

CANDLEMAKER'S COMPANION

Create Beautiful Artisan Candles
for Fun & Profit



THE HANDCRAFTER'S COMPANION

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CHAPTER 1: INTRODUCTION TO CANDLEMAKING

CANDLEMAKING: A POPULAR HOBBY - A PERFECT HOME BUSINESS

There are many reasons people burn candles: as air fresheners, to set a certain mood, for religious purposes, as a source of light, even as a tool to sell houses. With the wide variety of candles available today such as container candles, pillar candles, gel candles, natural wax candles and candle tarts, there is bound to be a candle making specialty that appeals to anyone looking to have some fun with a new hobby or to grow a hobby into a substantial, thriving business.

The candle industry has grown by leaps and bounds in recent years. The demand for candles is huge, and more and more people are beginning to look to candle making as a fun hobby, or as a way to supplement or entirely replace their income.

Making candles part-time and selling them at various local craft shows or through local retailers is an excellent way to earn some extra cash.

Most people tend to gravitate toward candle making as they begin to realize just how much money they spend on candles. While learning the craft takes an investment of both time and money, it can be time well spent as it is easily achievable to make your own candles that are of comparable, if not better quality, than what is already available in the mass marketplace.

While some people do see candles as a way to earn a living, others are choosing to continue their candle making activities purely as a hobby. There is much enjoyment in creating the perfect candle. By making your own candles, you can create candles designed specifically for your own personal tastes.

Maybe you prefer natural wax to paraffin wax and have a hard time finding natural wax candles. Now you can make your own. Maybe you can never find your favorite scent in a color you like. Not a problem. You can simply make some for yourself in any scent or color you desire.

If you are truly a candle lover, learning to make your own candles can be personally rewarding and a lot of fun!

For those individuals looking to take a more substantial leap into the craft, and perhaps even leave their current job, there are numerous ways to do so. Some candle makers wholesale candles to other retailers all over the country.

Others set up their own websites and sell their candles at retail from an online store. Still others make their fortunes by primarily promoting their candles through fundraisers held by non-profit organizations.

Whatever your ultimate goals may be in making your own candles, it is a craft worth learning to do right. There are many books on the subject and the internet is filled with helpful hints, tips, and resources. Dive in, dig deep and you will be amazed by the fantastic candles you can create.

And the best part is, you get to say that you made them yourself.

GETTING STARTED WITH CANDLEMAKING

Making the decision to try your hand at candle making is easy. Figuring out where to go from there is a bit harder. While many of the big, national craft stores sell candle making supplies, their offerings are not always of the best quality, and their selections tend to be extremely limited. To obtain the best value for your supplies, it's advisable to visit one of the many internet sites devoted to the craft of candle making.

On these specialty websites you will find not only a wide variety of waxes, fragrances, wicks, containers and accessories, but many will also contain message boards full of valuable information for newcomers as well. The best way to learn how to make candles is to communicate with and learn from those who have already done it.

You will not only gain valuable knowledge, but you will very likely save yourself time and money by not replicating the many mistakes they have most likely made. A large part of learning the craft is trial and error, and you may be surprised by how willing others are to share their experiences.

Once you have done some research, decided what kind of candles you are going to make, and have an idea as to how you are going to go about making them, it is time to buy your supplies. The most important thing to keep in mind is to buy only what you need. With as many supplies as there are available, it's tempting to want to buy anything and everything that looks appealing.

Keep in mind that you are most likely going to make adjustments in your supplies and techniques as you get going. While bulk buying may offer significant cost savings, it is advisable to purchase in smaller quantities when you're getting started until you know that you are pleased with your end result. It doesn't make much sense to purchase fifty pounds of something that ends up not working to your satisfaction.

Another thing to keep in mind is that most of the online candle supply retailers do not require a minimum purchase. Because of this, you do not have to be limited to just one supplier. Shop around. You may find better prices or widely different offerings from one supplier to another. Suppliers closer to you may save you substantial money on shipping so see what you can buy close to home when possible.

Finally, as holds true in so many areas, cheaper is not always better. When it comes to candle making, you pay for quality. As you will quickly learn, you do get what you pay for. This becomes very apparent as you start working with your waxes and fragrances.

While getting started making candles can be intimidating, just keep in mind that many others have conquered the task before you. Listen to those willing to share and learn from their triumphs and mistakes.

However, you choose to go about learning, just keep in mind that even the most experienced candle makers can always learn something new as well. Don't be afraid to experiment, and most of all, have fun in your new endeavor.

WHAT YOU'LL NEED TO START CANDLEMAKING

When considering all the various candle making supplies available to today's candle maker, the list seems virtually endless. It seems a daunting task to determine what is truly necessary for candle making versus what may be simply helpful.

Let's cover the most basic necessities and briefly identify some of the common equipment and supplies that you may find to be helpful. Two of the most important supplies that you will need for candle making are a double boiler and a thermometer.

Double Boiler: The double boiler is necessary for melting your wax in a safe and efficient way. Double boilers may be purchased or even created simply by purchasing a pouring pitcher and placing it into a pot of boiling water.

Thermometer: The thermometer is essential for determining when to add additives, fragrance and dyes, and for ensuring that wax is removed from the heat at the appropriate time. Often a candy thermometer that you find at a discount store can work just as well as a thermometer marketed specifically for candle making.

Candle Wax: Certainly, the key component in any candle is wax. The type of wax you choose to work with is entirely up to you and is usually a very personal decision. Some people will work only with paraffin wax, while others will work only with natural wax options.

Wicks: Another essential supply is wicks. The variety of wicks available can seem a bit overwhelming. Wicks come in both pre-tabbed and untabbed varieties, so make yourself familiar with both options. A couple of things that you will want to look into and consider when choosing wicks are the size and diameter of the candles you are making, the type of wax you are using and whether or not you are making a paraffin vs. an all-natural candle. All of these things will ultimately factor into your wick decision.

Fragrance: If you are scenting your candles, you will need to choose fragrance to work with. Again, this is an area that requires some research. Some fragrances are more concentrated than others and their reaction in different waxes may vary. Some work well in paraffin, but not in soy. You may need to adjust the amount of fragrance oil you use based on the type of wax you are using.

Dye: If you choose to use dye, be aware that dyes come in a variety of forms. There are liquid dyes, powdered dyes, dye chips and more. Make yourself familiar with what is available and how each is used.

Containers: If you are making container candles, you will need a different wax than if you are making votives. To determine what type of wax you will need, it may be helpful to consult a book on candle making. A great alternative is to explore some of the many candle making supply websites you can find online. You'll find a variety of waxes when you shop online. Most of the candle making supply websites provide excellent information about which wax is best used for what purposes.

You may also want to consider these handy items to make your candle making more efficient: wick stickers or glue dots to secure your wicks in place, wick clips to keep your wicks straight, a digital scale to accurately weigh your wax and fragrance, wax additives to correct a particular wax issue, candle molds if you are making molded candles and a heat gun for preheating containers and smoothing candle top imperfections.

The number of candle making supplies and options is amazing. As you gain more candle making experience, you will begin to learn which supplies and equipment will best meet your personal candle making needs.

DETERMINING THE TYPE OF CANDLE TO MAKE

Most people begin candle making because they want to be able to make their own candles to fragrance their homes. With that goal in mind, learning to make container candles is probably the best and easiest way to get started.

Container candles are considered one of the easiest types of candles to make. The whole purpose of a container candle is to scent the air. As long as you start with all of the necessary supplies and a good set of directions, you will soon be on your way to creating awesome container candles.

Before you get started, you will need to answer a few simple questions.

- What type of wax are you going to use?
- What type of container are you going to pour into?
- What fragrance do you want to use in your candle?
- Do you want to add color to your candle?
- Will your preferred wax require the use of additives?

Once you know the answers to these questions, you can begin gathering your supplies together. To make a basic, single pour container candle you are going to need the following:

- Jar: Most people begin with 16 oz. jars because they make it easy to calculate proportions.
- Wax: A “one-pour” paraffin or soy wax is recommended; be sure that it is designed for use in making container candles.
- Wicks: Select a wick that is applicable to the container diameter and type of wax
- Fragrance: Select a fragrance that is appropriate for your type of wax
- Dye: Use a dye that works well with the scent and type of wax you are using
- Double boiler: To heat your wax to the ideal temperature for pouring
- Pouring pitcher: To pour your melted wax into the prepared container
- Thermometer: To ensure that your wax is the ideal temperature for adding ingredients and pouring melted wax into your container

Next, you will need good, easy-to-follow instructions. Typically, the best place to go for candle making instructions is the supplier where you purchased your candle wax. For example, if you purchase your wax from an online candle supply retailer, they should have detailed instructions for each and every wax they sell.

Simply look up the specific instructions for the wax you have decided to work with. Many of these sites also offer message boards and instructions on how to select appropriate jars and wicks, and can be a wealth of information.

If you choose not to research or buy online, there are a number of books available on the subject of candle making as well that can guide you step-by-step in making the perfect container candle.

Making container candles offers a great introduction to the art of candle making. The more experience you gain as you pour container candles, the better equipped you will be to expand your candle making skills into different types of candles in the future.

CHAPTER 2: HOW TO MAKE A CANDLE

Making a candle is relatively straight forward, once you have the materials and plan for what you would like to make. Although this may change a little based on your ingredients and candle style, here are the steps for making a basic candle.

1. **Measure out the amount of wax you will need.** A good rule of thumb is to fill the candle container you plan to use with unmelted wax and then double it. Make sure to keep your workspace clean so that the wax remains as pure as possible.
2. **Melt the wax in a double boiler.** Put the wax in a water bath or double boiler for 10 to 15 minutes, or until it is completely melted.

