



Thanks for your interest in purchasing my products wholesale. Here's a summary of the products that I offer, the lead times necessary, minimums and case counts. A few things to know:

#### **Boxed Soap Bars**

Cases put together from soap bars that are in stock can be mixed however you'd like. These come 20 to a case. Custom bars come 24 to a case. A case may contain three customized soap types. I will work closely with you to develop exactly what you're looking for. Soap recipe creation is my strength!

#### **Soap Cupcakes**

Cases put together from cupcakes in stock can be mixed however you'd like. These come 12 to a case. custom cupcakes come 12 to a case. Cupcakes can feature 3 fragrances/toppers per case. Cupcakes are available in all natural varieties as well! These have less colorful options and are topped with naturals like flower petals vs. colorful soap dough.

#### **Frosted Soap Bars**

Cases put together from frosted bars in stock can be varied how you'd like. These come 16 per case. These bars can be purchased 'naked' with labels/wax bags provided for you, or they can have a waxed paper wrap around them with the label applied. Frosted soaps are available in all natural varieties as well! These have less colorful options and are topped with naturals like flower petals vs. colorful soap dough.

#### **Bath Fizz - Salt Soaks - Milk bath**

Cases put together from fizz, milk bath & soaks in stock can be varied how you'd like. These come 12 per case. You can have your products in wax-lined kraft bags w/ a window or glass jars with bamboo lids. You can take an additional 10% of the cost if they are in bags vs. jars. These can contain dried herbs, flowers and specialty salts.

#### **Perfumed Body Oils**

Cases put together from oils in stock can be varied how you'd like. These come in cases of 24. custom oils can be varied with 6 essential oils per case. custom oils can be ordered in clear, brown, blue and green roller bottles. Bottle colors for oils in stock vary from time to time. Crystal

rollers are also available. If you're interested in the crystal body oils, please ask for additional information. The availability of crystals fluctuates.

### **Body Butters**

Cases put together from butters in stock can be varied how you'd like. These come in cases of 12. I create a variety of butters including a vegan friendly one featuring candelilla wax vs. beeswax. custom butters can feature up to three formulations, each formulation with a different essential oil or fragrance also with a 12 unit case count. Body butter can be featured in a blue, clear or amber jar.

### **Scrub**

Cases put together from scrubs in stock can be varied how you'd like. These come in cases of 12. They can feature clear, amber or blue jars. My scrubs are carefully crafted with coffee, pumice or poppy seeds for the perfect level of exfoliation. These have a coconut oil base that can be customized with luxury oils and butters. **Dark Sumatra Scrub is my highest selling non-soap product.**

### **Lip Balms**

- Unavailable for wholesale at this time.

### **Candles**

I love making candles! These are not made with essential oils, but specialty candle fragrances. Candles, like soap, should be cured before sale. A 2 week cure is perfect for my beeswax candles and a three week cure is necessary for soy candles. Candles are available in colorful metal tins or glass jars, like the other bath products. Candles are special order only and not found on my website. If you're interested in candles please ask for additional information.

### **Hair Care Bars**

These are my newest products. I've just completed the testing phase and have 2 formulations that I love. Hair Care Bars will be on the website in the next couple of weeks. They are available for wholesale by special order at this time. They are 6 per case. If you're interested in Hair Care Bars please let me know.

### **Lead times**

For all non-soap products, excluding candles, a lead time of only 14 days is necessary.

For custom soap products **and candles** a 4-5 week lead time is required.

If you'd like to have a custom fragrance ordered for any of your products an additional 8-12 days is required. Once you have submitted your order - I will provide the cost and lead time required. A 25% deposit is required when you place your order and the rest is due upon shipping/delivery. Orders within 50 miles of Gorham will have in person delivery. Orders above \$500 will have freight delivery. This is most often UPS ground. This is the responsibility of the purchaser.

Pricing for all wholesale is approximately 50% off the suggested retail. Customized soap recipes will have the pricing calculated dependent on the formulation. Enriching ingredients like coconut milk, goat milk, honey - all vary in price and the market fluctuates.

## Packaging

As a standard all orders will come retail ready. They can go from box to shelf to consumer. If it fits your boutique better you can opt for naked products and the labels will be printed and shipped with the products but not applied. You can apply them at the time of purchase.

Bar codes are available and reflect the current MSRP - Bar codes are not automatically applied to products and need to be requested. There is no additional cost to apply the barcode labels.

