

## 8 SOURCES AND COSTS

This section can help you locate ingredients and supplies as well as choose between alternatives based on price.

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### SOURCES OF NATURAL INGREDIENTS

I have come to rely on mail order for most of the ingredients and containers that I use for my home-made cosmetics because of the quality and availability of the products. I buy locally only what I know to be equal to or superior to what I can buy by mail. I prefer to buy large quantities at one time (to reduce the shipping costs) and then freeze the amount I won't use up in the next few months.

Non-mail order sources vary by product:

talc	pharmacy
vegetable oils	health food store
essential oils	health food store
glass bottles and caps	pharmacy, health food store
orange flower water	liquor or department store
rosewater	liquor store, pharmacy
herbs	health food store
honey	health food store, farmers market
beeswax	health food store, crafts shop
cocoa butter	health food store
benzoin	health food store, pharmacy
herbal tinctures	health food store
books	health food store, book store

The following mail order suppliers have catalogs and price lists:

- ☐ Original Swiss Aromatics (OSA)  
 San Rafael, California  
 415-459-3998  
[www.originalswissaromatics.com](http://www.originalswissaromatics.com)

OSA was founded in 1983 by Dr. Kurt Schnaubelt. They advocate genuine and authentic essential oils and sell, when possible, vintage oils and certified organic oils. They verify the purity of all oils, batch by batch, by Coupled Gas Chromatography–Mass Spectrometry, an expensive but accurate process. They also sell hydrosols. Their price list indicates the country of origin, botanical name, and quality.

- ☐ Hands-on AromaTherapy, Michelle Flora  
 Atlanta, Georgia  
 800-331-OILS  
 404-315-7010  
[www.handsonaromatherapy.com](http://www.handsonaromatherapy.com)

## Skin and Hair Care *au Naturel*

- ❑ Prima Fleur Botanicals Incorporated  
1625 East Francisco Boulevard, San Rafael, California 94901  
415-455-0957  
fax 415-455-0956  
www.primafleur.com

Prima Fleur sells an extensive collection of excellent quality essential oils. Unfortunately for me, they only sell wholesale and require a resale certificate.

- ❑ Leydet Aromatics  
Fair Oaks, California  
916-965-7546  
www.leydet.com

Founded in 1984. Sells essential oils, floral waters, blends, vegetable oils (including cocoa butter), cosmetics, 200 proof alcohol (for perfumery), and accessories. Some EOs are organically grown. Price list indicates botanical name and if organic.

- ❑ Acqua Vita  
85 Arundel Avenue, Toronto, Canada  
866-405-8855  
www.acqua-vita.com

Founded by Suzanne Catty, **the** expert on hydrosols, Acqua Vita sells a number of products, but excels with essential oils and the hydrosols.

- ❑ Samara Botane  
Snohomish, WA  
800-782-4532  
fax 360-862-0244  
www.wingedseed.com

Samara Botane sells therapeutic quality pure essential oils, vegetable oils and butters, herbal and aromatherapy preparations, soaps, specialty teas, flower remedies, aromatherapy and herbal books, aromatherapy accessories including bottles and jars, and diffusers. They are the only source of for seaweed EO that I know of. Theirs is *Laminaria digitata*, a brown algae, from France.

- ❑ Radiant Life  
P.O. Box 2326, Novato, CA 94948  
888-593-8333  
fax 888-593-0168  
www.radiantlifecatalog.com

An excellent source of unrefined coconut oil made from fresh coconuts. They also sell other health products.

- ❑ Mode de Vie  
Canada  
800-474-4303  
www.modedeviebodycare.com

Excellent shea butter (sadly they no longer carry my favorite French green Montmorillonite clay).

## Skin and Hair Care *au Naturel*

- ❑ Janca's Jojoba Oil and Seed Company  
456 East Juanita #7, Mesa, Arizona 85204  
480-497-9494  
fax 480-497-1312  
www.jancas.com

Founded in 1973 by Tom Janca, a pioneer in Arizona's jojoba oil industry. Janca's sells their own jojoba oil, jojoba butter, and jojoba wax as well as other vegetable oils, shea butter, waxes, herbs, essential oils, glass bottles, sulfonated caster oil (Red Turkey oil), yucca juice, and other cosmetic ingredients. I buy unrefined jojoba oil, waxes, and dried herbs from them.

- ❑ Flora, Inc.  
805 East Badger Road, Lynden, WA 98264  
206-354-2110  
800-446-2110  
www.florahealth.com

Expeller pressed, unrefined vegetable oils, some organic. The only source I know of for unrefined pumpkin oil. They also sell herbal remedies and skin creams.