3. **Add fragrance or other additives.** Once the wax is melted, you can now add a few drops of fragrance, essential oils, colorants, or other additives to create your perfect candle.
4. **Prepare your wick.** You'll need to attach the wick to the bottom of the candle container or mold to make sure that it goes all the way through the candle. You can either glue it to the bottom or dip the end of the wick in some wax and let it harden at the bottom for 5 minutes.
5. **Pour the wax into your container.** Once your wax is completely melted, remove it from the heat and let it cool to approximately 140 degrees. Gently hold the top of the wick and then pour the wax into the container.
6. **Stabilize the wick.** Use a chopstick, pencil, or piece of cardboard to hold the top of the wick in place while it cools so that it doesn't fall down into the candle.
7. **Let the wax cool for about 4 hours at room temperature.** Once the wax has hardened, you may notice some cracking or unevenness at the top of the candle. Melt a little more wax and add it to the top to even it out.
8. **Trim the wick.** Cut the wick so that it is less than half an inch long at the top of the candle. Having a wick that is too long will create a flame that is too large or will flicker.

CHAPTER 3: WAX

SELECTING THE PROPER WAX

If you are a connoisseur of candles, then no doubt you have heard the great debate: paraffin wax vs. natural wax. While some candle makers choose to offer two separate candle lines, most crafters choose to focus their efforts on one type of wax or the other.

Every wax offers its own set of benefits and challenges; it is up to the user to decide which wax best suits their needs. If you plan to sell your candles, you may also wish to keep in mind the types of shoppers you will be selling to when making your wax decision.

Today's waxes offer candle makers a wide selection of choices from vegetable and plant-based waxes such as palm, soy and bayberry, to petroleum by-product waxes that are the most common among mainstream retailers.

Consider who you are selling your candles to, and what your own personal preferences are, when selecting the best wax for you. Regardless of which you choose, most types of wax are capable of producing excellent candles that you and your customers will enjoy.

Selecting the ideal natural wax to use in your candles depends on several key factors.

First, determine what type of candles you are going to make. For example, the type of natural wax you would use for container candles is very different from the type of natural wax you would use for taper candles.

Next, you need to determine what the most important wax traits are to you.

- Is it important that the wax is easy to work with?
- Do you prefer a wax that requires very little to no additives?
- Do you want superior scent throw?

Ultimately, the decision comes down to personal preference.

TYPES OF WAXES & THE GREAT WAX DEBATE

Candle making was developed independently in many countries throughout history:

- The Egyptians and Cretans formed candles that were made out of beeswax as early as 3000 BC,
- The Chinese created candles from whale fat during the Qin Dynasty, around 210 BC. In early China and Japan, tapers were made with wax from insects and seeds, which were then wrapped in paper.
- In Rome, tallow, derived from suet, was used to create their candles.
- In the 18th century, spermaceti, produced from the sperm whale, was introduced as a candle making component.
- By the late 18th century, colza and rapeseed oils had been introduced as less-expensive substitutes; but the most noted development came in 1830, when paraffin was first distilled – creating a high-quality, odorless candle.

Early candle making was a relatively simple process tallow was placed into a melting pot, then poured into molds that were made of bronze. A trough would catch the excess wax, and return it to the melting pot. Wicks for these early candles were comprised of hemp, most often created from the pith of rushes. The wicks were suspended from a horizontal rod hanging above the mold.

Today's waxes offer candle makers a wide selection of choices from vegetable and plant-based waxes such as palm, soy and bayberry, to petroleum by-product waxes that are the most common among mainstream retailers.

Paraffin Wax: When we think of candles, most of us think of paraffin. Paraffin wax is typically a white, odorless, tasteless, waxy solid, that is typically unaffected by most chemical reagents. It features a low melting point, and burns readily. Today's marketplace offers a wide assortment of waxes within this classification, characterized by the application for which they are best suited. Because paraffin is created as a byproduct of petroleum, many long-time candle makers have abandoned it in favor of one of a multitude of vegetable or plant based alternatives.

Benefits of using paraffin for your candle creations include its superior scent throw and ease of use; selecting the ideal paraffin wax to use in your candles requires an analysis of several key factors.

First, you need to determine what type of candles you are going to make. For example, the type of paraffin one would use for container candles is very different from the type of paraffin one would use for pillar candles.

Next, you need to determine what wax traits are most important to you.

- Is it important that your wax is easy to work with?
- Do you want one that requires little or no additives?
- Are you looking for the strongest scent throw possible?

Ultimately, the decision comes down to personal preferences and finding the best wax to match your desires.

Paraffin comes in many varieties. Some are soft and easy to work with, which others are quite hard, and must be cut from slabs. The melting point is the term used to describe the temperature at which the wax will begin to melt. Melting points of paraffin wax range from approximately 127 degrees Fahrenheit (53 degrees Celsius) on the low end to 145 degrees Fahrenheit (63 degrees Celsius) on the high end. The higher the melting point, the harder the wax.

One of the benefits of lower melting point paraffin waxes is that the softer wax helps to retain the fragrance of the candle until it is burned. This trait makes lower melting point paraffin waxes ideal for container candles. In addition to their wonderful ability to retain scent, these low melting point waxes are extremely malleable and almost never requires the use of additives.

Some candle makers love the benefits of these softer waxes; however, they can be sticky to work with, and tend to emit more soot than other waxes.

Medium melting point paraffin waxes are most commonly used for votives and sometimes containers. A medium melting point paraffin will be harder to the touch and will keep its shape better than the lower melting point paraffin waxes. This type of wax often requires use of additives, thus resulting in more experimentation in making your candles. Medium melting point paraffin typically come in blocks, and can either be chipped off or cut off in chunks for use.

Higher melting point paraffin is typically reserved for the creation of items such as pillars, hand-dipped tapers, molded, shaped, or carved candles. These waxes are used for making such candles because of firmness, and because these types of candles do not often require the stronger scent throw of other types of candles. High melting point paraffin waxes will almost always require the use of additives, and they do not retain fragrance as well as the softer paraffin waxes.

A few other types of paraffin wax include microcrystalline wax, which is typically blended with other waxes for purposes such as increased burn time or changing the physical appearance of the wax it is being blended with. Petrolatum wax is a higher in oil content than other paraffin waxes, and is most typically used as an additive to increase the scent throw of a candle.

Many craft stores have begun carrying a small range of paraffin waxes. However, these waxes are typically of mediocre quality and are not intended to meet the needs of more serious candle makers. For a wide array of quality choices, it is recommended that you visit one of the many specialty online candle making supply websites. Not only do they offer a wider selection of waxes, but they also offer detailed instructions on how to work with each one.

You'll also find the other supplies you may need, making these websites excellent one stop shops for purchasing all your candle making supplies.

Microcrystalline Wax: Microcrystalline is a type of wax produced by de-oiling petrolatum, as part of the petroleum refining process. It is characterized by the fineness of its crystals in contrast to the larger crystal of paraffin wax, and has a higher molecular weight and melting point. It is darker, more viscous, denser, tackier and more elastic than paraffin waxes. The elastic and adhesive characteristics of microcrystalline waxes are related to the non-straight chain components which they contain.

Typical microcrystalline wax crystal structure is small and thin, making them more flexible than paraffin wax; this is useful when some desired functional changes in the paraffin are needed, such as flexibility, higher melt point, and increased opacity. It is a common ingredient in cosmetic formulations.

Microcrystalline waxes when produced by wax refiners are typically produced to meet a number of ASTM specifications. These include congeal point (ASTM D938), needle penetration (D1321), color (ASTM D6045), and viscosity (ASTM D445). The laminating grades typically have a melt point of 140-175 F, and the hardening grades will range from about 175-200 F. Color in both grades can range from brown to white, depending on the degree of processing done at the refinery level.

While microcrystalline waxes are excellent materials to use when modifying the crystalline properties of paraffin wax, recent industry trends in the base lubricant market have reduced the total number of refineries producing microcrystalline waxes.

Gel: Candle gel is a product comprised of mineral oil and a polymer resin; the two components are mixed together to create the gelatin-like substance that forms the basis of the candle. The gel is classified in three different densities, based upon the amount of fragrance it can hold. The popular Versagel™ brand offers CLP, CMP, and CHP densities. The highest density, CHP is recommended for those applications in which a heavy scent load is required, or if you plan to suspend objects in the gel.

Gel candles are most commonly wicked with zinc core wicks. Gel candles burn differently than paraffin candles, so it may take a bit of testing to find the best wick for your particular size container and candle gel combination. It is also recommended that you consult the manufacturer or retailer to obtain any available instructions or recommendations before attempting to create gel candles.

Natural Wax: Natural waxes, such as soy, beeswax, Bayberry, and palm wax, have become readily available to candle makers, and many are gravitating to these waxes for their natural and beneficial properties. While natural waxes may be slightly more expensive than paraffin, they are still an affordable option.

Because the scent throw of natural waxes is typically softer than paraffin, sometimes attaining a strong scent throw, or getting heavier amounts of fragrance oil to blend well with the wax, can be a challenge. Esthetic concerns are also usually more of an issue with natural waxes. Soy wax, for example, is prone to 'frosting', a white residue that can form on the tops and sides of the candle. Natural waxes may also have a tendency to form bubbles which make the candles less attractive to the eye.

Conversely, there are many benefits to natural waxes. Overall, they do burn cleaner with less soot than paraffin candles, avoiding sooty build-up on walls. They also clean up with just soap and water in the event of a spill. Finally, they tend to appeal to many people because of their agricultural origins. Rather than support the petroleum industry as paraffin does, natural wax candles support agriculture, and are a renewable resource.

The primary debate over candle waxes centers around what is considered to be "natural." Proponents of soy and other vegetable or plant-based waxes note the materials as biodegradable and all natural; however, most soy beans that result in the ultimate manufacture of soy wax for candle making are genetically modified. Clearly, this is a discussion that will continue to draw attention and opinions for many years to come.

Soy Wax: Soybean wax, often referred to simply as "soy wax," is produced with hydrogenated soybean oil. It was created by inventor Michael Richards in 1993, who was looking for a cheaper alternative to beeswax, thus becoming perhaps the largest innovation in the candle industry in over a hundred years.

The most common form of natural wax is soy wax. As the name implies, soy wax is made from soybeans, and is an all-natural vegetable wax. Soy wax, because of its composition, burns cleaner and cooler than paraffin wax. It contains fewer toxins and carcinogens than paraffin wax, but also tends to be a little bit more expensive.

