowering questions to ask yourself the next time you come to a crossroads and are feeling down about it. Keep the list handy and practice finding the good in these unwanted opportunities. The good is always present, sometimes you just have to dig a little deeper to find it.

Voice your answers aloud or write them down. It's easier to talk yourself out of feeling good if you keep the truth trapped in your head.

- When was the last time I felt like this?
- What were the choices I was aware of at the time?
- Did I make the best decisions I knew how to make at the time and that the circumstances would allow? (Remember, hindsight is 20/20!)
- What did I learn from this experience?
- Have I put those valuable lessons to work for me?
- Did anything that I now see as positive come from this experience?
- Can I forgive myself for the choices I now wish I hadn't made? (If the answer is no, please reach out to your coach or mentor to help.)

In short, acknowledge your feelings, look for the good, and forgive any missteps. Then, you will go far as an entrepreneur.



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

BUSINESS ARTICLE:

FORE-MULATING FOR GOLFERS

By Allison B. Kontur

Look into any serious golfer's bag, and you'll notice there is often more to his or her equipment than golf clubs, golf balls and tees. Many players carry a skincare arsenal of sun block, lip balm, insect repellent and muscle cream, too. [1]

According to the National Golf Association [2], about 26.2 million Americans ages 18 and older play one or more rounds of golf each year - so formulators increasingly have opportunities to reach this group of affluent, motivated clients. Even more specialized are those who can offer targeted products for the 45% of golfers who are in the 11-39 age group; the 22% who are women; and the 33% of all golfers who are age 50-plus and who are likely to have additional age-related problems, such as arthritis.

Golfers do tend to have multiple skincare woes. Hours spent in the sun and wind negatively affects the skin. Dark spots, fine lines and early signs of aging along with skin cancer are some of the biggest skin care concerns amongst golfers today. [3] Golfers are constantly on the lookout for protection from the sun and wind, foot and body odor, insect bites, dry or cracked hands and skin irritations such as chafing and rashes.

As a formulator it is important to understand the regulations involved with products making claims so that you can successfully formulate for this market. Sunscreen or sunblock, antifungal products, antiperspirant products, pain-relief balms and poison ivy relief products are regulated as Over the Counter Drugs (OTC) and must follow the monographs set forth by the Food & Drug Administration (FDA). [4]

Some popular cosmetic products that are highly marketable to golfers include antioxidant facial and body creams, hand creams, foot creams, deodorizing foot scrubs and powders, deodorant, massage oils or creams, lip moisturizers and after-sun lotions.

Spas are already capitalizing on this industry segment by offering golf-themed treatment packages such as The Spa at The Naples Beach Hotel & Golf Club peppermint leg and foot treatments or The Spa at Pebble Beach herbal compress of arnica, eucalyptus and rosemary. [5, 6] Most spas include standard offerings such as mineral soaks and deep tissue massage treatments which are popular with male and female golfers alike.

On the retail level, professional golfers such as Nick Faldo and Maiya Tanaka have entered the industry by endorsing targeted skincare products. Faldo has lent his name to and helped develop a line of personal care



products developed with Kyoku, an international cosmetic and skincare company based in Chicago. Tanaka will be featured as a brand ambassador for Katherine Cosmetics K-Sport Beauty product line. [7, 8]

While golfers are a niche market for skincare formulators, the increase in female and tween golfers indicates that the sport is diversifying. With that diversification, we can expect to see greater demand for cosmetics that target the specific needs of these players. With few companies already capitalizing on this niche, the course is wide-open for growth.

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2. <http://www.ngf.org/pages/golf-industry-overview>
3. <http://www.prnewswire.com/news-releases/golfers-discover-skin-care-secret-from-green-thumbs-124654113.html>
4. <http://www.fda.gov/Cosmetics/GuidanceRegulation/LawsRegulations/ucm074201.htm>
5. <http://www.naplesbeachhotel.com/presspage/releases/2013/Three-New-Peppermint-Themed-Spa-Treatments>
6. <http://www.pebblebeach.com/the-spa-at-pebble-beach/gentlemens-favorites>
7. <http://www.golfchannel.com/news/equipment-insider/faldo-brings-skin-care-golf-course/>
8. <http://www.drugstorenews.com/article/pro-golfer-maiya-tanaka-katherine-cosmetics-announce-endorsement-deal?ad=beauty-care>



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, LLC, (www.alimarlabs.com) a private label manufacturer specializing in ultra-low minimums, as well as co-founder of the Vegan skincare line, Sydni Monique (www.sydnimonique.com).

