



BATH & BODY GUIDELINES AT OUR

At each market where we operate, we have the flexibility to book multiple soap or candle vendors while adhering to our Fair Market Rules. We recognize that a variety of mediums are used in crafting these products, and each vendor brings a unique approach with distinct ingredients.

With that in mind, we allow a minimum of two soap and candle vendors to be booked for each market location and event date. To maintain a balanced market and adhere to our Fair Market Rules, we strive to ensure that each vendor offers sufficiently distinct products, providing customers with clear choices when selecting their purchases.

For the soap category, we permit a minimum of two vendors to sell soaps from the following categories (only one vendor from each option will be booked per market location):

1. Essential Oil Soy Candles - Made without dyes, paraffin, phthalates, parabens, known carcinogens, or hormone disruptors.
2. Essential Oil Soy Candles - Made with dye, but free of paraffin, phthalates, parabens, known carcinogens, or hormone disruptors.
3. Perfume Soy Candles - Made without dyes.
4. Perfume Candles - Made with dyes.
5. Beeswax Candles - Crafted from pure beeswax.

This structure maintains clarity while ensuring the information is presented effectively.

For the Candle category we allow a minimum of 2 vendors to sell soaps out of these categories (we book only one vendor from the options below per market location) -

We recognize that manufacturers and vendors of soaps and bath and beauty products are responsible for ensuring the safety of their products. To ensure that our vendors accurately label their offerings, we have enhanced the application process for this category. When applying to participate in a market, please be sure to select the appropriate product you intend to sell, such as True Soap, Cosmetic or Beauty Bar, Lotion, Body Butter, Bath Salt, Sugar Scrub, Salt Scrub, Shaving Cream, Deodorant, Lip Balm, or Perfume.

Other Soap or Bath & Beauty Products Guidelines

Important Note:

The most common discrepancy seen on applications to vend is when Soap or Bath and Beauty vendors apply they are calling themselves “Soap Makers” when the product really being sold is a “Cosmetic or Beauty Bar. In order to make sure you know the difference here are the definitions:

True Soap:

“Ordinary soap is made by combining fats or oils and an alkali, such as lye. The fats and oils, which may be from animal, vegetable, or mineral sources, are degraded into free fatty acids, which then combine with the alkali to form crude soap. The lye reacts with the oils, turning what starts out as liquid into blocks of soap. When made properly, no lye remains in the finished product. In the past, people commonly made their own soap using animal fats and lye that had been extracted from wood ashes”.

Cosmetic or Beauty Bar:

“A cosmetic is a product, except soap, intended to be applied to the human body for cleansing, beautifying, promoting attractiveness, or altering the appearance. As defined in section 201(i) of the FD&C Act, a cosmetic is a product, except soap, intended to be applied to the human body for cleansing,

beautifying, promoting attractiveness or altering the appearance. In short, one may say that a cosmetic is a product intended to exert a physical, and not a physiological, effect on the human body”.

"Today, there are very few true soaps available in the market. Most body cleansers, whether liquid or solid, are actually synthetic detergent products. Detergent cleansers are favored because they lather easily in water and do not leave gummy residues. Some of these detergent-based products are even marketed as "soap," but they do not meet the regulatory definition of true soap."

All products intended for application to the skin must be labeled in accordance with the guidelines established by the Food and Drug Administration (FDA) and the Consumer Product Safety Commission (CPSC). Compliance with these regulations is mandatory.

Ingredients must be listed in descending order of predominance.

Known allergens must be clearly identified.

- Label warnings should be included, such as “Discontinue use if rash or irritation occurs. This product has not been evaluated.”

Here are the facts sourced from the FDA website regarding soap FAQs:

The FDA frequently receives inquiries from soap makers about the regulation of their products. This information is designed to assist small-scale soap producers in understanding the relevant laws and regulations they need to be aware of.

How are traditional soaps and synthetic detergents different?

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3. How it's intended to be used: To be regulated as soap, it must be labeled and marketed only for use as soap. If it is intended for purposes such as moisturizing the skin, making the user smell nice, or deodorizing the user's body, it's a cosmetic. Or, if the product is intended to treat or prevent disease, such as by killing germs, or treating skin conditions, such as acne or eczema, it's a drug. You still can use the word "soap" on the label. You can read the entire regulation at 21 CFR 701.20

- How are different "soap" products regulated?

If your product meets the regulatory definition of soap, it is regulated by the Consumer Product Safety Commission (CPSC) rather than the FDA. For inquiries regarding the requirements for these products, please contact the CPSC directly.

- What's the regulatory definition of soap?

Whether a product is "soap" in the traditional sense, or is really a synthetic detergent, helps determine how the product is regulated. So, let's take a look at how "soap" is defined in FDA's regulations;

To meet the definition of soap in FDA's regulations, a product has to meet three conditions:

1. What it's made of: To be regulated as "soap," the product must be composed mainly of the "alkali salts of fatty acids," that is, the material you get when you combine fats or oils with an alkali, such as lye
2. What ingredients cause its cleaning action: To be regulated as "soap," those "alkali salts of fatty acids" must be the only material that results in the product's cleaning action. If the product contains synthetic detergents, it's a cosmetic, not a soap.

- **IF A PRODUCT IS CLASSIFIED AS A COSMETIC, IT IS REGULATED BY THE FDA.**

Neither the product nor its ingredients require FDA approval, except for any color additives included. It is your responsibility to ensure that your product is safe for consumers when used as intended and to ensure proper labeling. While you do not need to register your company or submit your product formulations to the FDA, we encourage participation in our Voluntary Cosmetic Registration Program