Because soy wax is made from an agricultural product, many people like the fact that soy wax supports the agricultural economy, and is a renewable resource.

Most often used in container candles and votives, soy wax requires the addition of additives to eliminate some esthetic concerns and to increase fragrance retention and scent throw. Although soy wax offers many environmental and health benefits, it can be tricky to work with.

The earliest soy wax introductions were often criticized for their inability to hold fragrance, as well as appearance issues most notably a condition referred to as frosting when the surface of the candle has a white, filmy coating. Improvements in soy wax formulation have remedied many of these early problems, and present candle makers with higher quality materials with which they can create candles.

Beeswax: While beeswax is the longest burning of any candle wax available, it is also one of the most expensive. Beeswax is most commonly used to make taper candles, and while it can be used in other types of candle making, most people find it simply too expensive to use in most applications.

Beeswax is a natural wax produced in the bee hive of honey bees of the genus *Apis*. Beeswax is produced by young worker bees between 12 and 17 days old in the form of thin scales secreted by glands on the surface of the abdomen. The wax of honeycomb is nearly white, but becomes progressively more yellow or brown by incorporation of pollen oils. The wax scales are about 3 mm across and 0.1 mm thick, and about 1100 are required to make a single gram of wax.

Western honey bees use the beeswax to build honeycomb cells in which their young are raised and honey and pollen are stored. For the wax-making bees to secrete wax, bees must consume about eight times as much honey by mass. Estimates are that bees fly 150,000 miles to yield one pound of beeswax.

Beeswax is often used is to blend it with other waxes – this allows candle makers to create a blended wax that can impart some of the qualities of beeswax without being cost prohibitive.

Bayberry Wax: Bayberry is often referred to as Candleberry, Sweet Gale, or Wax-Myrtle is a species of deciduous shrub. The roots have nitrogen-fixing bacteria which enable the plants to grow on soils that are very poor in nitrogen content. The fruit, or berry, is a small drupe, usually with a wax coating.

Bayberry Wax is an aromatic, green vegetable wax, derived from the berries of Bayberry shrubs. The wax is obtained by boiling the berries in water, and skimming the wax from the surface of the water. It is a very hard wax, and features a natural bayberry scent.

The first American colonists discovered that bayberries could be used to make candles, but the yield was very poor. Fifteen pounds of boiled bayberries would provide only one pound of wax.

In addition to its wax yielding capabilities, Bayberry foliage is a traditional insect repellent, used by campers to keep biting insects out of tents.

Palm wax: *Copernicia Alba* is a South American species of palm tree, which is found in in the humid part of the Gran Chaco region in Bolivia, Paraguay, Brazil, and Argentina. Its English trade name is wax palm or caranday wax palm; it belongs to the same family as the Carnauba wax palm.

Ancient peoples in South America used wax palm for making candles by scraping away wax on the leaves.

Palm wax offers a unique appearance, often described as crystalline, and is considered to be a clean-burning, lowsoot alternative to paraffin. It is most often used, however, as an additive, or in blends with other types of waxes. While palm wax offers many benefits in appearance, jar adhesion and ease of use, it is known to be a challenge to wick correctly. Candle makers are encouraged to

contact the manufacturer or retailer for recommendations on wicking prior to attempting to pour this wax.

When considering using natural wax in your candles it is important to consider your personal preferences as well as your target market. If you feel strongly about supporting the agricultural industry and about offering a vegetable-based product, then soy or other natural waxes may be a great option for you. If you plan to sell your candles at farmer's markets or to natural food stores, you will want to select a natural wax for this purpose.

While natural waxes do tend to cost slightly more upfront, most consumers are also willing to pay a little more for your product if they have been provided with adequate information on the benefits it provides. Ultimately, your market, and personal preferences will determine what wax is best for you.

CHAPTER 4: WICKS

A FEW WORDS ABOUT WICKS

When people begin making candles, they are often surprised by just how many wicks there are available. This can make it a bit complicated to determine the best wick for each type of candle.

Choosing the right wick can be the ultimate difference in whether your candle is a raging success, or a not-so-subtle failure. Proper wicking makes all the difference when it comes to the life of the candle, how well it burns and whether or not it even stays lit.

Specific wicks are designed to burn best with certain wax applications. That said, you will need to pay special attention to the information provided by the manufacturer if your supplier does not provide this information, try contacting the manufacturer directly. Wicks are available in a variety of materials – from cotton, to hemp, to paper, to those with metal cores – each wick offers different benefits and has certain situations in which they are best used. Most wholesale suppliers will provide information on the best recommendation for wicking for any of the waxes that they offer for sale.

Wicks come in a variety of sizes, described by a series of numbers which can be complex to understand at the outset. You will need to familiarize yourself with what the numbers mean, so that you can determine what wick type and size that you will need. The diameter of the candle (or of the container, for container style candles), will determine the size of the wick that you need. Typically, the larger the diameter of the candle, the larger the wick size you will need. In some

instances, it may be appropriate to use multiple wicks in a single candle in order to insure a complete melt pool.

A common problem that occurs from selecting the incorrect size wick for your candle is known as “tunneling.” This condition describes when the wick burns a hole down the center of the candle, leaving a tunnel of wax around the sides of a container. To avoid tunneling, you will want to make sure that the wick is not too large for the candle you’re creating, causing the candle to burn faster than it should, and resulting in excessive smoke and soot.

Candle wicks are classified by the number of threads spun or braided together. A larger ply will equate to a larger melt pool, and will consume a greater amount of wax. If you are unsure of the type of wick you need, it is recommended that you consult with your supplier for their recommendations. In order to insure you are always creating a safe and efficient-burning product to market, you should always test every candle style, or wax/wick combination before offering them for sale.

HOW DOES A CANDLE WICK WORK?

A candle wick burns wax by using a process known as a capillary action. The capillary action transports the melted wax to the flame where the liquid wax is vaporized, and subsequently burns.

The majority of candle wicks are coated with wax in order to provide an initial fuel source when the wick is lit. A process known as mordanting is used to treat with wick with flame resistant material this prevents the wick from being totally consumed by the flame, and prohibiting the liquid fuel from reaching the flame.

Candle wicks are normally made out of braided cotton, and may contain a stiff core comprised of zinc or paper fibers. Lead core wicks were banned in the United States by the Consumer Product Safety Commission, in response to the growing concerns of lead poisoning. While the ban has been in place for decades, there are still some rare instances in which imported candles with lead wicks have made their way onto mainstream retailers' shelves.

Trade associations such as the National Candle Association and the International Guild of Candle Artisans support safe candle manufacturing initiatives and offer additional information and resources for candle makers.

A BRIEF OVERVIEW OF COMMON WICK TYPES

Wicks come in one of two options, either pre-tabbed or on spools.

Pre-Tabbed: Pre-tabbed wicks are most often used in container candles and votives. They are stiff wicks of varying lengths with a metal base attached. The wick is connected to the tab by a longer metal piece referred to as the wick collar or neck, which also come in a variety of lengths. The

purpose of a wick tab is to stop the candle from burning once the flame on the wick reaches the metal neck of the tab. This extinguishes the flame before it can reach the bottom of the container, which can cause the container to overheat and break.

Spoiled Wicks: Spoiled wicks are most commonly used in pillars and tapers and can either be used without tabs, or tabs can be attached by hand.

Most importantly, you should always test each and every candle type you create before you ever offer them for sale. This will ensure that every candle you create will have the right combination of materials, will burn correctly, and offer the consumer many hours of fragrance and enjoyment.

Other types of wicks include:

Cotton and Paper Core Wicks: This type of wick is comprised of an inner core of paper or cotton, surrounded by outer braids. It is a popular choice for candle makers who prefer a natural wick construction. Paper wicks produce a cooler flame, while cotton, by comparison, burns the hottest.

HTP Coreless Wicks: HTP wicks are comprised of a flat braid that incorporates thin paper fibers into the braid. This type of wick is preferred for a candle that requires a hotter burn.

RRD Cotton Cored Wicks: Round wick with braided cotton core; designed with tension threads; design provides a centered burn pool, self-trimming burn characteristics and a consistently high rate of fuel flow. Works well with viscous fuels such as vegetable wax, gels, and one pours. These wicks have been found to be very effective in making container candles.

ECO Coreless Wicks: The ECO wick is a flat, coreless, cotton wick with thin paper filaments interwoven for burn stability. Specially treated paper threads provide a controlled curling of the wick making the ECO series self-trimming, and results in minimized mushrooming, soot and smoke. ECO wicks are particularly successful in lower melt-point vegetable and paraffin waxes.

LX Coreless Wicks: The LX wick is a braided, coreless, flat wick manufactured with stabilizing threads that ensure an optimum burn. Provides a stable and consistent flame, which minimizes, or eliminates, mushrooming, and reduces smoke and soot. The LX series of wicks is designed to improve the burning of paraffin and vegetable waxes in containers.

CD Coreless Wicks: Coreless, non-directional, flat braided wick with a paper filament woven around it. Used in many different applications and is especially compatible with the harder to melt viscous waxes of both paraffin and vegetable base.

Zinc Cored Wicks: Easy-to-use, as the design helps the wick to remain straight and upright. Often used for tea lights, votives, and container candles.

Keep in mind that there is no exact science to choosing proper wicks – your best results will be achieved after testing your own formulation. While manufacturers may be able to recommend certain types of wicks that will work well, you still may need to experiment to see what works best in your candles. Ultimately, you'll discover the wicks you most enjoy working with. By testing

different wicks, you'll not only be able to learn which wicks produce your desired results, but you will ultimately produce a better candle.

The rigid, easy-to-use design of zinc-cored wicks makes them the perfect choice for tealight candles. Zinc-cored wicks are also used in votive and container candle designs.

CHAPTER 5: ADDITIVES, COLORS, & FRAGRANCES

USING ADDITIVES IN YOUR CANDLES

As new candle makers consult various candle making resources for instructions and troubleshooting, it is highly likely that the use of additives will be mentioned at one point or another.

