



ISLAND SOAP
SHOPPE and FACTORY
CANDLE WORKS
EST. 1984

WHOLESALE CATALOG



Our store in Kilauea, Kauai



Island Soap & Candle Works has been making products loved by visitors and locals alike for over 25 years. In the early days, we made our first batches of soap in the sleepy town of Kekaha, Kauai, using the same large

mixing kettle that we still use today. We would spend our mornings crafting our soaps and the afternoons selling them to local stores around the island. Since those modest beginnings, our business has moved and expanded to include a wholesale factory ware-

house, and three lovely retail stores on Kauai. (There are also two licensed stores on Oahu.) In addition to our retail stores, our products are available at many gift shops and retailers throughout Hawaii, Japan, Guam and Saipan. Through the years our products have been bringing the beauty of Hawaii to many mainland stores and online retailers as well. The variety of products we produce has also expanded. We now offer a popular line of Hawaiian botanical lotions, lip balms, body butters, shea butter creams, bath & body oils, bath salts, bees-

wax blend candles and our well loved Surfer's Salve. We are grateful for the opportunity to grow over the years and still be able to work with the same care, quality and aloha we began with 25 years ago.

Aloha



Shea Butter soaps on the beach



Making pillar candles



Cutting pineapple soaps



Surfer's Salve at Hanalei Bay

SCENTED COCONUT OILS

Our oils are made with a blend of skin soothing coconut oil and moisturizing fractionated coconut oil. Together they create a light nourishing oil that is easily absorbed by the skin.

Fragrances: Creamy Coconut, Mango Coconut Guava, Plumeria Blossom, Pineapple Passion Fruit and Pikake Jasmine

Contains 4.5 oz.

Item #234

Wholesale \$4.45
Retail \$8.99



Creamy Coconut # 234C	Mango Coconut Guava # 234MCG	Plumeria Blossom # 234P	Pineapple Passion Fruit # 234PF	Pikake Jasmine #234PK
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Coconut oil testers



Featuring roller ball tops

Our 4.5 oz. coconut oils are sealed to prevent leaking; however, this prevents the customer from being able to sample the product. We provide testers that feature leak proof, roller ball tops allowing customers to smell and try out the oil without spilling.

HAND AND BODY SOAPS

This luxurious tropical hand and body soap is infused with carefully selected botanical extracts to cleanse, soothe and condition your skin.

Contains 8.5 oz with a pump top

Fragrances: Creamy Coconut, Plumeria Blossom and Pineapple Passion Fruit

Item # 278

Wholesale \$5.45
Retail \$10.99



Creamy Coconut # 278C	Plumeria Blossom # 278P	Pineapple Passion Fruit # 278PF
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COCONUT AND PALM OIL SOAPS

Our handmade soaps are a blend of pure coconut and sustainable palm oils. They are formulated to present a rich creamy lather that cleans and moisturizes your skin.

Boxed 2.0 oz. bar

Item # 122

Wholesale \$2.25
Retail \$4.50

Soaps are presented in a sliding tray box



Plumeria Blossom
#122 P



Creamy Coconut
122 C



Mango Coconut Guava
122 MCG



Pineapple Passion Fruit
122 PF



Pikake Jasmine
122 PK

SOAP SAMPLE PACK

Our soap sample pack box features four of our most popular 2 oz. soaps presented in a sturdy, giftable and re-closable box.

Contains: Creamy Coconut, Plumeria Blossom, Pikake Jasmine, and Mango Coconut Guava soaps

Item # 122SP

Wholesale \$8.00
Retail \$16.00



Sample Pack Box, Open



NEW! Hawaiian Naturals™ HAND CRAFTED PREMIUM SOAPS

These exceptional soaps are made with a blend coconut, sustainable palm and olive oils and are infused with moisturizing kukui nut oil, macadamia nut oil and vitamin E. They are scented with both natural essential oils and fragrance oils.

Ingredients: Saponified coconut, palm, olive, macadamia nut and kukui nut oils, vitamin E, mineral color, fragrance and essential oils.