BUSINESS ARTICLE:

HOW “LEAN” ROUTINES CAN REVEAL EFFICIENCIES & COST SAVINGS

By Stephanie Taylor Christensen

Though turning to “lean” operation processes may sound like a complicated undertaking best left to large corporations, small businesses are actually ideally equipped to leverage the advantages of a lean business model. When you’re small (and the boss), it’s not that hard to make truly impactful change happen. To adopt the common principles of lean management known as the 5 s’s (Sort, Straighten, Sweep, Standardize, and Sustain), start by taking a look at your business routines—and how you might change them to realize more efficiencies—and cost savings.

ARE THERE RECURRING THEMES? You probably spend a lot of time in a day communicating with your clients, vendors, and staff. But have you ever taken a close look at why you have so many of those conversations? If the topics of your business conversations tend to involve a lot of the same questions, standardizing your operations could present a huge opportunity to save time, and eliminate such redundancies. Take detailed notes of the email and phone conversations you have for about a month, and what they entail, and ask your team to do the same: Are vendors frequently asking the same question? What about staff, and customers? As you compare notes, write down the information that repeatedly seems to drive communication, and get creative about how you might develop a standardized system for addressing such recurring issues. If customers tend to email or instant chat with similar questions, develop various email templates that you can send to them in a matter of seconds could prove a real time saver. Better yet, incorporate clear language onto your website that answers the questions so they don’t even have to contact you. If customers who’ve ordered tend to have questions about product use, include a letter with their order answering their questions.

Likewise, simply reviewing and standardizing how you present images, prices, and an item’s dimensions on your site and in product literature can help you spend less time answering the same questions, and more on profitable aspects of growing your business.

ALWAYS MEET FOR MOMENTUM. You can’t eliminate every meeting from your day but serial entrepreneur and author Dave Kerpin suggests that you can improve the efficiency of every single one of them (and save 900 hours a year) with a simple shift: Don’t end the discussion until everyone clearly understands their next steps, and you actually begin your own. Kerpin insists this eliminates the odds that miscommunication and confusion linger (which will only lead to further conversation), and reduces the amount of



time you’ll spend trying to figure out how you need to move forward. Suppose for example, that you have a meeting that lasts five minutes. Before you hang up, take no more than one minute to repeat (or type in an email) what has been agreed to essentially reviewing the takeaway for the both of you. Send it before you hang up the phone.

Write down every operations task you do more than once a week. Take a moment to scrutinize the many operational tasks (outside of time-sensitive functions like checking email and voicemail) you do several times a week. Then ask yourself where there is opportunity to streamline. If you go to the bank every day for example, is there a real business reason you can’t take advantage of technology tools like mobile deposits? If so, it may be time to switch banks—and eliminate many wasted trips. If you find yourself ordering inventory frequently, could you forecast more appropriately, to reduce the frequency and possibly, realize cost savings from placing one larger order?

WHAT’S CROWDING YOUR SPACE UNNECESSARILY? Take a look at how your office is structured, and if its conducive to your most important business functions. If you’re always searching to find open space to unpack inventory or ship orders, for example, consider what you might need to change—even if it means letting some of your staff work remotely part of the week. Likewise, can you eliminate objects that once seemed necessary (think, the whiteboard and file cabinets that typically go unused), but aren’t beneficial to operations. Even clunky items you do use, like scanners and fax machines become extinct with the right mobile app, so you have more space to dedicate to profitable business functions.



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:

HOW TO PAY YOURSELF

By Geoffrey Michael

One question that all business owners face is how much they should pay themselves. It's especially important for small business owners during their first few years in operation.

There are several considerations that come into play when choosing how much money to withdraw from your business. This article addresses some of them, but keep in mind that every business is different. How you apply these guidelines should be based on your specific business model and the goals that you've set.