Before getting into detail about each individual additive, there are a few things to keep in mind when working with these products. Use of any additives in your candles will almost always affect the way the dye works with your wax.

Your dye recipes may need to be adjusted when using additives. As stated previously, you will need to conduct testing to determine what combination works best for your application.

In addition, additives will most likely have an effect on your wick size. Because additives are often used to increase the melting point of your wax, you may need to adjust your wick size accordingly.

THE MOST COMMON ADDITIVES

Vybar: Vybar acts as a binding agent, and is used to make wax opaquer. Vybar can also be used to reduce air bubbling and mottling effects in your candles.

Stearic Acid: Stearic acid helps increase the scent throw of your candles by making it possible to add more fragrance oil to the wax. This additive also helps your candles achieve a smooth, even finish.

Universal Additive: Several companies also produce what is referred to as a Universal Additive. This additive has several functions, some of which are to help in mold release, harden wax, bind oil to wax, increase opacity and lengthen candle burn time.

UV Stabilizer: If you sell your candles outdoors or under fluorescent lights, you may want to seriously consider incorporating this additive into your finished product. When exposed to light, some candle dyes will fade dramatically. In other cases, dye and fragrance oil may not react well together and over time, the color may fade. UV Stabilizer is added to candles to help prevent candle fading and to improve the stability of the color.

Other products that you may sometimes see advertised as additives are beeswax and petrolatum. Beeswax is often added to wax blends to increase the overall burn time of a candle. Petrolatum is commonly used to soften the wax and to increase the melt pool.

Every additive has one or more specific, intended uses. As you gain candle making experience, familiarize yourself with these additives and consider whether or not they may benefit your candle products.

Some candle makers choose to not incorporate additives at all. Some wax blends are preblended and sold with the additives already included. Check with your suppliers and consult various resources if you believe your candles may benefit from one of these many additive options.

USING COLORANTS IN YOUR CANDLES

While some candle makers choose to leave their candles naturally colored, most crafters want to enhance the decorative aspect of their products by creating vibrant colors. In today's market there are a number of ways to achieve these results.

The main thing to keep in mind when dyeing your candles is that one dye will appear differently when used in different waxes. Each wax binds with and reacts to dye differently – experimentation will determine your best results. If you have used additives to make your candles, this will also affect how the dye appears.

As you begin to experiment with dye, keep in mind that it is always better to add too little than too much. You can always go back and add more colorant.

TIP: Keep detailed records. As you are creating your preferred colors, it is a wise idea to keep detailed records of your formulations. As you achieve a result you are happy with, you will have detailed records to recall exactly how you achieved it, and be able to replicate those results again.

TYPES OF COLORANTS

Liquid Dyes: Liquid dyes are the most common, and are highly concentrated. They offer the benefit of being able to adjust the tint one drop at a time. This makes for a controlled process that can be easily duplicated.

Dye Flakes: Also highly concentrated, it is best to use a digital gram scale for precise measuring, as the size of the flakes will vary. Dye flakes produce a rich color that is resistant to fading and bleeding.

Pigment Chips: Pigment Chips are less prone to fading and bleeding. However, pigments do not actually dissolve in the wax and any color particles not suspended in the wax should not be poured. This can make them a bit tricky to work with for beginners.

Powdered Dyes: Powdered Dyes are the purest form of dye as they are what the other dyes are made from. If you choose to use a powdered dye, keep in mind that they are extremely concentrated, and a little bit goes a very long way.

Keep in mind that no matter what type of dye product you use, each product offers its own unique benefits and it's up to you to determine what type appeals most to your own preferences and needs. Remember that all dyes can be blended to create your own unique color combinations.

If you are not familiar with how to blend colors to achieve color variations, you may find the color charts included with this guide to be a beneficial starting point for creating your own custom blends.

There is no 'best' dye. Rather, it's a matter of personal preference. You can gain valuable advice from other candle makers to help lessen the learning curve; but ultimately, your own experimentation will provide your best results.

CAUTIONARY NOTES ON USING DYES

Because of the highly concentrated nature of candle dyes, they will dye anything they come into contact with. It's a good idea to keep a liquid dye remover handy in case you have an accident.

THE ADDITION OF FRAGRANCE

By far, one of the most complex and costly areas of candle making is the selection and use of fragrance. Fragrance is typically the most expensive ingredient in your candles, and will most often be the determining factor in whether or not your candles are a hit or a miss.

The number one reason people purchase candles is for the fragrance, and for this reason, fragrance is vitally important.

When adding scent to your candles, you have two fragrance options available: natural or synthetic fragrance. Each option offers its own benefits – it is up to you to determine which will be best suited for your application.

Essential oils are oils derived from plants and flowers. Essential oils are highly concentrated and usually much stronger than most fragrance oils – it is easy to overuse them. Your best results will be determined after testing varying amounts of fragrance oils in your particular formulation.

Essential oils are also more costly than synthetic fragrance oils. Typically, essential oils do not burn quite as well as synthetic fragrance oils, and are harder to blend with wax. They can offer excellent scent throw, but they tend to lose scent faster than fragrance oils, thus shortening their shelf life.

Many natural wax candle makers find that essential oils are an excellent choice for customers who are seeking an all-natural product. As the market for “green” products increases, this demand will likely continue.

FRAGRANCE OILS

Fragrance oils are synthetically produced in a laboratory setting. For the best quality of fragrance oils, you should seek out a specialty retailer that offers fragrances specifically designed for use in candle making.

Many specialty retailers have their scents custom-blended; a fragrance of the same name may be dramatically different when purchased from multiple suppliers. Most of these suppliers offer sample sizes for purchase, which will allow you enough product to create a small, sample batch of products to test. As noted before, keeping detailed records of your supply sources and preferred fragrances will yield the best results.

When working with scents, consult the websites of the suppliers that sell your fragrance oils and wax, and become familiar with what product combinations are suggested for best results. Most retailers will offer information about the amount of fragrance to add for the best scent throw, and at what point in the candle making process you should add your fragrance.

While the typical rule of thumb for adding fragrance to candles is one ounce of fragrance for each pound of wax, this is not a hard and fast rule. Some waxes will hold more fragrance than others – this is yet another reason why testing your combinations is so important.

Among the testing you should be conducting is both the cold and hot scent throw in your candles. There can be a big difference in how a candle smells sitting on the shelf compared to how it smells when it is burned. It is important that your candle smells great at first whiff when the jar is opened so that customers can experience the scent. It is even more important that the candle has great fragrance as it burns, as that is what will create repeat sales.

CAUTIONARY NOTES ON FLASHPOINT

Flammable liquids, such as essential and fragrance oils, have a vapor pressure a function of the temperature of the liquid. The concentration of the evaporated flammable liquid in the air increases as the vapor pressure increases. All flammable liquids require varying concentrations of fuel to be present in the air in order to sustain combustion. The flash point is the minimum temperature at which there is enough evaporated fuel in the air to become combustible.

STRETCHING YOUR FRAGRANCE DOLLAR BY BLENDING YOUR OWN SCENTS

Creating your own fragrance blends is appealing on several levels. First, there is the obvious cost savings associated with this practice. Blending your own scents allows you to maximize your fragrance offering without breaking the bank. Creating your own signature blends is also a great way to set yourself apart from the competition. By developing a few solid performers that are completely your own, you strengthen your brand, and solidify customer loyalty.

Blending your own fragrances is not as difficult as you might think. Fragrances consist of three essential parts, or notes:

- **Top Note:** Top notes are the lightest, and most dominant portion of the fragrance. While the scent is strong, it evaporates quickly, and has no real staying power.
- **Middle Note:** Middle notes comprise the largest portion of a fragrance. They are not as strong as base notes, and not as fleeting as a top note. Once the top note has evaporated, the middle note is most easily recognized.
- **Base Note:** Base notes are the slowest portion of the fragrance to evaporate. They are rich and full-bodied, and comprise the "foundation" of a fragrance, and give it staying power.

Stronger fragrances, such as cinnamon and other spicy scents, tend to be more dominant. These fragrances should be blended in smaller amounts when creating your own blends.

It is recommended that you add small amounts at a time, blend well, and allow the fragrances to meld before adding additional fragrance. Most importantly, be sure to keep accurate records of your creations noting exact amounts or percentages of each fragrance you used to create your masterpieces.

BASIC BLENDING CLASSIFICATIONS

- Hearth-Inspired – achieved with fruit and spice blends
- Kitchen Creations – fruit and vanilla blends
- Bakery-Inspired – vanilla and spice
- Barista Blends – brewed coffee with nuts, berry, or chocolate
- Candy & Confectionary – chocolate with fruit, nut or mint
- Tropical Treats – coconut with fruit or nuts
- Spa-Inspired – Light Florals, Fruits, and earthy scents

Below are a few of the basic ingredients that will provide you with an almost unlimited number of fragrance-blending possibilities:

Blending This	With This	Will Create This
Cinnamon	Apple, Orange & Vanilla	Country Kitchen
Apple	Cinnamon	Spiced Apples
Apple	Orange, Cinnamon & Clove	Holiday Hearth
Orange	Cinnamon	Spiced Citrus
Peppermint	Chocolate	Peppermint Patties
Brewed Coffee	Chocolate & Peppermint	Mint Mocha Latte
Chocolate	Vanilla	Chocolate Bar
Chocolate	Brewed Coffee & Orange	Mocha Mandarin
Ginger	Peach	Ginger Peach
Orange	Clove	Orange Clove
Strawberry	Peach & Vanilla	Peach Melba
Strawberry	Lime	Fruit Smoothie
Coconut	Pineapple	Pina Colada
Coconut	Pineapple & Orange	Island Umbrella Drinks
Cinnamon	Apple & Peach	Southern Belles
Lemon	Cinnamon	Sunny Citrus
Peach	Hazelnut	Exotic Peach

SIMPLE METHOD FOR TESTING YOUR FRAGRANCE BLENDS

Add a modest amount of fragrance to a clean cotton ball. Follow this practice for each fragrance you are interested in blending. Add the cotton balls to a clean, glass jar with an airtight lid. Place the jar in a cool, dark location such as a closed cupboard or closet.