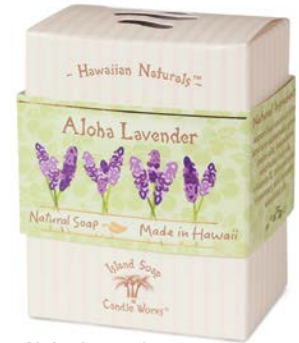
Bar size 4.4 oz.

Item # 154

Wholesale \$3.50
Retail \$6.99



Hawaiian Sea
154HS



Aloha Lavender
154AL



Melia Plumeria
154P



Hala Pineapple
154PA



Hikiki'i Relaxation
154RE



Makai Morning Mint
154MM



Island Citrus
154IC



Mauka Cedar Sandalwood
154CS

Prices and packaging subject to change. For up-to-date product information visit
www.islandsoapwholesale.com • Phone orders call toll free (800) 300-6067

LIP BALM TINS

These tropical lip balms are contained within a plastic insert inside of an artfully printed tin.

Ingredients: sustainable palm, olive, macadamia nut oils, beeswax and flavors.

Contains 0.5 oz.

Item # 430

Wholesale . . . \$1.95

Retail \$3.99

Sold in case packs of 12 . . . \$23.40 per pack



Hawaiian Sunrise
(Citrus)
430HS



Island Passion
(Passion Fruit)
430IP



Kauai Kiss
(Banana & Mango)
430KK



Pineapple Paradise
(Pineapple)
430PA

Lip Balm Tin Display

This sturdy wood lip balm display holds 12 each of 4 fragrances, 48 tins total. It features full color stickers and our logo on the header.

Item # 430D48



Dimensions: 8 1/8" Wide X
5 3/4" Deep X 6" Tall

LIP BALM TINS SAMPLER

This value priced (\$1.00 off retail) sample pack includes each flavor of our popular tropical lip balm tins. The packaging is designed to be peg-able or can be displayed in our custom display rack.

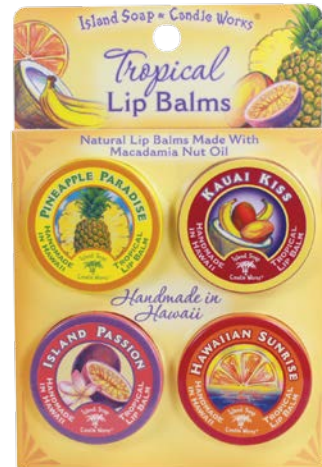
Ingredients: sustainable palm, olive, macadamia nut oils, beeswax and flavors.

Contains four, 0.5 oz. tins

Item # 430SP

Wholesale . . . \$7.45

Retail \$14.99



Lip Balm Tin Sampler Display

This sturdy wood display can hold up to 12 lip balm tin sample packs.

Item # 430SP-4D



Dimensions: 4 1/4" Wide X
5 1/2" Tall X 12" Deep

LIP BALM STICKS

Our popular tropical lip balms in a convenient tube stick.

Ingredients: sustainable palm, olive, macadamia nut oils, beeswax and flavors.

Contains .15 oz.

Item # 431

Wholesale . . . \$1.45

Retail \$2.99

Sold in case packs of 7 . . . \$10.15 per pack



Hawaiian Sunrise
(Citrus)
431HS



Island Passion
(Passion Fruit)
431IP



Kauai Kiss
(Banana & Mango)
431KK



Pineapple Paradise
(Pineapple)
431PA

LIP BALM STICK SAMPLER



This value pack includes each flavor of our lip balm sticks.

Contains all four flavors

Item # 431SP-4

Wholesale . . \$5.45

Retail . . . \$10.99

Sold in case packs of 12 . . . \$65.40

Lip Balm Sticks Display

The sturdy wood lip balm displays can stand alone or interlock to be stacked up to 4 high. The display shelves comfortably hold 20 lip balm sticks which self feed, rolling down as one is picked up from the front. They feature a full color sticker on the front and our logo on the header.

Item # 431D

Dimensions
(Single Tray):
3 1/8" Wide
7" Deep
3 1/2" Tall



Lip Balm Sample Pack Display

The sturdy wood displays can hold up to 11 lip balm sample packs.