- ❑ Omega Nutrition  
6515 Aldrich Road, Bellingham, WA 98226  
800-661-3529  
fax 604-253-4228  
www.omeganutrition.com

Omega Nutrition invented the omegaflo® process for producing the highest quality unrefined vegetable oils and used it to pioneer flax oil. They also sell other unrefined vegetable oils, including coconut oil, herbal teas, and nutritional supplements.

- ❑ Republic of Tea  
8 Digital Drive, Suite 100, Novato, CA 94949  
800-298-4832  
www.republicoftea.com

Supplier of organic unrefined camellia oil from the Chinese plant. Their product is named "Imperial Republic Gourmet Tea Oil".

- ❑ Wise Woman Herbals  
Oregon  
541-895-5152  
fax 541-895-5174  
www.wisewomanherbals.com

Wise Woman Herbals sells herbal preparations and an excellent quality aloe gel. The aloe gel is 99.6% pure; its only additives are Irish moss, sorbic acid, and vitamin C.

- ❑ Phybiosis  
P. O. Box 749, Poway, CA 92074  
888-367-2529  
www.phybiosis.com  
but ordering is done at www.naprodix.com

## Skin and Hair Care *au Naturel*

Sells a variety of clays, including a true French green montmorillonite and an Italian blue montmorillonite. They provide a Technical Specification for each of the clays they sell which includes composition and characteristics. The complete technical information on their website enables you to know for sure what you are buying.

- Johnny's Selected Seeds  
Foss Hill Road, Albion, Maine 04910-9731  
207-437-4301  
fax 800-437-4290  
www.johnnyseeds.com

Besides a first-rate collection of flower, vegetable, and herb seeds, Johnny's offers a wide selection of glass bottles (both amber and blue), glass jars, and flat metal tins useful for creams. They also carry unbleached cotton drawstring bags which are useful for infusions, compresses, and herbal baths.

### COSTS OF ESSENTIAL OILS

The following table lists the 1993 retail prices of three mail-order suppliers for the major essential oils. This information is to inform you of the varying price levels for different EOs and to indicate the possible price variations between suppliers. The quality of essential oils differs from supplier to supplier and may or may not be evident in the price. Be aware that many suppliers offer larger sizes and bulk prices. Some offer wholesale prices and/or free shipping for orders exceeding a given amount (like \$50 or \$100). CAUTION: Choose a supplier based on quality, not price. It is the emphasis on price that is behind the adulteration and falsification of EOs.

<i>Essential Oil</i>	<i>OSA</i>		<i>Leydet</i>		<i>Hands-On</i>	
	<i>ML.</i>	<i>\$</i>	<i>ML.</i>	<i>\$</i>	<i>ML.</i>	<i>\$</i>
Benzoin	5	17	15	9	10	4
Bergamot	5	8	5	10	10	7
Caraway			5	4		
Carrot Seed	5	34	5	10	10	13
Cedarwood	15	8			10	3
Chamomile Roman	5	59	2	53	10	26
Clary Sage	5	5	5	10	10	9
Cypress	5	6	5	6	10	3
Fennel	15	13	15	5	10	6
Frankincense	5	24	5	30	10	16
Geranium	5	8	5	12	10	3
Juniper	5	6	5	7	10	11
Lavender	5	5	15	7	10	4
Lemon	15	7	15	6	10	3
Myrrh	5	28	5	18	10	11
Neroli	5	51	5	35	2	15
Niaouli	5	6	5	4	10	3
Orange	15	7	15	6	10	2

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<i>Essential Oil</i>	<i>OSA</i>		<i>Leydet</i>		<i>Hands-On</i>	
	<i>Ml.</i>	<i>\$</i>	<i>Ml.</i>	<i>\$</i>	<i>Ml.</i>	<i>\$</i>
Palmarosa	5	5	5	6	10	5
Patchouli	15	10	5	5	10	3
Peppermint	15	11	15	5	10	4
Rose	1	47	1	36	2	50
Rosemary	15	7	15	7	10	3
Sage	5	12	5	4	10	4
Sandalwood	5	13	5	19	10	13
Tea Tree	15	10	5	6	10	4
Vanilla			5	10	2	14
Ylang Ylang	5	5	5	8	10	8

Essential oils, when sold in sizes of 1/3 oz. or so, are sold in a dripper bottle (the bottle has an inset device which dispenses oil drop by drop) which makes it easy to measure out the oil in drops. Other bottles need some sort of eyedropper or pipette; a cocktail straw or coffee stirrer makes a useful pipette in a pinch.