Check after a few hours, and then again in a few days. Be sure to record your blends in a notebook or spreadsheet, so that you can refer to them often. Your creativity is limited only by your own imagination!

ESSENTIAL OIL BLENDING IDEAS

You don't have to limit your fragrance-blending ideas strictly to fragrance oils. Essential oils offer nearly endless possibilities as well. For those who create candles from soy or other plant-based waxes, essential oils offer a way to add scent to your candles without compromising their "natural" status. If this is your primary market, you'll want to take special care to accentuate this fact, and make it a prevalent part of your marketing activities.

Refer to the method noted above when creating essential oil blends, and be sure to keep accurate records of all of your fragrant creations.

INSIDER TIP: If you are interested in creating your own "signature" fragrances, don't make it easy for your competitors to identify what you are using. Creative names for your fragrances serve

double-duty: not only do they make it more of a challenge to dissect your blends, but they are also a great marketing tool. Interesting names sell products!

Here are a few blending combinations to get you started:

Try Blending This:	With This:
Ginger	Lemon or Lemongrass
Peppermint	Lemon or Lemongrass
Orange	Peppermint
Cinnamon	Orange
Lavender	Lemongrass & Lime
Lavender	Sage & Peppermint
Lavender	Orange
Orange	Sage
Lavender	Chamomile
Lime	Rosemary

CHAPTER 6: CREATING SPECIALTY CANDLES

The wide variety of specialty candles available in the marketplace has opened the door for the everyday candle maker to try something new and possibly create their own, unique candle line. Specialty candle making is typically reserved for more experienced candle makers, but the option is also there to anyone new to the craft.

Gel Candles: One popular type of specialty candle is the gel candle. Gel candles are made from a specially processed mineral oil that produces a clear, rubbery texture. Simply put, gel candles have a unique look that resembles a gelatin dessert.

While some candle makers are choosing to produce simple, unencumbered gel candles, others have chosen to go even further by adding non-flammable (most commonly glass) embeds to their gel candles, giving the appearance of objects suspended in midair. For example, adding fish shaped embeds into a blue tinted gel candle will produce the appearance of fish swimming in water.

Candles Featuring Embeds: The use of embeds is not only limited to use in gel candles. They can also be used in paraffin and soy. While paraffin and soy waxes are not transparent like gel, the addition of embeds can add texture and color to semi-translucent wax, and are very popular in

creating unique and unusual designs in pillar candles. Embeds used in paraffin and soy candles are generally made of wax, and can be any one of an endless assortment of shapes.

Bakery, Food & Beverage Designs: Another hot trend in the specialty candle market is the production of bakery and food item candles. Candle makers have flexed their artistic muscles by creating candles that look like pies, complete with crust and realistic looking fruit. You'll see everything from hot chocolate candles poured into cocoa mugs complete with floating marshmallows to candle tarts that look like amazingly realistic muffins and donuts. The possibilities are endless if you have a little bit of creativity as well as ample time and patience.

Wickless Candles: Yet another rising trend in specialty candles is the popularity of wickless candles. These candles are created for the sole purpose of melting in or on a candle warmer, and will never actually be burned with a flame. Wickless candles can be jar candles, without the wick, made to set on a warmer in their container. The melted wax produces scent, without the need for an open flame.

Another wickless variety is the wax tart. These wax creations are scented wax poured into molds. When they set up they are solid pieces of scented wax that are placed into simmer pots or wax melters to melt the wax.

These wickless options provide the wonderful fragrances of candles but without an open flame, making them perfect for people who have burn restrictions in their living or work spaces. Wickless candles and tarts are increasingly popular in schools, hospitals, dorm rooms, offices, nursing homes and anywhere an open flame is not allowed.

Part of individual's success in the candle industry is their ability to get creative, try something new, and promote their unique creations in the marketplace. While improving on an old standard is always a smart way to grow your business, there is also much room for success in innovation.

Molded Candle Designs: Most people choose to begin their candle making experience by making container candles, but a select few choose to begin with molded candles. Most often molded candles, such as votives and pillars, are a natural progression for candle makers.

While making molded candles is not necessarily more difficult than making container candles, they do demand a bit more technique; a few more supplies and most often require a greater time investment in determining the best use of additives and learning the molded candle craft.

The main difference between container candles and molded candles is the use of molds.

Instead of pouring melted wax directly into a container where the candle will set up permanently, molds are used to cool the candle into a desired shape and are then released from the mold. Using molds requires the use of a release agent to make sure the mold comes off the candle once it is done cooling.

Although candle molds can be purchased at most craft and hobby stores, you will find a much wider selection at one of the many specialty candle supply retailers online. Depending on the

volume of molded candles you are making, you will want to be sure that you purchase enough molds to keep you continually pouring, keeping in mind that the molds will have to remain on the candles until the candles are hard enough to remove the mold.

Another difference between container and molded candles is the type of wax used in their production.

Molded candles use medium to high melting point wax. The waxes are typically much harder than those used for containers. When purchasing your wax, be sure to read the wax descriptions to see if it is made for use in the type of candles you are planning to pour.

For example, many wax suppliers even go so far as to name their waxes with descriptors such as “votive” or “pillar” blend. The more time you spend choosing and testing your wax, the better the likelihood you will produce candles you are happy with.

Votive Candles: Votive candles are one of the easiest molded candles you can make. They require less wax to make than pillar candles, so they are ideal for the beginner. If you are unhappy with your initial results and need to make adjustments, it will require less wax to experiment with votives than it will with pillars.

Pillar Candles: Pillar candles are another common type of molded candles. While votives tend to be offered in a few standard sizes, the size and shape options for pillars are far more varied. Not only do they vary in height, but also in diameter and shape.

The best resource for detailed instructions on how to make molded candles is the retailer where you purchased your wax. If you chose to purchase wax and supplies from one of the many online, specialty candle making retailers, they typically offer detailed instructions for each type of wax they sell.

CHAPTER 7: TROUBLESHOOTING

CANDLEMAKING TROUBLESHOOTING TIPS

With any worthy craft there are bound to be minor troubles. If you spend any amount of time pouring candles, you will eventually spend some time troubleshooting. Below are a few of the most common concerns and complaints about container candles and tips to alleviate some of the frustration all candle makers undoubtedly feel at one point or another.

While container candles can be made with a variety of waxes, here we're going to primarily address common issues that arise with the use of paraffin wax, as natural waxes sometimes have their own troubleshooting issues to address.

One common issue is the presence of lines on the inside of the glass. Most often, this problem occurs for one of two reasons:

1. Either the container was not preheated before the wax was poured; or
2. The wax was too cool when it was poured.

To avoid this issue, try preheating your containers using a heat gun, or your oven on the lowest setting, before pouring into them. Refer to the manufacturer or suppliers' instructions for recommended pouring temperatures; most will recommend that you pour your candles when the wax temperature is between 155 to 175 degrees Fahrenheit (68 to 79 degrees Celsius).

Another common container candle issue is when the flame burns a tunnel down the middle of the candle. Typically, this is caused by one of two reasons:

1. Most often either the wick used in the candle is too small, or
2. The candle was not burned for a long enough period of time.

If you are experiencing tunneling, try using a larger wick size or consider double wicking the jar. If this alone does not appear to be the problem, pay attention to the length of time you are burning the candle. The ideal burn time is long enough for the melt pool to form completely across the top of the candle before extinguishing. When wicked properly, this should occur in one to two hours.

Another common issue is the formation of discolored splotches on the sides of the candle. Usually, these splotches are the result of:

1. Having too much fragrance oil in the wax mixture, or
2. Having too much of the wrong type of additive in the wax.

If you believe that fragrance may be the issue, try reducing the amount of fragrance or adding Vybar to the mixture to help the wax retain the oil. If you believe that additives are the issue, just remember to always use the least amount of additives necessary to achieve your desired result.

If you experience problems with the wick smoking too much when the candle is burning, you may have one of the following issues:

1. The wick you are using may be too large;
2. The wick may need to be trimmed, or;
3. The candle is in an area with too much draft.

Try using a smaller wick, keep your wick trimmed to about one-quarter of an inch, and make sure that there are no drafts where you are burning the candle. Also keep in mind that some waxes do tend to smoke more than others.

If your wick will not stay lit:

1. Your wick may be too small, or
2. You may have used too much dye and/or fragrance oil.

If the wick is too small, it cannot consume wax fast enough to keep it above the wax level. Try using a larger wick to correct this. If you believe you used too much dye or fragrance oil, reduce the quantity and try again.

When container candles cool, sometimes the tops appear bumpy or rough. If this happens to you:

1. Consider placing the candle in the oven on the lowest setting to re-heat the wax. Let it cool again to see if the problem persists, or
2. Use a heat gun along the top layer of the candle to re-heat it. Again, let it re-cool and see if this corrects the issue.

If you are still experiencing the problem, consider doing a top pour on the candle. A top pour uses leftover wax from the candle by re-heating it and pouring it over the already cooled candle creating a new, smooth top layer. If you use this technique, be sure to use leftover wax otherwise you'll have a top layer of a different color.

If your problem is that the top layer of the candle keeps cracking as it cools, then it's likely that your candles are drying too quickly. Try placing them in a warmer place to cool more slowly, or consider wrapping the containers in aluminum foil so they are insulated and slower to cool.

There are numerous issues that may arise when pouring container candles. If you have other issues not covered here, you may find a quick solution by searching online candle making message boards. Just keep in mind that other candle makers have probably experienced similar frustrations, and there is almost always a way to correct the issue if you seek help.

TROUBLESHOOTING MOLDED CANDLES

One of the most common questions concerning molded candles is what to do if the candle will not come out of the mold. Typically, this is caused by one of the following reasons:

You may have overfilled the mold, causing the wax to set over the lip of the mold. If this happens, gently break away some of the dried wax from the lip and try not to go over the lip of the mold when you pour in the future.

Another reason is that your mold may be dented. If this is the case, you will most likely need to purchase a new mold. When molds are not in use, make sure they are stored in a safe place, preferably in their original packaging to prevent dents.