Item # 431SP-4D

Dimensions:
3 1/8" Wide
11 1/2" Deep
4" Tall

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ALL NATURAL & SKIN SOOTHING SURFER'S SALVE™

NOT JUST FOR SURFERS

Surfer's Salve is praised by Hawaii locals and visitors alike for it's ability to soothe sunburns, minor rashes, bug bites, chapped lips, dry skin and much more. This amazing all natural salve is a blend of botanicals including: aloe, plantain, comfrey, rosemary, lavender leaves, vitamin E, lavender essential oil and tea tree oil combined in an olive oil and cosmetic beeswax base.

Travel Size Surfer's Salve

Our popular Surfer's Salve in a convenient, portable size for people on the go.

Contains 0.8 oz.

Item # 411

Wholesale \$2.45

Retail \$4.99

Sold in Case pack of 6 . . . \$14.70



Surfer's Salve Stick

Same great formula in a user friendly container. Turn the bottom to dispense only the amount you need.

Contains .5 oz.

Item # 410

Wholesale \$2.45

Retail \$4.99

Sold in Case pack of 7 . . . \$17.15



Wood Display for Travel Tins

Item # 411D

Holds 12 tins

Dimensions:
4 3/4" Wide,
8" Deep,
6 1/6" Tall



Wood Display for Sticks

Item # 410RTD

Holds 15 sticks

Dimensions:
4 1/4" Wide,
9" Deep,
4 3/4" Tall



Large Surfer's Salve

This printed tin is our largest Surfer's Salve product and the best value.

Contains 4 oz.

Item # 414

Wholesale \$5.95

Retail \$11.99



Surfer's Salve Tube

Our all natural Surfer's Salve packaged in an easy to use stand-up squeeze tube with a large flip top cap.

Contains 3 oz.

Item # 413

Wholesale \$4.95

Retail \$9.99



Surfer's Salve Soap

This handcrafted soap is made with the same essential oils and herbal infusions as our skin soothing Surfer's Salve.

3 oz. size bar

Item # 113SS

Wholesale \$2.45

Retail \$4.99



GREAT FOR YOUR SKIN!

Don't just take our word for it. Here is what others have told us:

"It feels so good, soothes the skin."

"I bought it for soothing a sunburn and it worked great!"

"I've used it on burns from cooking, tattoos, eczema, all kinds of stuff."

"The surfer salve is MAGIC! Seriously!"

"This stuff works wonderfully and smells great!"

"I will never use any other item for my sunburn again."

"This stuff is unreal !!!! I can't say enough good things about it."

MADE WITH ALL NATURAL INGREDIENTS



Rosemary



Lavender



Beeswax



Olive Oil



Tea Tree Oil



Vitamin E



Plantain



Aloe Vera Oil



Comfrey

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CLEANSING BODY WASH

Our luxurious, vitamin enriched body wash also makes a wonderful bubble bath. Natural botanicals and a touch of coconut oil caress, condition, and gently soothe your skin.

Contains 8.5 oz., Item # 228

Wholesale \$6.00 Retail \$11.99

Fragrances: Creamy Coconut, Mango Coconut Guava, Plumeria Blossom, Pineapple Passion Fruit and Pikake Jasmine



SHAMPOO AND CONDITIONER

Our shampoo and conditioner are scented with a refreshing Mango Coconut fragrance and infused with the remarkable juice of the Awapuhi (shampoo ginger) flower found growing throughout Hawaii. Awapuhi is known for its ability to bring shine and softness to your hair. We have also added sea kelp extract and aloe to further nourish and rejuvenate your hair.

12 oz. bottle, Awapuhi Shampoo, Item # 250

Wholesale \$6.75 Retail . . . \$13.49

12 oz. bottle, Awapuhi Conditioner, Item # 260

Wholesale \$6.75 Retail . . . \$13.49

2 oz. bottle, Awapuhi Shampoo, Item # 252

Wholesale \$2.25 Retail . . . \$4.49

2 oz. bottle, Awapuhi Conditioner, Item # 262

Wholesale \$2.25 Retail . . . \$4.49



SHEA BUTTER SOAPS

Our soap maker crafts these soaps by blending pure coconut and sustainable palm oils to make a soap base. Then Shea Butter is added in to create an exceptionally creamy and moisturizing soap. After hardening, the soap is hand cut and left to cure in the warm Hawaiian air.