PERSONAL SACRIFICE

The natural tendency is to scrape by while you build your business, assuming that you'll reap the benefits of your sacrifice in the long run. If that sounds like you, you're not alone. If you underpay or don't pay yourself, this could have a very detrimental effect on your life away from the business. That, in turn, will take its toll on your ability to run and grow the business, both financially and psychologically.

Unless you have a separate income or savings to sustain yourself, you'll have to draw enough from your business to live on, even if this causes your business to lose money. You can't sustain that forever, so scrub your sales and cash flow projections and figure out a way to reach profitability as soon as possible. You deserve a salary for what you do and should make a reasonable return on what you own.

TAX CONSEQUENCES

How you set up your company as a legal entity will influence how you structure your compensation plan. A key consideration is how your business will be taxed, and there are two general categories: corporations that are taxed at the corporate level, and



pass-through businesses that are taxed at the individual shareholder level. Those taxed at the corporate level include corporations, limited liability companies taxed as corporations, and non-profit organizations. Those taxed at the owner level include sole proprietorships, partnerships, S-corporations, and limited liability companies taxed as partnerships.

The net profits generated by sole proprietors and partners are taxed as if they were ordinary income. You prepare one tax return and attach the appropriate schedules for your particular business. Corporations accrue profits at the corporate level and pay salaries as a cost of doing business. Corporations must also file a tax return that is separate from your individual return. If your corporation is paying you as an employee, then you report that income on your return.

Among the advantages of incorporating are the flexibility to minimize your tax liability by deferring compensation, staggering bonuses, zeroing out the company's income, using a special fiscal year, and awarding stock options. The detailed tax implications of employing these techniques are far too complex to be adequately covered in this article, and require the expert guidance of a tax attorney or

accountant. They will help you avoid doing anything that will set off flags to the IRS.

Also keep in mind that you have the option to change the form of your business as it grows and your needs change. This provides some flexibility to control risk and tax liabilities, and enables you to reinvest in the business in the most cost-effective manner.

“DECIDING WHAT YOU’RE WORTH IS SUBJECTIVE”

START-UPS

There are two prevailing theories for paying yourself during the early years: (1) Just enough to get by; and (2) What you're worth.

Getting by allows you to invest more resources directly back into the business. If you pay yourself first and turn around and put some of that money into the business, you'll pay taxes on it unnecessarily. The theory behind going lean at the beginning is based on reducing your expenses so that you can use available capital to expand the business as fast as possible. Once the business is established and operating in the black, then you

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increase your salary. The downside of this approach is that it creates an artificial picture of what it takes to operate at a profit and support yourself.

The more realistic approach is to pay yourself what you're worth, even if it means showing a loss for the business. This would be included in your business plan as an expected expense for financing purposes. If you're counting on a bank loan to get your business off the ground, the loan officer will thoroughly review the credibility of your sales and expense projections. They expect a return on their investment, so their confidence in your estimates is crucial. Paying yourself a fair wage offers the consistency of knowing that operating costs will be stable regardless of current business conditions.

BEGINNING SALARY

If you decide to pay yourself just enough to meet basic living requirements, you've already got all the data needed. Prepare a personal financial statement that lists your monthly expenses: mortgage/rent, food, utilities, insurance, transportation, taxes, debt payments, and other miscellaneous expenses. Add a line item for contingencies and discretionary items to give yourself a cushion to fall back on. Unless you have a capital reserve that you can dip into, the sum of these expenses is the minimum you should pay yourself in the beginning.

Deciding what you're worth is subjective, but a starting point is your value on the open market. However, many people go into business because they believe they're worth more than they've earned in the past. They want financial security for themselves and their families, so their salary target will be some amount above the

market. If you're going to put forth the effort and assume the risk of running your own business, you deserve to be rewarded accordingly.

PUT YOURSELF 20-30% ABOVE WHAT YOU WOULD EXPECT TO MAKE...

