



*Fragrance Oils Direct*



# MAKING WAX MELTS AT HOME

**Everything you need to know**

(from ingredients and equipment to labelling and selling)



# Congratulations! You've finally decided to launch your own business, and we'll be the first to tell you that wax melts are a great place to start.

Not only are they much easier to make than candles, but people buying them also don't have to worry about an open flame (this gives you one less thing to worry about too).

Better yet, wax melts can be made in many colours, decoration styles and scents. As the age-old saying goes... the only limit is your imagination!

## About this guide

Seeing as you've downloaded this guide, we're going to guess that you're looking for expert advice on how to make and sell your very own wax melts. If so, you'll be pleased to hear you've come to the right place.

Here at **Fragrance Oils Direct**, our small yet passionate team live and (quite literally) breathe all things wax melts. Using our many years of experience in the industry, we've pulled together this guide to help people like you get into the industry we love. So, without any further chit-chat from us, here's what this guide will cover:

### Part 1 – Before you get started (Page 3)

- The ingredients and equipment you need
- Choosing your wax
- Choosing your fragrance oil

### Part 2 – How to make wax melts at home (Page 6)

- Temperatures
- Cure times
- Making instructions

### Part 3 – Labelling and selling wax melts (Page 8)

- CLP labelling
- Naming (or renaming) your wax melts
- Pricing your wax melts





# Before you get started

## What you need to buy

One of the many wonderful things about wax melts is how simple they are to make. Most require just two ingredients and can be made using everyday equipment.

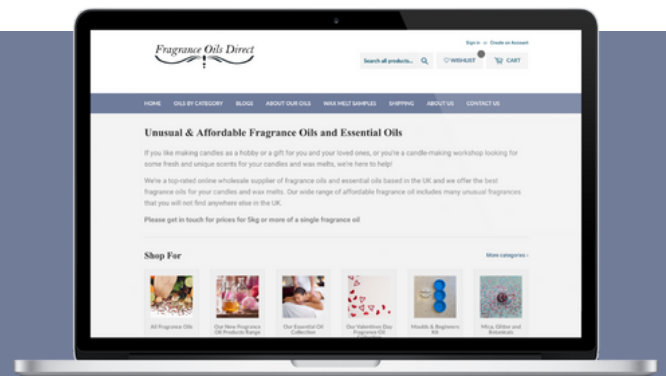
Here's what you'll need to buy before you make your very first batch:

### Equipment:

- Clamshell or mould
- Container to melt the wax (a wax melter or a heatproof glass or metal jug)
- Cooker or heat source to melt the wax
- Glass or metal pouring jug
- Utensil to stir the wax
- Thermometer
- Weighing scales
- Personal protective equipment (PPE) such as disposable gloves, a plastic apron, goggles and a face mask (you can find a full breakdown of recommended PPE equipment [here](#))

### Ingredients:

- Wax (see 'Choosing your wax' for recommendations)
- Fragrance oil (see 'Choosing your fragrance oil' for top tips)
- Optional - Wax dyes, glitter or dried flowers (botanicals)



Did you know that we sell a 'Wax Melt Beginners Kit' over on our website? Click [here](#) to take a look.

# What you need to know

As wax melts have so few ingredients, it's important to get them exactly right. Buying the wrong type of wax or a poor quality fragrance oil may leave you feeling a little underwhelmed with the finished result.

So, before you buy your ingredients, here are two useful tips...

## Choosing your wax

As wax melts are made inside a mould, you must use either specially designed tart / melt wax or something called pillar wax. Designed to shrink on cooling, these wax types are much easier to release from the mould and aren't as soft as container candle wax. This helps when handling the melt after it has cooled.