Contains 3 oz.

Item # 143

Wholesale . . \$2.50

Retail \$4.99



Hawaiian Sunrise
(Citrus)
#143HS

Island Passion
(Passion Fruit)
#143IP

Kauai Kiss
(Mango & Banana)
#143KK

Pineapple Paradise
(Pineapple)
#143PA

SHEA BUTTER BODY CREAMS

These moisturizing body creams feature healing and skin soothing ingredients, including shea butter, mango butter and aloe vera. They are bottled in easy to use, stand up squeeze tubes with large flip top caps. Available in four delicious tropical fragrances.

Contains 3 oz.

Item # 443

Wholesale . . \$2.95

Retail \$5.99



Hawaiian Sunrise
(Citrus)
#443HS

Island Passion
(Passion Fruit)
#443IP

Kauai Kiss
(Mango & Banana)
#443KK

Pineapple Paradise
(Pineapple)
#443PA

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BOTANICAL BODY LOTIONS



Creamy Coconut # 218C
Mango Coconut Guava # 218MCG
Plumeria Blossom # 218P
Pineapple Passion Fruit # 218PF
Pikake Jasmine # 218PK

Our moisturizing lotion goes on easily and soaks in, leaving your skin smooth and silky. We use natural skin softening botanicals such as Hawaiian seaweed extract, aloe vera, and vitamin E. **Paraben Free. No animal testing**

Available in 8 oz and 2 oz. sizes

Fragrances: Creamy Coconut, Mango Coconut Guava, Plumeria Blossom, Pineapple Passion Fruit and Pikake Jasmine

8.5 oz. bottle, Item # 218	2 oz. bottle, Item # 212
Wholesale \$6.00	Wholesale \$2.25
Retail \$11.99	Retail \$4.49

BODY LOTION SAMPLE PACK

Enjoy four of our popular lotion fragrances, nestled in a lovely Hawaiiana gift box.

Fragrances: Mango Coconut Guava, Pikake Jasmine, Plumeria Blossom and Creamy Coconut

One 2 oz. bottle of each fragrance

Item # 212SP

Wholesale \$8.50
Retail \$16.99



ORGANZA GIFT BAGS

These attractive gift bags include a 2 oz. botanical lotion and a handmade 2 oz. coconut & palm oil soap in a colorful organza bag.

Fragrances: Creamy Coconut, Mango Coconut Guava, Plumeria Blossom, Pineapple Passion Fruit and Pikake Jasmine

Contains a 2 oz. soap and a 2 oz. lotion

Item # 312

Wholesale \$5.00
Retail \$9.99



Creamy Coconut, # 312C

Mango Coconut Guava, # 312MCG



Plumeria Blossom, # 312P

Pineapple Passion Fruit, # 312PF

Pikake Jasmine, # 312PK

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ISLAND STYLE CANDLES

Our paraffin and beeswax blend is poured into a variety of island inspired containers. The coconut shell candles are hand-sanded and have an attached base for stability. The floating coconut shell candles set a soothing mood when displayed in water-filled glass bowls. Add a tropical feel to any room with our Monkeypod wood and coconut shell candles.

Fragrances: Creamy Coconut (C),
Pikake Jasmine (PK), Pineapple Passion Fruit (PF),
Mango Coconut Guava (MCG)
and Plumeria Blossom (P)

Large Coconut Shell Candle with Base

Nested in an elegant gift box

Burn time up to 55 hours

Item # 623

Wholesale \$12.00

Retail \$23.99

*Pineapple Passion Fruit
Fragrance Shown*



Small Coconut Shell Candle with Base

Burn time up to 17 hours,

Item # 622

Wholesale \$7.25

Retail \$14.49

Fragrances: Creamy Coconut (C),
Pikake Jasmine (PK), Pineapple Passion Fruit (PF),
Mango Coconut Guava (MCG)
and Plumeria Blossom (P)