There are general rules of thumb on what you should make beyond the market, but they're simply guidelines, not constraints. Put yourself 20-30% above what you would expect to make in a comparable job working for someone else in the same type of industry in your location. If you're not clearing enough to pay that much now, put it in your plan anyway. You'll find it hard to meet your goal if you don't seriously aim for it, and you can always adjust it later.

SUMMARY

Some business owners get so immersed in their business that they lose sight of the big picture. Since undercapitalization is the number one cause of business failures, cutting your own pay to the bone won't solve that problem. Your livelihood is at stake, so make sure you're taking care of yourself and your family. If your business doesn't make it and you haven't paid yourself anything, you'll have put yourself in a very difficult financial dilemma.

If you're successful and your business is growing and turning a profit, increase your pay at least as much as that growth rate. Analyze your other expenses to ensure that this won't impact your bottom line and sales goals. If you can maintain a sales growth rate that exceeds the rate of increase in expenses, you should be able to adjust your pay accordingly.



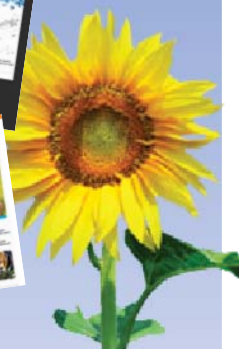
Geoffrey Michael (www.geoffreymichael.pro) is a freelance writer specializing in business, marketing, personal finance, law, science, aviation, sports, entertainment, travel, and political analysis. He graduated from the United States Air Force Academy and is also licensed to practice law in California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



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BRAND

BUSINESS ARTICLE:

BRAND YOURSELF

By Catherine McGinnis

What's in a name? Everything. Your parents chose your first name at birth and it has shaped your identity ever since. What if your name was different or changed, would you lose your sense of uniqueness? Quite possibly yes. Branding identifies and differentiates in the eyes of consumers.

Choosing a name and image for your company should be met with careful consideration. Your brand is who you are, who you want to be and who people recognize you to be. Defining your brand is a passage of occupational reflection. It should be multifaceted, deliberate and thought-provoking. Consider these guidelines when choosing a brand name.

DOMAIN NAME. Even if you do not intend to sell online, having a web presence is a must for any business. Your URL should be reflective of your brand so opt to make the name internet friendly. Meaning it should be short enough to remember and easy to spell. The fewer the number of words the better.

When exploring names look for those that do not duplicate others. Your company is unique as you are and your brand should reflect this. Before you settle on a name, run an internet search to ensure that the domain is not already in use. There is nothing more distressing then coming up with the perfect brand name only to discover that it is in use by someone else. Imitation is said to be the highest form of flattery except in the instance of brand identity.

TRANSLATION AND PRONUNCIATION. How does your brand name translate to another language? Is it easy to pronounce? Consumers will fail to remember your company if they cannot pronounce your name. You may be forever branded as What's Its Name Soap Company. Additionally, consumers could be displeased if your brand name translates to a negative meaning in another language. Keep in mind that

America is the melting pot of many cultures.

SYNTAX. If you choose a name with an usual spelling or if you create an amalgam (a name created by taking parts of words and putting them together) as your brand name, be prepared to defend it. Defend it in the sense that consumers are sure to ask the meaning or inquire as to its origin. This in itself is a golden opportunity to draw interest and communicate your company's story.

BREADTH. Is your brand name general enough for product line additions? You may start out selling only soap with the intent of adding other products as your company progresses. Ending your name with a breadth term leaves the possibilities open. Soapery, Soapworks or Bath & Body are three such examples. Try to avoid using words such as Sundries, which is defined as not important enough to be mentioned individually; or Such, which is too vague and indescriptive. Look for names that define you and your brand significance.

MEANINGFUL. Is there a name or phrase that encompasses your enthusiasm for soap making? Consumers adore companies that they can connect with. Make it personal. Sell yourself and your passion through your identity. If your name means something to you, it will show through in your brand.

Stand out from the competition by generating an interest in what your company offers. Making your brand name too descriptive may create boredom in the eyes of the consumer. Excite and create a sense of curiosity that will make the consumer want to learn more. Sustaining interest should be one of your primary goals.