Of the many types of tart or pillar wax that you can use, our three favourites are paraffin, soy and a rapeseed and coconut blend. Here are some things to consider before choosing which of these waxes to buy:



	Paraffin	Soy	Rapeseed and Coconut blend
The Benefits	<ul style="list-style-type: none"><li>• Good hot throw (the term 'throw' describes how the scent travels through the air)</li><li>• Less costly than many other wax options</li><li>• More stable than some vegetable waxes</li><li>• Produces products with a good shine</li><li>• Takes colour easily</li></ul>	<ul style="list-style-type: none"><li>• Made up of renewable and biodegradable ingredients</li><li>• Spills can be cleaned using soap and water</li><li>• Product development means fragrance throw rivals paraffin</li><li>• Most can be used in electric melters</li></ul>	<ul style="list-style-type: none"><li>• Eco-friendly and biodegradable</li><li>• Good stability for vegetable wax</li><li>• Can be used in electric melters</li><li>• Strong white / cream colour</li></ul>





## Choosing your fragrance oil: Top, middle and base notes

OK, we may be a *little* biased here, but this next section is what we like to call 'the fun bit'! As the name suggests, the fragrance oil gives your wax melt that incredible smell, and there are hundreds (and we mean *hundreds*) of scents to choose from.

Here at Fragrance Oils Direct, we stock a vast range of [fragrance oils](#), many of which are new to the UK market and all of which are vegan, cruelty-free and sustainable.

### Top Tip

When choosing which fragrance oils to buy, we always encourage our customers to get creative. Whilst it might be tempting only to buy the other makers bestselling scents, selling wax melts that smell the same as many others on the market can make it much harder to stand out. Instead, look for your unique selling point (USP) and embrace it!

Check out this [blog](#) for further tips on finding and embracing your USP.

When looking at our fragrance oil descriptions, you may notice that each one talks about top, middle and base notes. These individual notes combine to make the overall smell of the wax melt, and it's important to check each note before deciding whether to buy a fragrance oil. Here's why:

- **Top Notes** - Best described as giving the 'first impression' of the fragrance, top notes are the most volatile and are therefore released when you first start melting the wax. These tend to be the clean, fresh, citrus fragrances.
- **Mid Notes** - Mid notes are more rounded than the top notes and may not become prominent until burned for 15 minutes. The mid notes form a large percentage of the overall fragrance, hence why they're also known as the 'heart' of the fragrance.
- **Base Notes** – Base notes hang around when the melt is left to cool and are often the soothing smells like musk, wood and patchouli. They help to round the fragrance off, adding another layer of complexity to the oil.

When choosing a fragrance oil, it can be tempting to look for one with a 'strong' scent, but this often means it's simply 'top note heavy'. Whilst the initial scent will be powerful, it will soon disappear if it's not backed up with any mid or base notes.

For this reason, we recommend looking more closely at the mid notes, as these will form a much greater (and longer-lasting) part of the fragrance. For more information on understanding fragrance notes, check out [this blog](#).

# How to make wax melts

The exact process you follow to make your wax melts will vary depending on the type of wax you use. That's because different waxes have different melting points and cure times. Even different brands of the *same* wax, such as soy, can vary.

With that in mind, we wanted to share our top tips on understanding temperatures and cure times *before* looking at a typical making process.



## Temperatures

One of the most important documents in the world of wax melts is the Technical Data Sheet, or TDS. A TDS will be available from your wax supplier as a downloadable document or upon request, and you must read it thoroughly as it provides key information on the following:

- Identifying your product
- Handling and storing the wax
- The correct temperature at which to melt and pour your wax

Once you've made your first few batches of wax melts, it can be easy to slip into a routine of not checking the TDS for specific temperature information, but it's essential that you do. If your oil is added at too low a temperature, for example, it can 'sweat' out of the wax when stored in unfavourable conditions.

In short, remember to *always* check the TDS for every type of wax you buy.

## Cure times

The cure time is the time it takes for the wax and the fragrance oil to bind with each other, and there's lots of talk online about fragrances becoming more potent the longer a wax melt cures. However, this isn't the case.