### EQUIVALENT UNITS OF MEASURE

Some essential oils are sold by the fluid ounce (oz.), some are sold by the milliliter (ml.). Use this section to convert recipes and to compare prices.

In the following notes, the symbol  $\approx$  is used to mean “is equivalent to”. Remember one cup = 8 fluid ounces = 16 tablespoons (T); 1 oz. = 2 T = 6 teaspoons (tsp).

#### ml. to oz.

1 milliliter  $\approx$  0.034 fluid ounces  
5 ml.  $\approx$  0.170 oz.

#### oz. to ml.

1 fluid ounce  $\approx$  29.573 milliliters  
1/3 oz.  $\approx$  10 ml.  
1/2 oz.  $\approx$  15 ml.  
1 teaspoon  $\approx$  5 ml.

#### ml. to drops

1 ml.  $\approx$  20 or 22 drops\*

#### oz. to drops

1 oz.  $\approx$  568 drops  
1/3 oz.  $\approx$  189 drops  
1/4 oz.  $\approx$  142 drops  
1 teaspoon  $\approx$  100 drops

#### drops to oz.

20 drops EO  $\approx$  0.0353 oz.

Some recipes specify quantities in grams (the European way). Following these recipes requires a small scale. You may approximate volume measurements by using the following rough equivalents:

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\* The actual number of drops of an essential oil in a milliliter depends on the viscosity of the oil. These numbers are useful guidelines.

## Skin and Hair Care *au Naturel*

267 grams  $\approx$  10 fl. oz.  
10 grams  $\approx$  11 ml.  
1 gram  $\approx$  20 drops EO

1 fl. oz.  $\approx$  27 grams  
10 grams  $\approx$  1/3 oz.  $\approx$  2 tsp.  
1 T.  $\approx$  13.35 grams

### PURITY OF ESSENTIAL OILS

A bargain-priced EO is rarely authentic, pure, and fresh. You can test an EO for purity:

1. Rub a few drops of oil between two fingers. If it feels oily or greasy, it has probably been stretched with a vegetable oil.
2. Put a drop of oil on a piece of paper. If a greasy spot remains after evaporation, the oil has been stretched.
3. Put a drop of the essential oil in glass of water. If the oil breaks up and even leaves a milky trace, it is probably a synthetic oil to which emulsifiers have been added.
4. If the oil smells like alcohol (i.e., like hard liquor), it has been stretched with ethyl alcohol.

With some practice your nose will be able to discriminate between pure and adulterated or stretched oils.

These tests work for crudely-adulterated oils, but more sophisticated adulteration is possible by the addition of synthetic or semi-synthetic esters. An old practice is to imitate an expensive and/or poorly available essential oil with a blend of other natural and synthetic essential oils that presumably smell the same as the original. In cases like these sophisticated chemical tests are necessary to detect the truth.

“Know your supplier” is vital to purchasing pure EOs capable of delivering the therapeutic benefits described here. Ask suppliers how they verify the quality of the EOs they sell. Network with experienced aromatherapists to locate excellent sources. In my experience, store-bought EOs are rarely pure or authentic, which is why I rely on mail-order sources.

### ESTIMATED COSTS OF HOMEMADE COSMETICS

The following estimated costs for cosmetic preparations are based on some basic ingredients:

flax oil	\$6.89 for 8.5 oz.	
almond oil	\$5.09 for 16 oz.	
jojoba oil	\$8.95 for 4 oz.*	
witch hazel	\$2.35 for 8 oz.	
average EO	\$10 for 1/3 oz.	
horsetail	\$4.50 for 6 oz (weight), about 4 C. volume	
herbal water	\$0.40 for 4 oz. strong infusion	
cleansing oil	4 oz. almond oil (\$1.28), 40 drops EO (\$2.12)	\$3.40
cleansing lotion	4 oz. witch hazel (\$1.18), 20 drops EO (\$1.06)	\$2.24
toner	4 oz. orange flower water (\$3.25), 2 drops EO (\$0.11)	\$3.36
facial oil	4 oz. jojoba oil (\$8.96), 100 drops EO (\$5.30)	\$14.26
body oil	4 oz. flax oil (\$3.24), 100 drops EO (\$5.30)	\$8.54

Generally, you can make a quality natural cosmetic for less money than you can buy one, even when paying retail prices for your ingredients. Even more important, you can make a better quality cosmetic than you can buy.

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\* You will pay a lot more for a 4 oz. bottle of jojoba oil in the health food store than you will for a 16 oz. bottle from Janca's (\$14).