Sometimes the wax may have not had time to cool completely and is still adhering to the mold. Simply allow it to cool completely and try again.

You may be using a wax that is too soft. Make sure you are using a wax specifically made for making molded candles.

Another common problem is the formation of white spots all over the surface of the candle. If you experience this:

- You may have added too much fragrance oil. Consider reducing the amount of fragrance oil, or consider adding Vybar to the wax mixture to help the wax retain the oil.
- This problem may also be caused by the candle cooling too slowly. If this is the case, try using a water bath to cool the candle more quickly.

If the surface of your candle has frost marks, typically the wax was too cool when it was poured, or the mold was too cold when the wax was poured into it. Make sure that you pour the wax between 180 and 200 degrees F, and make sure your molds are at room temperature before pouring into them.

If you experience your candles caving in or forming a well in the top, both of these issues are most likely a result of not poking relief holes in the wax after the first pour. Always make sure to poke relief holes in the wax after the first pour to make sure the tension is released while the candle is cooling. As the candle cools, do a second pour making sure that the wax is cooled enough to support additional wax, but not yet completely cooled.

There are numerous issues that may arise when pouring molded candles. Just keep in mind that other candle makers have probably experienced them too, and there is almost always a way to correct the issue if you seek help. Try checking online candle making message boards to see if the issue has been addressed there most likely you'll find a discussion about the problem, as well as solutions to fix it.

CHAPTER 8: FROM HOBBYIST TO SMALL BUSINESS OWNER

More and more people are starting to make candles in their spare time, and many of them will turn their hobby into a way to earn a living. At some point, they may even be able to quit their full-time jobs, and completely replace their income by the money they make from their candles.

Candle making can be an expensive hobby, unless you take the time to shop around and compare prices on your basic supplies. You have to be careful though, as you don't want to sacrifice quality, as poor-quality materials could potentially ruin your candles.

If you create and sell candles for a living, you have to keep your costs as low as possible, but if you sell low-quality candles, you will lose customers, which is not at all conducive to your success. You could even lose your business for this reason alone.

HOW & WHERE TO STRETCH YOUR SUPPLY DOLLAR

Many business owners buy a lot of their candle making supplies off of eBay® as well. People often spend money on new craft projects, looking for something to do as a pastime, and then decide they don't like it as much as they thought they would, and list their remaining supplies on eBay® to try and recoup some of their funds, which is where you can rack up.

Again, know what you are getting and be careful to consider the price and the shipping costs, just to make certain that you really are getting a good deal.

For the supplies that you use regularly, such as the wax you make your candles from, you might want to think about buying in bulk from wholesale distributors. This may seem expensive at first, as you will be paying quite a bit of money, but if you break it down to a per pound price, you will see that you really are saving in the long run.

Many wholesale vendors have websites to promote their products, again, just be careful to check the quality before making a large purchase. Some will even give you extra incentives for buying from them, such as no cost shipping, or extra discounts off the purchase price. Some candle makers even team together, each contributing a portion of the cost, to purchase in bulk their supplies, which gives you even more discounts.

When you are buying candle supplies, it is a good idea to look at the ingredients, and compare those with what you already have on hand, just to make certain you are getting a comparable product.

When you purchase from a new vendor, it is better to only buy a couple of products the first time, so that you can test the quality for yourself, before committing to a large purchase. If the quality of the items is good, then you can always go back and purchase more later on.

Smart candle makers know that they don't have to spend a lot of money on special jars or candle holders for their candles. It is relatively easy to find these items for sale in bulk, at really cheap rates. Some don't even use holders at all, it is up to you, and depends on the type of candles you make.

If you prefer to create container candles, the best rates for containers will be offered when you purchase direct through large manufacturers. If you are using a single container type for all of your products, this may be the most cost-efficient option for you.

By electing to purchase a pallet of glass at one time, you bring your unit cost down significantly. You can eliminate the markup incurred by purchasing through a wholesale supplier, and, you can always place any overstock you have on eBay® to recoup some of your costs.

If you can find a good price on candle making necessities, without sacrificing the quality of your finished products, you should take advantage of it. By being a smart shopper, you can really maximize your profits, saving you a tremendous amount of money over the life of your business.

MONITORING YOUR COSTS

There are some ways that you can keep your material costs down, without jeopardizing the quality of your candles.

When you start making candles for a living, you should develop a supplies list, identifying all of the materials you use in each of your candle designs. For each candle, you should keep records on the following:

- Cost of the wax (by the pound) and how many ounces are used for each design
- The cost of your bulk wicks and divide that number by the total number of wicks purchased to get your cost per wick
- The cost of your colorant and determine the cost of colorant for each candle based upon how much you use in each batch
- The cost of your fragrance (by the pound) and divide that number by how many ounces of fragrance you are using per batch, and per candle.
- The cost of the container (if applicable), including the cost of freight charges
- The cost of your product and warning labels divided by the total number of labels per package to determine your cost per label
- The amount of time it takes you to create a batch of candles and then divide this by the number of candles you create per batch.

The sum of these items will give you a cost per unit. We recommend keeping records in Microsoft Excel, as you can easily set up formulas within the spreadsheet to calculate this for you, based upon the information you provide.

Once you have your individual costs for each component, you may wish to keep them handy in a notebook, so if you happen upon a new resource for supplies, you can quickly check the pricing against your current rates.

FACTORING IN FREIGHT PRICES

Factoring in the freight costs gives you the most accurate picture of your cost per unit – but there are differing opinions on how this should be calculated.

For instance, let's say that you always order from the same supplier for all of your glassware needs, but that your order minimum changes depending upon the season.

At your peak season, you purchase a full palette of jars, but in your slower season, you only order a half-palette. The freight rate, as well as the cost per jar changes depending upon your quantity ordered. What to do?

Calculate the cost per jar AND the freight costs based upon the SMALLEST quantity. If you do this, you will always be profitable.

If you calculate it based upon the HIGHEST price break, you are liable to lose money in the instances when you had to pay a higher cost per jar.

Don't limit your freight calculations strictly to your container shipping costs. Any supply that you are ordering that must be shipped to you should also be tracked in your spreadsheet.

You will enjoy greater profitability if you can consolidate your purchases and buy in greater quantities, but this may not always be an option.

If you run across a great deal that increases your profit margin dramatically, you may want to take that opportunity to pass along some savings to your loyal customers by having a sale promotion.

SAFETY REQUIREMENTS: WHAT YOU DON'T KNOW CAN BURN YOU

The American Society for Testing and Materials (ASTM) is a private, nonprofit organization that develops and produces technical standards for materials, products, systems, and services. It is a member-based organization that was formed in 1898 in the United States by a group of scientists and engineers, led by Charles Benjamin Dudley.

In response to the frequent rail breaks plaguing the booming railroad industry, Dudley sought to develop a standard for the steel used to fabricate the rails. Today, ASTM develops standard test methods, specifications, practices, classifications and terminology in over 130 industrial segments.

What is an ASTM Standard?

An ASTM standard is a document that has been developed and established within the consensus principles of ASTM International – one that meets the approval requirements of ASTM procedures and regulations. There are currently over 12,000 ASTM standards.

How & Where Are the Standards Used?

ASTM standards are used by individuals, companies, and agencies throughout the world. They become incorporated into contracts; they are utilized in military designs and blueprints; they are employed by scientists and engineers in their laboratories and offices; they are referenced by architects and designers in their plans; and government agencies around the world reference them in codes, regulations, and laws.

There are six different types of ASTM standards:

1. Test method – a definitive procedure that produces a test result.
2. Specification – a set of requirements to be satisfied by a material, product, system, or service.
3. Guide information or series of options that does not recommend a specific course of action.
4. Practice a set of instructions for performing one or more operations that does not produce a test result.
5. Classification an arrangement or division of materials, products, systems, or services into groups

6. Terminology a document comprising definitions of terms; explanations of symbols, abbreviations, or acronyms.

ASTM works actively with U.S. federal procurement and regulatory agencies to ensure that ASTM standards are adopted and used in lieu of government standards. For emerging industries, there is a distinct advantage to the acceptance and conformity to ASTM standards; particularly for those industries that would face much stricter guidelines imposed by federal regulation.

Why Follow the ASTM Standards?

Certainly, among the most significant reasons to adopt ASTM standards would be that doing so demonstrates a commitment to the consistent manufacturing of a quality product to bring to the marketplace. While ASTM does not verify that products are tested according to a standard, many manufacturers choose to indicate that a product has been tested according to an ASTM standard by providing such information on product labels or packaging.

Commercial contracts with mainstream retailers are a hurdle for any business aspiring to see their products line shelves across the nation. The stipulations of these contracts become stricter all the time, with stringent requirements that must be met by the manufacturer. The ability to demonstrate ASTM compliance is a proactive step that small manufacturers can take to illustrate their commitment to manufacturing excellence, as well as lending credibility to their business.

An Industry Example

For example, Wal-Mart has set up The Office of Regulatory Compliance (ORC) to identify and ensure compliance within each country stores are located. This ORC's primary responsibility is to ensure that the individual rules and regulations pertaining to importation of their retail assortment is met.

While conformance to ASTM standards is voluntary; businesses that adopt and conform to the standards could, and should incorporate this into their marketing campaigns as a way of distinguishing themselves from their competition. Conformance may also be a benefit when seeking out items such as product liability insurance – an issue that is a perennial source of concern to small manufacturers within the candle industry.

What Can You Do?

For those who are interested in obtaining copies of the ASTM standards noted in this ebook, they can be purchased directly from the ASTM for a cost of \$29 each. The cost of the standards would fall under a business expense, and would therefore be subject to a tax deduction. It is an investment that any serious manufacturer should strongly consider.

Once in compliance, you may wish to consider utilizing this information to enhance your marketing position. This is no different than large manufacturing companies that promote their compliance with ISO 9000, FDA requirements, or the like. In a growing global marketplace, this can serve as a distinguishing factor to set you apart from the crowd.

