

# Voyageur Soap & Candle Company Ltd.

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## April 3, 2008 Newsletter

Spring has sprung! The days are getting longer and warmer and the flowers and trees are starting to bloom. It is this time of year that many of us start to feel more energized and willing to take on big tasks.

One of those tasks that many of us tackle is SPRING CLEANING! It's time to open the windows and let the fresh crisp air in and let the old stale winter air out! It's time to rid your house of unwanted items and do that deep cleaning that is a tradition in Spring. The weeds are starting again and many of us are spending our weekends in the garden. To help celebrate the joys of Spring we are featuring many natural ingredients and sharing some excellent recipes that help us clean and freshen our homes, and ourselves.

At this time of the year, many of us go and purchase household cleaners and air fresheners. These cleaners are said to rid us of all this dust, dirt, grease and grime and make our homes sparkle and shine. The trouble is though, we don't know what is in the cleaners on the market, and many of the products are made with chemicals that are harmful to your skin, your health and the environment.

Many of us have resorted to buying these premade cleaners as they are convenient, but making your own cleaning solutions is extremely easy and economical and many of the ingredients are sitting in your kitchen cupboard.

We have many of the ingredients we are going to discuss and incorporate in the recipes we are sharing on special this week. As well as our featured products we also have a few hidden specials.

We created HIDDEN SPECIALS to reward all of our loyal customers for signing up for our emailers! Anything that is a hidden special is not shown at the sale price on our website. When you place your order the regular price is shown, but when we process and bill your order with our point of sale system you are given the discount. So if a product shows a price of \$5 but it has a hidden special of 20% off, we will give you a 20% discount when we generate your invoice and you will only pay \$4. These specials are also available in-store, so be sure to drop by when you're in the neighborhood.

THE HIDDEN SPECIALS THIS WEEK ARE:

20% OFF ALL 57 GRAM AND 10% OFF ALL 227 GRAM SIZES OF HERBS AND BOTANICALS. NOWS THE TIME TO STOCK UP ON YOUR FAVORITE HERBS LIKE LAVENDER, ROSE PETALS ETC.....

20% OFF ALL 15ML SIZES OF ESSENTIAL OILS AND ESSENTIAL OIL BLENDS

AS WELL AS OUR HIDDEN SPECIALS WE HAVE MANY GREAT ONLINE AND IN STORE SPECIALS.

<http://www.voyageursoapandcandle.com/store/browse.asp?cat=ofer>

We have a lot of great specials for you this week! Spring is the theme here, so we have put anything that makes us think of spring on special. Keep in mind that Mother's Day is approaching and many of these items could be made into great gifts. The following is just a sneak peak at what you will find:

d-Limonene - 20% OFF UP TO 1 LITRE SIZE

Lavender Hydrosol – 25% OFF UP TO 1 LITRE SIZE

Liquid Castile Soap – 20% OFF UP TO 1 LITRE SIZE, 10% OFF 4 LITRE

MSM Hand Protective Lotion Base – 20% OFF UP TO 1 LITRE, 10% OFF 4 LITRE. This Product makes a great Gardeners Lotion.

Fractionated Coconut Oil – 25% OFF UP TO 1 LITRE SIZE

Apricot Kernel Shells and Fine Pumice Exfoliants. 20% off up to 908 gram sizes. Get your hands nice and clean with these fantastic scrubbing ingredients.

All Scent Diffusers – 20% off - Freshen the air in your living spaces. There are a number of styles to choose from, perfect for any room in your home. The hardest part is choosing which one of our many fragrances to use!

ALL Organza Bags: 25% off singles

These beautiful bags come in different sizes and colors and are perfect for packaging Mother's Day gifts. These bags give soaps and bath salts an elegant look and when used in combination with botanicals and fragrances are great for making scented drawer or closet sachets.

Packaging:

20% off singles, 15% off 1-3 dozen, 10% off 4-6 dozen, 5% off 7 + dozen

500 & 1 Litre Cleaning solution bottle with red and white trigger sprayer

2oz and 4oz Blue PET Boston Rounds with Any Disc Cap

These bottles are great packaging for room and linen sprays!

250 ml Clear PET Boston Round with Natural trigger spray

250 ml PET Veral with Natural trigger spray

To have a look at all of our on-line specials go to:

<http://www.voyageursoapandcandle.com/store/browse.asp?cat=ofer>

Now on to the spring cleaning.

Some of the more popular ingredients used in natural cleaning products are:

**Liquid Castile Soap:** This is a natural, olive oil based, liquid soap. Liquid Castile can be used for dish detergents, household cleansers, and diluted for use as hand soap or baby wash. It is an all natural alternative to commercial surfactants.

Also, unlike traditional cleaning products which use Petroleum based surfactants for their enhanced grease cutting capabilities, we encourage you to try using the Liquid Castile, or if you want to use commercial surfactants for their greater cleansing properties, use vegetable derived ones like Coconut Oil Derived Amphosol, or Bioterge AS-40.

**Sodium Bicarbonate (Baking Soda):** Most of us probably have a box of this in our refrigerators. Simple baking soda is a deodorizer, whitener, freshener and a great ingredient to use in scouring powders and cleansers. If you want to save money we sell it in bulk at a great savings.