We have tested our wax melts at one day and two weeks, and the throw is the same. We even asked our fragrance oil manufacturer and a wax supplier about cure times, and both gave the same answer – around 48 hours for the wax to fully set and the molecules to settle (though, as always, check the TDS for your specific wax each time).

## A typical making process

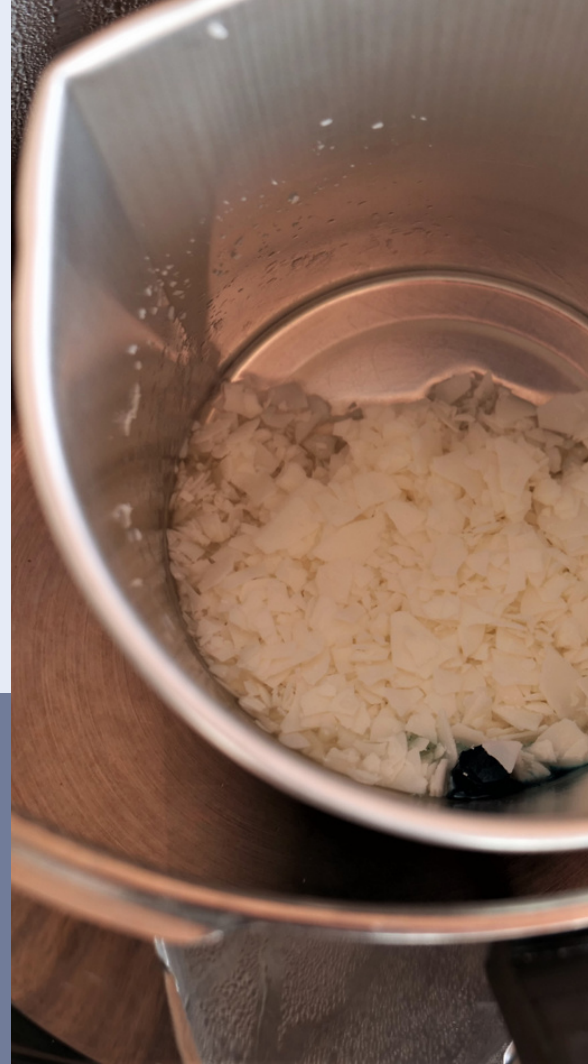
Once you've read (and re-read) your TDS for temperature and cure time information, it's time to start making wax melts! Here's how a typical process *could* look:

### Part 1: Melting and pouring

1. Heat the wax to the temperature stated on the TDS provided by the manufacturer.
2. Add the fragrance oil at the temperature shown on the TDS and mix gently clockwise and anti-clockwise. Don't mix excessively.
3. Cool to the temperature stated on the TDS, then pour.

### Top Tip

If you're adding dyes or glitter/botanicals, check the product instructions before starting the process. Some dyes are added when the wax is melting, whilst others are added after it has melted. As for glitter or botanicals, these are often added dry to the bottom of the mould.



### Part 2: Storage and shelf life

1. Leave your wax melts to cure for the length of time stated on the TDS.
2. Store product in an airtight container or its final packaging in a dry, dark area away from odour-causing substances. Do not store in excessively high or low temperatures.
3. Check the TDS to see how long the product can be stored. This is commonly listed as within one year from the date of manufacture, though the shelf life of products will vary depending on the wax used and the storage conditions.

And there you have it. We told you it was easy!



# Labelling and selling / gifting your wax melts

Before you can start selling your wax melts to friends, family and customers far and wide, you first need to correctly label your products and think carefully about names and prices.

## CLP labelling

Adding a CLP label to your wax melt packaging is a legal requirement here in the UK, but don't worry. It's not as complex or as frightening as it may sound.

CLP stands for 'classification, labelling and packaging', and it helps keep your customers safe by giving them details about any hazardous or allergen substances in the melt.