Industry Leaders & ASTM Development Industry organizations such as the National Candle Association (NCA) have played an important role in the development of ASTM standards pertaining

to the manufacturing of candles and related accessories. For example, more than 30 years ago, NCA members voluntarily agreed not to use lead wicks. In 2000, the NCA asked all U.S. candle manufacturers to join its members in signing a formal pledge not to use lead wicks. The Consumer Product Safety Commission banned lead wicks from the U.S. marketplace in 2003.

An estimated 18,000 candle fires are reported annually – with the bulk of these incidents due to consumer disregard of fire safety, or misuse. The NCA began to work with the U.S. Consumer Product Safety Commission and ASTM in 1997, with the goal of developing industry standards that would reduce the number of accidental candle fires. The first standard became effective in 2000, and called for the labeling of all candles with fire safety precautions. Additional industry standards were also established for the fire safety of glass containers.

According to the NCA website, their members “place cautionary labels on their products, and often include additional supplemental information, such as burning and use instructions.” In addition, NCA members test their candles to meet fire safety manufacturing specifications, such as ASTM. While dues paid to the NCA may be deductible for most members as an ordinary and necessary business expense (under Section 162 of the Internal Revenue Code), the dues, which start at \$2100 annually, may be cost prohibitive for many small businesses.

PROTECTING YOURSELF & YOUR BUSINESS

Currently, standards exist for the labeling of candles, as well as for the heat resistance of glass candleholders, and the fire safety design of candles. For manufacturers, there are two reference ASTM standards for candles -one on terminology and one on test-lab methodologies. A standard to establish fire safety specifications for candleholders and candle rings is currently in development.

There are some Federal regulations that small manufacturers should be aware of. Consumer commodities like candles are required to be labeled with the manufacturer’s name and location, as well as basic product weight and measurement information. Noting the ASTM standards, one should also include cautionary labels on candles in order to inform consumers of the basic guidelines of fire safety when using these products.

The candle making industry is likely to come under more scrutiny as the market continues to grow. Due to the increased liability associated with this type of consumer product, we could expect to see insurance companies begin to institute labeling and manufacturing stipulations, in order to confirm that the manufacturer has taken ample measures to ensure their products not only meet safety requirements, but also provide adequate consumer warning information. It is an issue we should continue to follow with interest – as the results could yield vast and long-lasting implications.

Due to copyright restrictions, we are unable to reprint the text of the two ASTM standards referenced in this eBook; however, the standards are available for purchase in PDF format from the ASTM website, for a fee of \$29 each. The information contained in these documents is a valuable resource to manufacturers of candles and we strongly recommend adding them to your personal reference library.

Among some of the items referenced in the standard F 2058-00:

- The minimum size of warning label
- The design of the label
- Text size of the word “WARNING”
- Suggested fonts & text for labels

Among some of the items referenced in the standard F 2417-04:

- Requirements for Flame Height
- Requirements for Secondary Ignition
- Requirements for End of Useful Life
- Performance Requirements

References:

1. “Candle Fires in U.S. Homes and Other Occupancies: A Statistical Analysis” – National Fire Protection Association – October 1999 – Marty Ahrens
2. National Candle Association, <http://www.candles.org>
3. ASTM F 2058, F 1972-05, & 2417-04. ASTM International. For information on the referenced standards, visit the ASTM website, <http://www.astm.org>, or contact ASTM Customer Service at service@astm.org.

CANDLE MAKING AS A BUSINESS: SELLING RETAIL

While many people start making candles as a hobby, the huge interest in candles makes it possible to earn a nice part-time or full-time income by selling your candles to others. You can sell wholesale, on consignment or set up fundraising programs. The most common approach is to retail your candles. Here we'll introduce you to retailing so that you can determine if this method is a good fit for you.

One of the most common ways most candle makers get started in retailing is to sell their candles at craft shows. One of the benefits of craft shows is that local people like to buy from local crafters. So, if you can find enough craft shows in your area to keep you busy, then this may well be an avenue that is successful for you.

Another benefit to craft shows is that people appreciate the amount of time and effort that goes into hand crafted items. At craft shows, you are presented with an opportunity to sell yourself and explain how your candles are hand poured. This really sets you apart from those who simply resell candles that are made by larger companies, giving you a distinct advantage at these events.

Craft shows also present you with the added benefit of gaining exposure and building opportunities for word-of mouth referrals. You can't be at a craft show every day, so the rapport you build with your customers will generate income from re-orders and referrals to their friends and family. It is imperative that you have business cards available, as well as ordering and delivery procedures in place for the future orders you will hopefully receive.

Some of the drawbacks of craft shows are that they are not always readily available, and when they are, they tend to not be equally distributed throughout the year. While you may find an abundance of shows at the holidays, it will be harder to find venues to sell your candles in March and July. There may be other options, though, such as Farmer's Markets, festivals that sell space to vendors and other similar situations.

A reality of craft shows is that they are a lot of work. They are usually day-long events that require the set up and tear down of a booth each time, and require a succession of hours spent on your feet. You're bound to get tired!

Instead of, or in addition to, selling at craft shows, many candle makers have taken steps to put up a website. Whether this is a fully functioning website capable of accepting orders or simply an online catalog where current and potential customers can go to see what they want to order and give you a call, a website is an excellent way to grow a candle business.

Another retailing option is selling your candles at home parties. Try booking some parties with your friends and family. Chances are there will be someone there that would also like to book a party. This can be a great way to grow your business.

While some candle makers have aspirations of opening their own candle store featuring their handcrafted products for sale, this is a goal that requires a serious amount of time and money, and is most often left for extremely experienced and well-established candle makers only.

There are many ways to create a successful candle business, and retailing your candles is only one of the many ways it may be possible. Explore your options and decide which option is the best fit for you and your ultimate goals.

CANDLE MAKING AS A BUSINESS: SELLING WHOLESALE

The concept of wholesaling is simple. Basically, you sell your candles to resellers at a reduced price so that they can turn around and sell your candles at a higher price to their own customers.

The way you do this and still make a profit yourself, is that the resellers agree to purchase large quantities of candles in exchange for the reduced price. So, while you may be selling your candles at half a typical retail price, you are also selling far more candles than you usually would if you were selling them one at a time.

When considering wholesaling there are a few extremely important things that you must keep in mind.

In order to sell profitably at wholesale, your pricing is crucial. You need to determine a reasonable retail price for your candles, and be able to cut that price at least in half to sell them at wholesale. This is another reason why it is very important to keep accurate records of all of your costs, so that you don't run the risk of pricing your candles too low, and actually losing money.

Most resellers want to be able to charge at least a 100% mark-up (commonly known as keystone) to even consider buying from you at wholesale. This means that if they buy it from you for \$5.00, they need to be able to sell it to their own customers for at least \$10.00.

BEST PRACTICES FOR PRICING FOR WHOLESALE

If you are going to sell your candles at \$5.00 each wholesale, then you need to make sure you are still making a profit on the candle at \$5.00. Ideally, your total costs, including sufficient pay for your time, should be no more than 50% of the wholesale price, with 30-40% recommended.

The most common mistake novice candle makers make is not truly knowing their costs, and setting their retail price too low. This makes it almost impossible to sell at wholesale in the future because they are not charging enough for their time.

Don't sell yourself short. Do your research and see what other candle makers are selling comparable candles for. By knowing exactly what your costs are for creating each candle, you will be in the best position to calculate if you will be able to sell candles at a competitive wholesale price, while still maintaining a profit.

There are many ways to go about finding wholesale clients to sell to:

- Personal sales calls to local stores and shops; or
- Hiring sales representatives
- Making contacts through your local Chamber of Commerce;
- Doing a direct mail campaign to a qualified lead list
- Advertising in industry trade magazines or gift guides

There are also numerous gift shows held around the country several times a year where buyers visit for the sole purpose of purchasing wholesale merchandise to resell. These shows can yield great results, but are extremely expensive, and you will need a lot of orders to offset your costs. For this reason, wholesale trade shows are often best left to experienced candle makers that have a substantial promotional budget and the production capacity to fulfill an onslaught of orders.

There are also a number of online wholesale directories available for consideration. Typically, you pay a fee to advertise in their directory, but you receive great exposure to resellers looking to purchase products.

Again, if you choose to participate in these directories, make sure that you have the production capacity to meet demand. The last thing you want is to have orders from customers, and not enough finished product to fill the orders, or the ability to produce it quickly.

There are many ways to create a successful candle business, and wholesaling is only one of the many ways it may be possible. Explore your options and decide what the best fit is for you and your ultimate goals.

CANDLE MAKING AS A BUSINESS: SELLING ON CONSIGNMENT

The basic concept of consignment involves placing your candles for sale in an established business that agrees to sell your candles for you in return for a percentage of the selling price. Some business owners will charge you a fee for shelf or booth space in addition to the sales percentage.

An example of a consignment situation would be a Store Owner charging the Candle Maker \$50.00 a month for a certain amount of consignment space in the Store Owner's store. In addition, for each candle that is sold in the store that month, the Store Owner keeps 15% of the retail price as a consignment fee and pays the remaining money to the Candle Maker.

If the store is selling a large number of candles, this arrangement can be lucrative. If not, you can end up owing the Store Owner more money each month than money you have earned. You should perform your due diligence before signing a consignment agreement – including investigating how much foot traffic the store receives, how many competitive products are in the store, and speaking with other merchants who have a similar agreement in place with the store. It is not recommended to ever enter into an agreement without first obtaining all of the details in writing.

Another situation may have the Store Owner charging the Candle Maker a higher percentage of the sale as their consignment fee (likely 25-40%), but with no fee charged for consignment space within the store. Each consignment situation is different, so you will need to be fully aware of your obligations, as well as the costs involved.

Considerations before agreeing to a consignment agreement:

- How much will the Store Owner take in fees each month?
- How many candles would have to sell each month in order to break even?
- How much traffic does the store get?
- Will your products be displayed in a prominent, highly visible location?
- Is it likely that the store has enough patrons that would be interested in hand poured candles?
- What other products does the store offer?

All of these questions are important to consider prior to making a commitment.

SELLING AT CRAFT MALLS

Another offer you should consider is a retail location that promotes multiple artisans – commonly referred to as a craft mall. A craft mall is a retail store that sells the vast majority of its merchandise on consignment.