**Borax:** A mild natural alkali used as a water softener, preservative, aiding in cleansing in cleansers and detergents. We carry 2 different types of borax; A fine grain 5 mole borax and a very very fine grain (powder) 10 mole borax. The moles refer to water absorbency. If you use borax in laundry or other cleaners the 5 mole is normally used, but if you are using borax to emulsify beeswax in beeswax cold creams, lotions etc... then the 10 mole is used.

**Grapefruit Seed Extract:** A natural extract expressed from the seeds of grapefruit. It is very commonly used in natural cleaners for its antimicrobial and anti-fungal properties.

**Vinegar:** A natural solvent, it has been used for hundreds of years to dissolve soap scum and de-grease kitchen areas.

**Essential Oils:** Essential oils are an integral part of any natural cleansing regime as they provide natural anti-bacterial, anti-microbial and antiseptic properties.

**Citronella:** Antiseptic, bactericidal, -commonly used for its insect repelling properties.

**Clove Bud Oil:** Antibiotic, antiseptic, -has a sweet-spicy odour.

**Cedarwood:** Antiseptic and insecticide, -excellent insect and vermin repellent.

**Eucalyptus Lemon:** Antiseptic, bactericidal, deodorant, fungicidal and insecticide.

**Lavender:** Anti-microbial, deodorant, insecticide, and parasiticide, -sweet, floral scent.

**Lemon:** Anti-microbial, antiseptic, bactericidal and insecticidal with a light, fresh, citrus scent.

**Lime:** Antiseptic and bactericidal, -its fresh, sharp, citrus scent is a popular deodorant.

**Peppermint:** Anti-microbial, antiseptic, and antiviral. Has a clean fresh scent.

**Pine:** Antiseptic, bactericidal and insecticidal. A common antiseptic in today's commercial cleaning products because of its ease of availability. Pine oil is probably the most widely used of the essential oils, commonly used in today's hospital antiseptics, and industrial cleaning applications.

**Rosemary:** Anti-microbial, antiseptic, and fungicidal. Widely used in commercial spray cleaners because of its anti-microbial properties and its strong, fresh, mint-herbaceous scent with woody-balsamic undertones.

**Tea Tree Oil:** An unusual oil in that it is effective against all three varieties of infectious organism – bacteria – fungi- viruses. The most potent of the natural anti-bacterial essential oils, it has been used for centuries in Australia.

THESE ARE JUST A FEW OF THE POPULAR INGREDIENTS. MANY MANY MORE COMMON INGREDIENTS ALSO WORK GREAT TO HELP CLEAN AND DEODORIZE YOUR HOME.

Ask your grandparents! They all grew up using these simple ingredients to clean their homes. Sometimes you can't beat Vinegar and Water. All it takes is a little time and a little scrubbing. But a bit of time making your own concoctions and a bit of elbow grease is a small price to pay for PEACE OF MIND.

BUT AS GOOD AS THESE COMMON INGREDIENTS ARE THERE IS STILL ONE THAT I LEFT OUT. WHILE NOT EASY TO FIND, WE HAVE IT AVAILABLE TO OUR CUSTOMERS.

**D-Limonene.** If you're looking for an extra special, heavy duty, yet natural ingredient to put into your solutions, this is the one you've been looking for!

D-LIMONENE is a natural, biodegradable, citrus derived solvent used in personal-care hand cleaners and household and industrial cleaning products.

D-Limonene is the major component of the oil extracted from the citrus rind. When citrus fruits are juiced commercially, the oil is pressed out of the rind. This oil is separated from the juice and distilled to create products like Orange Essential Oil and flavour compounds. The bulk of the distilled oil is left behind and re-distilled in a steam extractor to create D-Limonene.

D-Limonene is a well recognized degreaser and solvent. As a straight solvent, it is considered better than typical mineral spirits without the danger or potential for irritation. It is widely used in industrial hand cleaner and is also growing in the making of common household cleaning products because of its incredible cleansing and grease cutting capabilities.

The potential uses of D-Limonene are so great and depending upon the amount that is used, it can be formulated into many different household products such as: adhesive remover, air freshener carpet cleaner, chewing gum remover, all-purpose cleaner, dishwashing liquid, jewelry cleaner, laundry detergent, BBQ grill cleaner, floor cleaner (vinyl, ceramic & wood) and many more. The key with D-Limonene is the amount used. A bit will do general cleaning, and higher concentrations will strip oil stains off driveways.

Note: Caution should be taken when packaging products with high concentrations of D-Limonene. Ensure that if you are using a plastic bottle it is a firm feeling bottle, manufactured with a high density plastic; Heavy duty HDPE or PET.

We encourage you to have fun experimenting with the use of d-Limonene around your home as an easy, natural replacement for many of your current chemical based cleaning products.

Here is a great natural spray cleaner that uses D-Limonene. As you can see you don't need much to make a very effective cleanser.