## Private Labeling

Private labeling is also an option. This means the products will be crafted by myself but will reflect your own brand, logo, website etc. There are legal requirements for the labels that must be met whether you wholesale or private label. I will work with you to ensure your label is not only gorgeous but compliant.

The word **Organic** is protected by law. You cannot call your product organic without certification from the USDA. I do not have this certification. I can add "made with organic ingredients" on your products, but cannot label your product as organic.

## Enriching Ingredients for Soap Bars:

- Goat Milk
- Coconut Milk
- Honey
- Oatmeal
- Pumice
- Coffee
- Charcoal
- Cocoa
- Salt
- Avocado
- Aloe

My base recipe is the perfect blend of Coconut, Olive, Canola and Grapeseed oils. Additional oils can be added to your formulation. These are luxury oils that each add their own properties to your bars. These include:

- Avocado
- Safflower
- Castor

Jojoba  
Almond Oil  
Argan Oil

**Luxury Butters include:**

Cocoa butter  
Shea Butter  
Kokum Butter  
Mango Butter

Coconut-free soaps made with sustainably and ethically sourced palm oil are available also.

**The following are essential oils that I keep in stock. These can be used in any product excluding candles. Candles are made with specialty fragrances formulated for candle making.**

Rose Geranium  
Rose  
Vanilla  
Eucalyptus  
Peppermint  
Spearmint  
Orange  
Grapefruit  
Lemon  
Clary Sage  
Frankincense  
Sandalwood  
Bergamot  
Lavender  
Patchouli  
Lemongrass  
Clove  
Cinnamon Cassia

I use paraben and phthalate-free fragrances from top US suppliers like Brambleberry! None of my products contain SLS or SLES. I work hard to ethically source and use organic ingredients whenever possible. Bar Soap Company is proudly certified Maine Made.

Please see the individual products listed on my website [www.handmesoap.com](http://www.handmesoap.com) for deeper dives into each one. If you need assistance selecting products or creating a line just for your business - I am happy to help!

## **Here are my top 6 selling bars**

**The Maine Coast** - Sea salts and indigo swirls

**Dark Sumatra Scrub** - Coffee bars made with Wicked Joe Organics

**Pink Lemonade** - Featuring rose colored clay and lemon essential oil

**Oatmeal, Milk & Honey** - High detail bars with corresponding bee/honeycomb style

**Lavender** - Simple elegance with dried clover and lavender blend on top.

**Midnight Rose** - These feature activated charcoal, rose oil and rose petal tops.

## **Here are my top 6 non-soap products**

**Dark Sumatra Scrub** - Coconut oil based scrub featuring Wicked Joe Organics coffee

**Honey Oat Bath** - This is a non-fizzy soak enriched with oatmeal and honey.

**Lavender Goat Milk Bath** - This is a non-fizzy soak enriched with goat milk, purple clay and lavender essential oil.

**Sage & Marigold Salt Soak** - This is a non-fizzy soak with 2 colors of salts, dried marigold and sage throughout. It's enriched with clary sage essential oil.

**Turmeric & Honey Fizz** - This fizzy favorite features turmeric oil and powder along with it's enriched honey formula. It's a long-standing customer favorite.

**Lavender & Cocoa Body Butter** - This is my classic cocoa butter based body butter, whipped with lavender essential oil.

### **Shelf-Life**

Soap, like fine wine, gets better with age. However it's not as aesthetically pleasing after exposure to air for several months. Soap won't spoil, but it will age and with age comes discoloration and the dissipation of essential oil. Bars enriched with essential oil will see a degradation of the fragrance after about 4 months. Bars with artificial fragrance after 12 months. All natural bars may begin to see yellowing or spots after 9-12 months, depending on the soap. It's important to remember these soaps are always still safe and amazing.

Other products have approximately a 12 month shelf-life. My products are anhydrous and don't support microbial growth. I use an organic, FDA approved preservative to ensure freshness over time. Just like with soap, essential oils in products will degrade. I use clay to anchor essential oils in most products. That keeps them fragrant and perfect for approximately 12 months. Again, once they are 'past date' they aren't spoiled or unable to be used, but the fragrance likely won't be strong.

### **Research and Development**

I am an expert soap and body care formulator. I have years of experience with thousands of bars/jars created. If you'd like me to work with ingredients I am not familiar with or you'd like me to create a new soap or body care product for you that I haven't already mastered, I offer

research and development assistance. This is billable at an hourly rate of \$35 p/h + materials. I approach R&D on a case by case basis.