A CLP label for wax melts must have the following information:

- The name of your product, the fragrance and the fact it's a wax melt
- Any hazardous or allergen ingredients
- The relevant signal word ('danger' is for hazardous substances, whilst 'warning' is for less hazardous substances)
- Hazard pictograms (if applicable\*) and accompanying statements
- Your company address and contact details

**\*Note:** Where there are no pictograms 'triggered' on a CLP there will be no signal word.

To create your very own CLP label, you'll need to extract the information above from the CLP or SDS document that will be available for download when buying your fragrance oil.

If the download is a CLP document, extracting the relevant information for a CLP label is easy. However, if the download is an 'SDS at 10%' document, the process can be a little more difficult as the relevant CLP information is included amongst lots of other important notes.

For advice on how to extract your CLP information from an 'SDS @ 10%' document, check out [this blog](#).

If you're looking for further guidance on CLP labelling and your responsibilities, [this helpful video](#) is a must-watch.

**Tonka & Tobacco Flower  
Natural Soy Wax Melt**



**WARNING**  
May cause an allergic skin reaction, Harmful to aquatic life with long lasting effects.  
Contains : Amyl cinnamic aldehyde; Cinnamic aldehyde; Coumarin crystals; Eugenol; Iso E Super; Hydroxy; Orange Oil; Vertenex

**Instructions**  
Remove from packaging and place wax melt / part of snap bar in burner. Do not overload burner. Use a single unscented tea light for traditional burners. Keep out of reach of children and pets and out of draughts. Do not move when lit or hot. Do not eat

Fragrance Oils Direct Ltd. Unit 17, Orchard Industrial Park, New Orchard Rd, Thurcroft, Rotherham S66 9FT 07312 099250  
[www.fragranceoilsdirect.co.uk](http://www.fragranceoilsdirect.co.uk)

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## Naming (or renaming) your wax melts

We've already spoken a little bit about the importance of embracing your unique selling point and creating something that will help you stand out in the market. Well, the same applies when choosing the name of your wax melts.

Just because the fragrance oil you've used is called 'Fresh Linen' doesn't mean you have to use the same name for your product. Here are two key things to consider when naming your wax melts:

- **Your brand** – Renaming a fragrance oil can help a fragrance fit with your brand. You may decide to highlight key notes from the oil or choose a name that fits a particular theme.
- **Your target audience** – Different demographics will find different names appealing, so carefully consider who will buy your products. Think about their age, gender and common likes and dislike, and then use this to inspire product names.

### Top Tip

Renaming your product can certainly be a lot of fun and very beneficial to your overall brand image, but approach with caution. Customers may end up disappointed if they think a renamed fragrance is a new fragrance. To prevent this from happening, always list the main fragrance notes in the product description.





## Pricing your wax melts

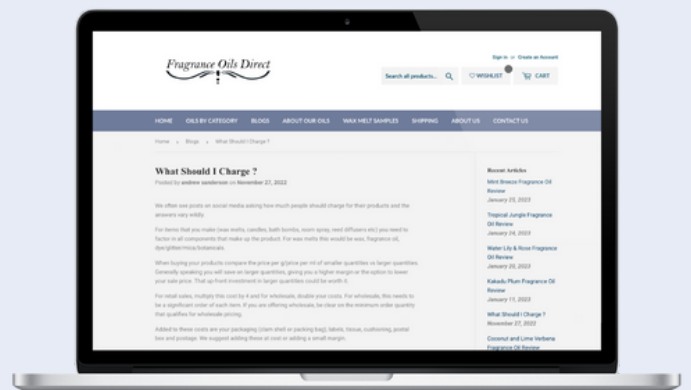
Last but certainly not least, it's time to price your wax melts. This is something that many of our customers struggle with, and we usually give them the exact same advice: whatever you do, don't simply copy your competitors.