## **All Purpose Spray Cleaner**

## 500ml Cleaner Bottle

3 tbsp	D-Limonene
3 tbsp	Polysorbate 20
1 2/3 Cup	Water - Warm
1 tbsp	Borax
3 tbsp	White Vinegar
3 tbsp	Liquid Castile Soap
1 tsp	Citricidal Grapefruit Seed Extract
10 drops	Essential Oils of Choice.

**Directions:** Mix in a large measuring cup the D-Limonene & Polysorbate 20. Dissolve Borax in the water. Add Water / Borax solution and then add other ingredients with gentle agitation. Make sure Borax is dissolved. Pour into a spray bottle. Shake and spray onto appliance surfaces, counter tops, wherever a general cleaning is required.

## General Purpose Adhesive, Wax, and Gum Remover

Makes 2 – 2oz Bottles or 1 – 4oz Bottle

8.0 %	Polysorbate 20	12 grams
8.0 %	d-Limonene	12 grams
73.5 %	Water – Warm	110 grams
10.0 %	Liquid Castile Soap	15 grams
0.5 %	Citricidal Grapefruit Seed Extract	1 gram

**Directions:** Measure out and mix together the Polysorbate 20 and D-Limonene. Add warm water and stir gently to combine. Add Liquid Castile Soap and Grapefruit seed extract and stir to combine. Package in Natural HDPE bottles with Dispensing Caps for quick response to emergency cleaning situations.

As well as Spring cleaning, it is also important to use natural scent to brighten and enhance your home. Nothing makes a house seem fresher than scent. Whether it is cleaning using the fresh smell of citrus from D-Limonene, adding your favorite Essential Oil to a Diffuser, or creating your own room sprays, giving your home a nice fresh scent can make a world of difference.

My favorite products that make me think of spring are hydrosols. Our floral Hydrosols are made by steam distilling the flowers of the plants they come from. Hydrosols are often confused with commercial floral waters, which are basically just essential oils or synthetic fragrances that are emulsified into water. Hydrosols are widely used to replace the water portion of many skin care products or they can simply be used all on their own for toning the skin or for use as a natural room or linen spray. Currently, we carry Lavender, Orange Flower (Neroli) and Rose Hydrosols. Each one of them is beneficial to the skin as they carry the therapeutic benefits of the plants that they originated. Unlike essential oils they can be applied directly to the skin without irritation.

A great use for Hydrosols is as Linen or Room Sprays. Just dilute the featured Lavender Hydrosol 50/50 with water and then enjoy a fresh and fragrant mist for your linens and clothes. Spray directly onto your household

linens and clothes before and after ironing, or a few spritzes in the air, on pillows or bedding to give you the relaxing and peaceful benefits of Lavender, and the subsequent relaxing night's sleep.

If you want to make Body Sprays, Room Sprays or other misters using Essential Oils you will need to use Polysorbate 20 to emulsify the Essential Oils in your Water. The general rule of thumb is to use equal amounts of Polysorbate 20 to the Essential Oils. It works best to mix the essential oils and Polysorbate together first then add the water. For products with high levels of essential oils we recommend packaging in glass bottles with misters. Our 2oz and 4oz Blue Glass Bottles are great for natural Bug be Gone Sprays, Anti-bacterial sprays using Essential Oils and Witch Hazel etc...

For those of you who aren't familiar with Polysorbate 20, it is a non-ionic surfactant made from Oleic acid (olive oil) and Sorbitol (sugar). It is used to disperse and emulsify ingredients in a wide range of cosmetic, food and pharmaceutical applications. It is used by aroma therapists as an essential oil solublizer, and is indispensable to anyone wanting to emulsify oil in water in body misters, room sprays and similar products. Use it anywhere that you need a secondary emulsifier, or need to emulsify oil based ingredients like essential oils, fragrance oils, or carrier oils in water.

And for you Gardeners out there, try our fantastic MSM Lotion. We are offering it right now on special either as our unscented premade Base, or in Kit form. Also, don't forget those nails. We still have to look great even after we are out pulling weeds and playing in the dirt, so we have on special our nail brush, and our Minute Manicure Kit.

#### UPCOMING CLASSES:

We still have a few spaces in our Mineral Make-up and More Class on Saturday April 12<sup>th</sup> at 1:00pm. Those few spots need to be booked through Fraser Valley Continuing Education at 604-533-4227.

We also have spots available still in our Soap Making Basics Class on Saturday April 12<sup>th</sup> at 9:30am. Please call us at 604-530-8979 or Fraser Valley Continuing Education at 533-4227 to reserve your spots in this class.

AGAIN,

Thank you so much for your business and the feedback you give us. We share a passion for making products, and love the opportunity to share our knowledge and experiences with you. In our next email that will be coming out in a few weeks we will be focusing on Business Development, Regulatory Issues, Good Manufacturing Practices, Labeling and Packaging your Products and most of all Keeping it Fun.

If you have any questions or concerns or you do not wish to receive our email updates anymore, please email us at [neely-voyageursoap@telus.net](mailto:neely-voyageursoap@telus.net) or simply give us a call at 604-530-8979 or toll-free at 1-800-758-7773.

Sincerely,

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Voyageur Soap & Candle