*Mango Coconut Guava
Fragrance Shown*

Floating Coconut Shell Candle

Burn time up to 10 hours

Item # 620

Wholesale \$5.00

Retail \$9.99

Fragrances: Creamy Coconut (C),
Pikake Jasmine (PK), Pineapple Passion Fruit (PF),
Mango Coconut Guava (MCG)
and Plumeria Blossom (P)



*Plumeria Blossom
Fragrance Shown*

Monkeypod Wood Bowl Candle

Burn time up to 24 hours

Item # 630

Wholesale \$6.75

Retail \$13.49

Fragrances: Creamy Coconut (C),
Pikake Jasmine (PK), Pineapple Passion Fruit (PF),
Mango Coconut Guava (MCG) and Plumeria Blossom (P)



*Pikake Jasmine
Fragrance Shown*

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SCENTED VOTIVE CANDLES

Our votive candles are made with our special beeswax blend. Available in your choice of five fragrances. Burn a single votive for up to 12 hours.

Each is individually packaged in an elegantly designed gift box.

Item # 810

Wholesale \$1.75
Retail \$3.49



Pikake Jasmine
810PK



Creamy Coconut
810C



Mango Coconut Guava
810MCG



Plumeria Blossom
810P



Pineapple Passion Fruit
810PF

VOTIVE SAMPLER

Four of our beeswax paraffin blend votive candles in an attractive organza bag. Featuring our classic Plumeria Blossom, Pikake Jasmine, Creamy Coconut and Pineapple Passion Fruit fragrances.

Item # 810SP

Wholesale \$6.75
Retail \$13.49



MangoMe™ BODY BUTTER

Luxurious and moisturizing mango, avocado and shea butters are blended into a creamy skin soothing butter, imbued with a fresh mango fragrance.

1 oz. tin

Item # 451M

Wholesale \$2.95
Retail \$5.99

4 oz. jar

Item # 454M

Wholesale \$7.95
Retail \$15.99



Prices and packaging subject to change. For up-to-date product information visit
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NEW!

VEGAN COFFEE BUTTER LIP BALM

Give your lips a soothing wake up. This delicious smelling vegan coffee butter lip balm is made with creamy coffee butter, Kauai grown coffee, candle-lilla wax, coconut oil, olive oil and a wonderful fresh brewed coffee fragrance.

Item # 430CB

Contains 0.5 oz.

Wholesale \$2.37
Retail \$4.75

Sold in case packs of 12 \$28.44 per pack



Coffee Butter Lip Balm Tin Display



This compact wood display can hold up to 12 tins.

Item # 430CBD

Dimensions:
2 1/4" Wide
7" Deep
2 3/4" Tall

FLORAL MISTERS

Our cooling mister is ideal to use for escaping the heat or to freshen up. It contains a special formulation of Hawaiian sea plant extract, awapuhi, aloe vera gel, and the enchanting scent of plumeria blossoms. **Alcohol free**

Fragrance: Plumeria

Contains 2 oz. with
a mister pump top

Item # 242P

Wholesale \$2.45
Retail \$4.99

Contains 8.5 oz. with
a mister pump top

Item # 248P

Wholesale \$6.00
Retail \$11.99



HAWAIIAN BATH SALTS

The bath salts are made with a blend of Hawaiian sea salt, mineral rich red Hawaiian Alaea salt and muscle soothing epsom salts. They are infused with our tropical Creamy Coconut, Mango Coconut Guava, Plumeria Blossom, Pineapple Passion Fruit and Pikake Jasmine fragrances.

Contains 3 oz.

Item # 473

Wholesale \$2.75
Retail \$5.49



Creamy
Coconut
473C

Mango Coconut
Guava
473MCG

Plumeria
Blossom
473P

Pineapple
Passion Fruit
473PF

Pikake
Jasmine
473PK

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TERMS AND CONDITIONS

Wholesale Discount Prices

Wholesale discounted prices are available to customers that will be reselling our products to the consumer through an established retail store or web site. Please provide a copy of your resale license, or State tax ID to verify eligibility.