LOGO AND TAGLINE. Brand names and logos work together. Ensure that consumers can identify your logo with your brand name. People are more able to recall from their visual memory, thus associating your brand name by its logo. Choose a name that allows you freedom in the creative approach to your logo design.

Does your company's tagline correspond with your brand name? They should express the same narrative. Your tagline should not replace your brand name but rather add value. If the two send conflicting messages, you may want to re-evaluate your idea. Use the duo to your advantage by reinforcing and strengthening the consumer's recollection of your brand.

Just as your birth name lasts your lifetime, the name you give your business will last the life of the company. Your objective should be to invoke clarity and gain recognition. Be as unique and clever as the products you create.



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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target.com

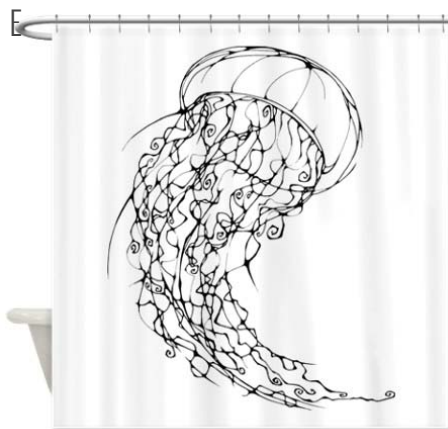
B. Playa Sea Life Napkins
potterybarn.com

C. Carpe Diem Framed Print
westelm.com

D. Kind of a Swig Deal Flask
modcloth.com

E. Jellyfish Shower Curtain
cafePress.com

F. Seahorse Lamp
Johnathon Adler • casa.com



G. South Pacific Waters Fragrance Oil

H. Fish Soap Mold - MW39

I. Sea Life Deco-It Mold

J. Stained Glass Sea Blue-Green Liquid Color

MAY 2014 RETAIL TRENDS

CARIBBEAN & TROPICAL, HONEY, GARDENER'S SOAP

A



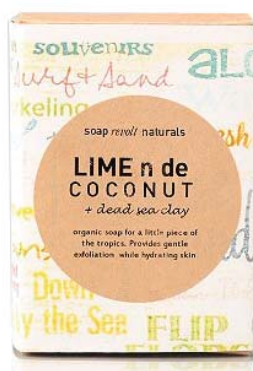
CARIBBEAN & TROPICAL

A. Oahu Coconut Sunset
Triple Moisture Body Cream
bathandbodyworks.com

B. Lime, Coconut & Sea Clay Soap
Soap Revolt • *urbanoutfitters.com*

C. Kiwi & Cassis Soap
Witherbee Soap Co. •
anthropologie.com

B



C



D



E



F



SUMMER HONEY

D. Miele Honey Glycerin Soaps
bigelowchemists.com

E. Honey & Shea Sugar Scrub
burtsbees.com

F. Ginger Honey Body Lotion
Caldrea Essentials • *target.com*

G



GARDENER'S SOAP

G. Gardener's Hand Scrub
crabtree-evelyn.com

H. Gardener's Gold Soap
Seattle Sundries • *amazon.com*

I. Gardener's Therapy Soap
Scottish Fine Soaps • *rakuten.com*

H



I





PRODUCT PICKS

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- B. Crafters Choice™ Pink Sangria* Fragrance Oil 692
- C. Crafters Choice™ Pina Colada Fragrance Oil 217
- D. Crafters Choice™ Orange Guava Odor Neutralizing FO 433
- E. Crafters Choice™ Sparkling Mojito* Fragrance Oil 487
- F. Crafters Choice™ Sex on the Beach Fragrance Oil 218
- G. Crafters Choice™ Peach Daiquiri Fragrance Oil 239
- H. Crafters Choice™ Pineapple Punch* Fragrance Oil 229
- I. Pink Berry Mimosa Fragrance Oil 440





SHOW & TELL HIGHLIGHTS • APRIL

Thank you for your participation this month!