Many things need to be factored into a pricing structure, and copying someone else's price could leave you out of pocket. Here are three key things to consider:

1. **The ingredients used** – Be sure to factor in all components that make up the product. For wax melts, this would be wax, fragrance oil and any added dye, glitter, mica and botanicals.
2. **The packaging and shipping costs** – On top of the ingredients used to make the product, you'll also need to factor in the cost of the clamshell or packing bag, label, cushioning and stamp used to get your product to the customer.
3. **Transaction fees** – Beyond the cost of making and shipping your melts, consider any transaction fees you've had to pay when selling your product. This might include credit card fees or fees from companies like PayPal, eBay, Etsy or your ecommerce platform.

You may also want to consider the time taken and energy used (in electricity and gas) to make your wax melts and any costs to market your product.

For further tips on pricing your products, check out [this blog](#).



# A final word from us

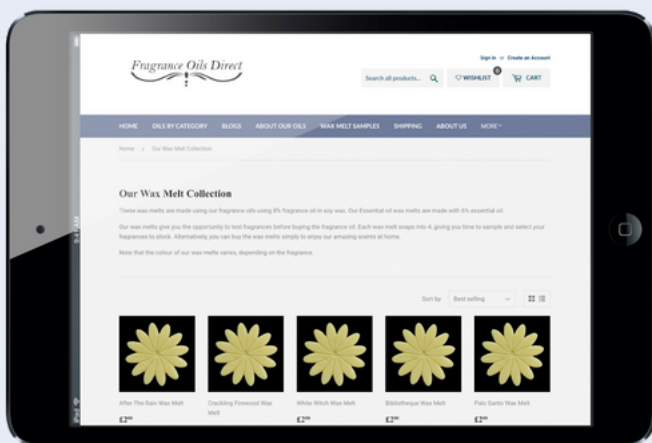
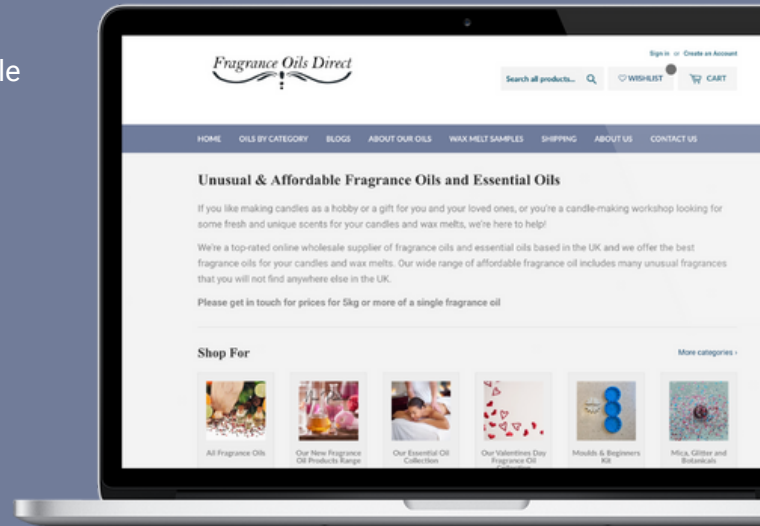
You've made it to the end of our beginner's guide to wax melts, and we hope you now feel properly equipped to make your first batch of wax melts, follow the correct legislation and sell your products at a price that's fair to your customers *and* yourself.

## How we can help you in the future

If you've found this guide useful, we'd love to tell you a little more about us and how we can help you further in the future.

Fragrance Oils Direct is a top-rated online wholesale supplier of fragrance oils and essential oils based in the UK. Used by hobby makers through to large-scale manufacturers, our wide range of affordable, cruelty-free and sustainable fragrance oils include many unusual fragrances that you will not find anywhere else in the UK.

Head over to [our website](#) to start browsing!



## Unsure which fragrance oils to try first?

We also sell a range of wax melt samples which will give you a clear idea of what a fragrance oil will smell like once used to make wax melts. That way, you can be sure that you'll love the end product!

Click [here](#) to browse the full range of samples.



Top Rated



Cruelty Free



Paraben Free



Silicone Free



Lilial Free



Phthalate Free



Vegan



Acrylate Free



PEG Free



Sustainable



Free of nitro and polycyclic musk

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