

# SHETLAND

## SOAP COMPANY



— ESTD.2002 —

# TRADE PRICE LIST 2023

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## OUR SOCIAL PURPOSE

We believe that everyone, regardless of disability, should have the opportunity to work. Given the right conditions, everyone has the potential to contribute to our society and in doing so, will learn to value themselves and be valued by others. We are proudly part of COPE Ltd, a successful social enterprise and registered charity based in Shetland.



## GREAT PRODUCTS, GREAT PEOPLE

At Shetland Soap Company, we work alongside adults with learning disabilities to produce a range of handmade soap and skincare products, inspired by the beauty of our islands.







# INSPIRED BY SHETLAND

## OUR SURROUNDINGS

All our products are hand made in Lerwick, a stone's throw away from the sea. We have crafted collections to pay homage to our past, whilst reflecting the fresh and natural surroundings we call home.

Our products and their Shetland dialect names are inspired by nature and elements of the island life we live.





## OUR PRODUCTS

All our products are handmade in small batches. Each bar of cold pressed soap is hand mixed, hand cut, hand trimmed and hand wrapped.

All our ingredients are SLS and paraben free. We use PET plastic bottles which can be recycled and all our labels are peelable to aid recycling. Our traditional hard bar soap is wrapped in biodegradable glassine paper. Our creams and bath salts are packaged in glass jars.



# COLLECTIONS

## SIGNATURE FRAGRANCES

Both firm favourites with our customers.

### **Chilled Out - Coconut & Vanilla**

Our most popular fragrance, it has been with us since the beginning in 2002.

### **Crofters - Lemongrass & Rosemary**

Crisp, clean and refreshing.

Both are available as Hand wash, Body wash, Foam wash and Hard bar soap.

## UNISEX FRAGRANCES

### **Alamootie - Black Orchid & Amber**

A musky wood and plant fragrance.

### **Norseman - Cedar & Black Pepper**

Evocative of Shetland's strong Viking heritage, capturing the deep essence of leather, smoke and wood, with some sweeter tones.

Both are available as Hair & Body wash, Foam wash and Hard bar soap and Shaving soap.





# COLLECTIONS

## ISLES FRAGRANCES

### **Ayre - Seagrass & Vertiver**

Captures the essence of the fresh air with notes of the surrounding earth and sea.

### **Hjarta - Rhubarb & Wild Rose.**

A heady combination of our most prolific summer plants.

### **Lodberrie - Agarwood & Fig**

A deep, sophisticated fragrance reminiscent of Shetland's past when fine perfumes would have been considered quite exotic.

### **Shoormal - Cassis & Waterlily**

Clean and fresh, inspired by the turquoise blue of a summer's day, when our white sandy beaches are reflected through the sparkling sea as it washes on the shore.

**All available as Hand wash, Body wash, Hand & Body lotion, Hard bar soap and Glycerine soap.**



# COLLECTIONS

## COLOUR COLLECTION SOAPS

An outstanding collection of high quality, handmade soaps available as traditional hard bar or glycerine soap. We make a range of eleven fragrances in this collection - a mix of popular, traditional scents and more Shetland-inspired scents.

Fragrances:

- **Tea Tree**
- **Rosebud**
- **Lavender**
- **Heather**
- **Honeysuckle**
- **Shetland Seaweed**
- **Summer Rain**
- **Sandalwood**
- **Lemongrass & Ginger**
- **Patchouli\***
- **Kishie Cake\*\***

\*Hard bar only

\*\* Glycerine only





# SKIN CARE

## BATH SALTS

Made with sea salt and a blend of fragrance and essential oils. Our range of bath salts make the ideal bath time treat.

Citrus & Vanilla  
Cajaput & Bergamot  
Patchouli & Amber  
Ylang Ylang & Chamomile

## BODY SCRUB

For beautifully bright, smooth skin, try our luxurious Lavender, Patchouli & Vanilla body scrub.

## HAND AND FACE CREAMS

High-performance moisturising creams, with a mousse-like texture. Enriched with vitamin E, they are suitable for all skin types.

Hand Cream - Lemongrass & Rosemary  
Rescue Cream - Tea Tree & Eucalyptus  
Night Cream - Frankincense & Sweet Orange

## LIP BALM

A blend of natural, lip-loving ingredients that hydrates and nourishes.

Strawberry  
Vanilla  
Mint  
Tropical



# HAIR CARE

## SHAMPOO BARS AND CONDITIONER BARS

For the most sustainable form of hair washing, try our range of handmade shampoo bars. These vegan friendly bars are free from SLS/SLES and parabens, for the healthiest hair and scalp.

The matching range of luscious conditioner bars are enriched with essential oils for moisturised, shiny, happy hair.