WHIPPED SHEA BODY BUTTER

Submitted by: Island Breeze Bath & Body



GARDENER'S BAR SOAP

Submitted by: Handmade Soaps by Waite Estate



MARGARITA SHIMMER LIPS

Submitted by: Simply Homespun



MARGARITA CP SOAP

Submitted by: Hanalei Bath, LLC



FRESH SOAP 7 PC. SAMPLER

Submitted by: Adrienne Austin



SUMMER HONEY LIP BALM

Submitted by: Hanalei Bath, LLC

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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.



**CRAFTER'S CHOICE®
NEON TUTTI-FRUTTI DYE
POWDER**

Q: Karen Asked:

"Some of the Neon Colors speckled when mixed into soap. Did I do something wrong, or do these colors speckle?"

A: WSP Staff Answered:

"Try mixing well with liquid glycerin first. We like to use the mini mixer sold on our tools page. You can make it ahead of time and store in a small jar with lid. Then use liquid as desired in your soap. This will eliminate speckles."



**CRAFTER'S CHOICE®
MONOI BUTTER BLEND**

Q: Renee Asked:

"Can the monoi butter blend be used on hair as a moisturizer?"

A: WSP Staff Answered:

"Hello Renee, Thank you for your question. This butter is a soft butter with a greasy after touch. Therefore I would not recommend this as a moisturizer for hair as it would be too heavy and greasy for that type of application."



**CRAFTER'S CHOICE®
FRESH CUT GRASS
FRAGRANCE OIL- 153**

Q: Aurora Asked:

"Are the Fragrance Oils gluten free?"

A: WSP Staff Answered:

All of the WSP fragrance oils are gluten free.

A: WSP Staff Answered:

"Since gluten is derived from certain specific grains, there is no reason why any fragrance oils should contain gluten as fragrance oils are generally synthetic..."

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\$15 GIFT CERTIFICATE	Heather - 31	Jessica - 23	Wanda - 17	Sonia - 42
\$10 GIFT CERTIFICATE	Ashley - 22	Sonja - 22	Theresa - 11	Mariluz - 35
\$5 GIFT CERTIFICATE	Holly - 21	Janet - 19	Kristina - 10	Melissa - 21

MAY 2014 • SALE CALENDAR

One-Day Deals

SUN.	MON.	TUES.	WED.	THUR.	FRI.	SAT.
	MAY 5 ALL BUTTERS ON SALE - MONDAY, MAY 5TH					
	MAY 12 FOAMING BATH WHIP ON SALE - MONDAY, MAY 12TH					
	MAY 19 COCONUT OIL 76° MELT ON SALE - MONDAY, MAY 19TH					
	MAY 26 HAPPY MEMORIAL DAY - SALE POSTPONED MONDAY, MAY 26TH					
	JUNE 2 BASIC CLEAR & BASIC WHITE MP SOAP BASES ON SALE - MONDAY, JUNE 2ND					

 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](#).

MAY 2014 • COUPONS WholesaleSuppliesPlus.com



JOJOBA OIL - CLEAR

15% OFF Enter Code:
WSP-276
Exp. 5-31-14



LUFFA POWDER - NATURAL

15% OFF Enter Code:
WSP-285
Exp. 5-31-14


CARIBBEAN COCONUT
FRAGRANCE OIL 123

15% OFF Enter Code:
WSP-551
Exp. 5-31-14

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



POOLSIDE COLOR PALETTES

SHOP ALL COSMETIC COLORS »

W Wholesale Supplies **Plus**

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: Crafters Choice™ Tan Illite Clay, Crafters Choice™ Blue Oil Locking Mica Shimmer, Crafters Choice™ Neon Laser Lemon Dye Powder, Crafters Choice™ Bath Bomb Red Powder Color

CLAMSHELLS



SOAP CUPS

SOAP BOXES



RIBBON

BAGS



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PACKAGING SUPPLIES

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)*



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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.

WHOLESUPPLIESPLUS.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.



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)*

Crafter'sChoice®

#1 BRAND CHOSEN BY PROFESSIONAL CRAFTERS

SOLD AT:

W Wholesale Supplies **Plus**



Wholesale Supplies **Plus**

HANDMADE COSMETIC & SOAP MAKING MATERIALS

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

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HANDMADE

LAST MONTH'S ISSUE...

SPRING CLEANING, MAKE IT WITH MOM & MORE

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