Many craft malls are willing to limit the number of crafters selling a particular type of item. For example, one craft mall may allow only one or two candle makers to rent space. Again, you have to do your homework to see if a craft mall situation makes sense for you. Keep in mind that most craft malls will require you to sign a contract for renting space for a specified period of time, so be sure to research thoroughly before making a commitment.

If there are no craft malls available in your area and you are still interested in consignment, consider asking a complementary local business if they would be willing to consign your candles. Home decor and furnishing stores and gift shops are excellent possibilities. You might be surprised who will be willing to work with you, and you may be able to negotiate a great deal.

There are many ways to create a successful candle business, and consignment is only one of the many ways it may be possible. Explore your options and decide what the best fit is for you and your ultimate goals.

CANDLE MAKING AS A BUSINESS: OFFERING A FUNDRAISING PROGRAM

Establishing a fundraising program featuring your candles is a great way to multiply your sales force in an economical manner. While hiring and managing a sales force may not be possible, fundraising can be a great way to have many people selling on your behalf. It also allows you to leverage your ability to sell without you doing most of the work.

HOW A TYPICAL FUNDRAISER WORKS

You find organizations that need to raise money and make an arrangement with them to sell your candles for you for a portion of the profit. You agree to supply each candle to them for a discounted price, and when they sell each candle at a pre-determined retail price that is higher, the organization keeps the difference for their cause.

The percentage of the discount can vary, but is usually somewhere between 20-50% below the pre-determined retail price. The greater the percentage the organization gets to keep, the more they will get excited and promote your product, so be as generous as possible when establishing the profit-sharing arrangement.

TIP: Consider offering a sliding scale, with a higher percentage offered as an incentive for increased sales numbers. This provides a strong motivator for the organization to sell more product.

Typically, no money exchanges hands between you and the organization until they have collected all of the candle orders. This way, the organization does not need to come up with money out of pocket to give to you.

They simply take orders, collect money for the products ordered, and turn one combined order in to you. You then collect your negotiated price for each candle, and they keep the difference. Fundraising is a win-win situation for both parties, and is a great way to get your product out into circulation.

The types of organizations looking to conduct a fundraiser are seemingly limitless. A few examples include:

- Churches
- Schools
- Sports groups
- Sororities and Women's groups
- Charitable organizations
- Awareness programs

Not only do you have the opportunity to make good profit yourself, but you are helping an organization in need as well. And while there are many fundraising programs out there for them to choose from, many organizations are tired of the traditional candy and cookie dough sales, and are looking to do something more unique. Candles are an attractive option.

While it is true that fundraising can be a huge help in growing your business, it can create a tremendous amount of work. Be sure that you have the production capacity to fill the organization's order in a timely manner (3-4 weeks, at most).

You also need to be sure that you can offer them a simple process with easy-to-follow instructions, and fundraising materials to help them collect orders. Be prepared to provide the organizations with samples of your candles as they will want to be able to test your product before agreeing to sell it. Assuming that you make a quality product, this is usually a great thing because the more they love your candles; the more excited they will be to sell them.

There are many ways to create a successful candle business, and fundraising is only one of the many ways it may be possible. Explore your options and decide what the best fit is for you and your ultimate goals.

RESOURCES FOR MORE INFORMATION

Even experienced candle makers once had to conquer the candle making learning curve. No one just automatically knows exactly how to make the perfect candle. All candle makers have to learn the process and seek information and instructions to perfect their techniques.

With all of the resources available today, just what is the best way to go about learning the craft of candle making?

If you visit any national bookseller, be it online or a traditional brick and mortar store, you are bound to find numerous books on the subject of candle making. Each book may offer you a unique perspective and may focus on a specific type of candle making. For example, you may find three different books on candle making one features container candles, one features molded candles and yet another features specialty gel candles.

Many arts and craft stores can provide helpful resources – offering everything from books and supplies to classes. And, it's possible that you may find what you need at your local library. When choosing a book, make sure that it covers the type of candle you are most interested in making.

Another great candle making resource is online retailers that specialize in selling candle making supplies. You can learn a great deal by simply reading about the products they have to offer. These online retailers are also your best bet for purchasing your supplies.

They offer the highest quality merchandise and almost never require minimum orders, making it easy for small, budding candle makers to purchase their start-up materials.

Hands down, the best resource for learning to make top quality candles is experienced candle makers themselves. You will save yourself countless hours and money by learning from their mistakes. Their experience is priceless. They can advise you on how to avoid mistakes that you would otherwise learn from trial and error.

While most experienced candle makers will have certain information, they may not be willing to share, you will be surprised at how open most are and how willing they are to give advice. If you do not know any experienced candle makers personally, there are several great message boards available online where candle makers ask questions, share experiences and exchange information. Using these boards will help you immensely.

While the art of candle making may be a fairly complex art to master, it is a worthwhile endeavor that will offer you countless hours of fun and fascination. And if you happen to be one of the many Americans who spend a substantial amount of money purchasing high quality candles, over the long run you just may find candle making to be the most economical hobby you ever perfected.

CANDLE SUPPLY RESOURCES

- Accu Blend Waxes <http://www.accu-blend.com>
- Alpha Aromatics <http://www.alphaaromatics.com>
- Arkansas Glass <http://www.agcc.com>
- Lipid Chemical <http://www.lipidchem.com>
- Blumenthal Lansing <http://www.blumenthallansing.com>
- Burch Bottle <http://www.burchbottle.com>
- Industrial Raw Materials <http://www.irmwax.com>
- Candle Cocoon <http://www.candlecocoon.com>
- Candles & Supplies Inc. <http://www.candlesandsupplies.com>
- Candlewic <http://www.candlewic.com>
- Canwax <http://www.canwax.com>
- Cierra Candle Supply <http://www.cierracandles.com>
- Container & Packaging Supply <http://www.containerandpackaging.com>
- Coogar Products <http://www.coogarproducts.com>
- DeGroat Petroleum Waxes <http://www.dpswax.com>
- Factory Direct Craft Supply <http://www.factorydirectcraft.com>
- Fillmore Container <http://www.fillmorecontainer.com>
- French Color & Chemical <http://www.frenchcolor.com>
- Genwax Candle Supplies <http://www.genwax.com>
- Glue Dots International <http://www.gluedots.com>
- Heart & Home Collectibles <http://www.heartandhome.com>
- House of Cans, Inc. <http://www.houseofcans.com>
- Indiana Candle Supply <http://www.candlesupplies.us>
- Lonestar Candle Supply <http://www.lonestarcandlesupply.com>
- Lorann Oils, Inc. <http://www.lorannoils.com>
- Majestic Mountain Sage <http://www.the-sage.com>
- My Own Labels <http://www.myownlabels.com>
- Natural Beeswax <http://www.naturalbeeswax.com>
- Nature's Garden Candles <http://www.naturesgardencandles.com>
- Peacock Colors <http://www.peacockcolors.com>
- Rustic Escentuals <http://www.rusticescentuals.com>
- Scents for Soy <http://www.scentsforsoy.com>
- Supplies 4 Candles <http://www.supplies4candles.com>
- Sweetcakes <http://www.sweetcakes.com>
- The Lebermuth Company <http://www.lebermuth.com>
- Uncommon Scents <http://www.uncommonscent.com>
- US Box, Inc. <http://www.usbox.com>
- Wellington Fragrance Company <http://www.wellingtonfragrance.com>
- Wholesale Supplies Plus <http://www.wholesalesuppliesplus.com>

BUSINESS RESOURCES

- Toll Free Phone Service – Kall8 <https://www.kall8.com>
- My Fonts <http://www.myfonts.com>
- Vista Print <http://www.vistaprint.com>
- Promo Bistro – Biz Card Notepads & More <http://www.promobistro.com>
- Business Owner’s Idea Café <http://www.businessownersideacafe.com>
- EDecals <http://www.edecals.com>
- Mal’s E-Commerce – Free Shopping Cart <http://www.mals-e.com>
- PR Web – Press Release Distribution <http://www.prweb.com>
- Color Schemer – For Graphic Design <http://www.colorschemer.com>
- Ezine Articles – Get Free Content <http://www.ezinearticles.com>
- Constant Contact – Email Marketing Service <http://www.constantcontact.com>
- Go Daddy – Domain Names & Hosting <http://www.godaddy.com>
- iStock Photo – Affordable Stock Photos <http://www.istockphoto.com>
- Dreamstime – Affordable Stock Photos <http://www.dreamstime.com>
- Big Stock Photo – Affordable Stock Photos <http://www.bigstockphoto.com>
- Scratch Off Systems – Scratch Off Promos <http://www.scratchoff.com>
- Maureen Gorman – Trademark Attorney <http://www.davismcgrath.com>
- The Booster – Great Promotional Products <http://www.thebooster.com>
- Direct Selling Association <http://www.dsa.org>
- The Direct Marketing Association <http://www.the-dma.org>
- Info USA – Mailing List Brokers <http://www.infousa.com>
- Small Business Administration <http://www.SBA.gov>
- US Patent & Trademark Office <http://www.uspto.gov>
- Font Seek – Font Search Engine <http://www.fontseek.com>
- Planware – Business Plan Help & Resources <http://www.planware.org>
- All Business – Resources & Forms for Your Biz <http://www.allbusiness.com>
- Credit Card Processing – Real Time on Web <http://www.creditcardprocessor.com>
- E Junkie – Digital File Delivery Service <http://www.e-junkie.com>
- Sparklit – Small Business Services <http://www.sparklit.com>
- World Wide Brands – Wholesale & Dropship www.worldwidebrands.com
- Cheap Photo Edit – Photoshop Alternative <http://www.cheapphotoedit.com>
- Clipart, Photos & Illustrations <http://www.clipart.com>
- Endicia – Print Postage at Home for Efficiency <http://www.endicia.com>
- Barbara Brabec - America’s Home Biz Maven <http://www.barbarabrabec.com>
- Kraft Klub <http://www.kraftklub.com>
- Ultra Graphics – Banner Designs <http://www.ultragraphics.net>