Dry Hair - Benzoin, Ylang Ylang & Vanilla

Oily Hair - Eucalyptus, Peppermint, Clove & Cinnamon

Normal Hair - Jasmin & Coconut

Fresh - Aloe & Cucumber

Fruity - Strawberry & Rosemary

Floral - Neroli, Lavender & Sweet Orange

# WOOL WASH

We have developed a unique wool wash, which is ideal for Shetland knitwear, woollens, silks and fine fabrics.

Free from bleach, phosphates and parabens, this makes it gentle on not only your clothes but also on your hands! An apple and coconut fragrance with a hint of lavender essential oil to gently fragrance and protect your woollens.

- Hand made
- SLS & paraben free
- Vegan friendly





# HOME FRAGRANCE

## CANDLES

Our candles are fragranced, poured and labelled by hand in our new candle making kitchen. They have been created to match our fragrance ranges perfectly.

Made using a totally natural blend of sustainable soy wax, which is significantly cleaner and slower burning than traditional waxes. The wick is made of unbleached natural fibres, specially designed to work well with our natural wax.

Each candle is fragranced using a blend of the best quality oils allowing the wonderful fragrances to envelop a room, retaining their strength and providing enjoyment right through their burn time.

- Chilled Oot - Coconut & Vanilla
- Crofters - Lemongrass & Rosemary
- Alamootie - Black Orchid & Amber
- Norseman - Cedar & Black Pepper
- Ayre - Seagrass & Vertiver
- Hjarta - Rhubarb & Wild Rose.
- Lodberrie - Agarwood & Fig
- Shoormal - Cassis & Waterlily

Burn time: 45-50 hours

Size: 5.5cm high x 7.8cm diameter





## TRADE PRICE LIST

### RETAIL STOCKISTS

PRODUCT	PRICE	RRP
Hand Wash - 300ml	£4.95	£9.95
Hand & Body Lotion - 300ml	£5.95	£11.95
Body Wash - 300ml	£4.95	£9.95
Body Wash - 60ml	£1.95	£3.75
Hair & Body Wash - 300ml	£4.95	£9.95
Hair & Body Wash - 60ml	£1.95	£3.75
Foam Wash - 175ml	£4.50	£8.95
Wool Wash - 300ml	£4.95	£9.95
Wool Wash - 60ml	£1.95	£3.75
Hard Bar Soap - 90g	£2.85	£5.50
Peerie Hard Bar Soap - 45g	£1.60	£3.25
Glycerine Soap - 100g	£2.75	£5.25
Shampoo Bar - 90g	£3.95	£7.95
Conditioner Bar - 70g	£3.95	£7.95
Bath Salts - 250g	£4.50	£8.95
Body Scrub - 200g	£4.95	£9.95
Lip Balm - 10g	£1.60	£3.50
Creams - 25g	£5.40	£9.95
Shaving Soap - 175g	£4.95	£9.95
Candles	£5.95	£12.95

## TRADE PRICE LIST

### HOSPITALITY AND CORPORATE PROCUREMENT

Bulk quantities of any hand wash, body wash, hand & body lotion, or hair & body wash are available in five litre jerry cans. We can also supply appropriately branded, empty 300ml bottles.

PRODUCT	PRICE
5 litre Jerry Can Hand/Body Wash	£35.00
5 litre Jerry Can Hair & Body Wash	£37.50
5 litre Jerry Can Hand & Body Lotion	£40.00
Empty Labelled Bottles - 300ml (case of six)	£12.00

Hand or Body wash available in Signature and Isles Fragrances.  
 Hair & Body Wash available in Unisex fragrances.  
 Hand & Body Lotion available in Isles fragrances.

We can supply branded dispenser labels or A5 POS free of charge.

All Trade prices are ex. VAT  
 All retail products are available in cases of six.







## FAQs

### **Become a Trade Customer**

Please contact [sales@shetlandsoap.co.uk](mailto:sales@shetlandsoap.co.uk) to register. When your account has been approved, we will help you to place your first order.

### **Payment Terms**

First order is pro-forma and 30 days thereafter.

### **Minimum Order Quantities**

£75.00 minimum order. Products are sold in cases of six. Jerry cans may be purchased individually.

### **Tier Pricing**

For large orders we are happy to discuss tier pricing.

### **Lead Times**

All our products are handcrafted in our small, but perfectly formed, production area. We work hard to maintain healthy backstock but, to avoid disappointment, we have a four-week lead time on all trade orders. Especially at peak times of the year.

### **Delivery**

We charge £25 +VAT per 25kg. Free delivery on orders over £500.00. Orders are shipped via Parcelforce.

### **POS**

Branded A5 POS is provided free of charge.



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