Current prices and suggested retail prices are posted on our web site www.islandsoapwholesale.com. See Placing Orders for log-in information.

Minimum Order

Minimum orders for mainland customers are \$120 and \$80 for Hawaii customers, plus shipping.

Product Samples

We do not ordinarily supply product samples free of charge. However, many of our products are available for purchase in sample size in single quantities. Sample orders are exempt from our \$120 minimum order requirement.

Placing Orders

Review our products online at www.islandsoapwholesale.com.

You may place your order several different ways:

- Submit your order via our wholesale site at www.islandsoapwholesale.com
You must be a registered user to view this site. If you have not yet registered please go to the web site, click on "Log In" then "Create New Account". Follow the prompts and submit your information.
- Call our customer service representative toll free (800) 300-6067. Please have a catalog, order form or the web site available when calling so that you can reference item numbers.
- Fax your order to (808) 821-1917
We can provide an order form to you via fax or email.
- Email a completed order form to: orders@islandsoap.com

Service

We have service representatives in various geographical areas that can provide you in-store professional merchandising service. Please call us at (800) 300-6067 to check to see if there is a service representative available in your area. If not, we will provide you with the necessary information, including professional guidance on the best product mix for various display sizes and configurations.

Lead Time

Typically we ship orders within 4 business days and sometimes the same day. During a busy holiday season it may take up to 8 business days but this is unusual. If you have a rush order please let us know and we will exert extra effort to try to get your order out sooner.

Out of Stock

We try to have everything in stock. However, there may be unavoidable outages. When an out of stock situation occurs we do not back-order. We will either hold your order if we expect to have back in stock within a few days, or we will send your order without the items, in that case order the out-of-stock items on your next order. We will note on your packing slip any items that you ordered that were out of stock.

Shipping

All orders are shipped via UPS so please provide a physical ship-to address. Shipping costs are determined at the time of shipping and these costs are passed on to the customer plus a \$2.00 per box charge. Shipping charges for orders to the continental United States are discounted by approximately 50% before applying the \$2.00 per box charge. Shipping charges typically average about 7% of the cost of the order for mainland shipments and 6% to the Hawaiian Islands.

You will receive a packing list with your order. If you have a credit account with us please wait to pay from invoice. An invoice with shipping charges will be transmitted to you shortly after the order ships.

Shipping Errors/Damaged Goods: You must notify our office of any shipping errors or goods damaged in transit within 7 days of receipt of shipment. We will then either issue you a credit or send replacement product at no charge.

Island Soap Company accepts no liability for any loss resulting from the customer's failure to comply with our carrier's delivery. If the carrier has to return the shipment to us then the customer will be liable for all shipping charges and credited for all merchandise returned in sellable condition.

Returns

Our goods are guaranteed to satisfy the customer's sales expectations. In the event that the customer wishes to discontinue any or all Island Soap Company products, any products returned to Island Soap in sellable condition will be credited to the customer's account. Returned products may be shipped to Island Soap Company at 970 Kipuni Way, Kapaa, HI 96746.

Payment

We accept credit cards including MasterCard, Visa, Discover and American Express. We also accept checks, Paypal and money orders. You may also apply for credit terms with us by filling out an application form (provided on request) with at least three credit references.

Checks returned due to insufficient funds could be considered fraud and subject the check writer to prosecution and fines. However, we understand that usually there is no criminal intent and in these circumstances we will only charge the customer a reimbursement for bank fees and other incurred costs.

Exclusivity

We do not offer exclusivity of the Island Soap & Candle Works' brand products in any one geographical area. However, we strive to coordinate a non-competitive environment among our customers by selling to customers that are a reasonable distance from each other, or offer them a different product mix. We do not exercise control over retail prices except to the extent that we only offer deeper discounts to high volume customers that follow our suggested retail prices.

Private Labeling

We do not offer private label products at this time but may be able to provide some products without packaging if quantities justify and sufficient lead-time is allowed.

Feedback

We thrive on customer feedback. Customer observations, ideas and suggestions are where many of our products originated. We encourage you to point out areas that we can improve and love to receive compliments!

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970 Kipuni Way • Kapaa • Kauai • Hawaii

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