



 raining rose.®

2018 PRODUCT GUIDE



Your Contract Manufacturer

Raining Rose started in 1996 as a hobby out of a family kitchen and was purchased in 2003 by two former telecommunications executives, one of whom serves as our CEO. Based in Cedar Rapids, Iowa, our company prides itself in honesty and integrity, remaining committed to creating products using only the highest quality ingredients. We have worked with both small and large brands, so we understand the intricacies of servicing retailers with varying needs and scopes. Our goal is to be a company that is easy to work with and earns your loyalty through our dedication and service.

While we strive to use as many organic ingredients as possible, we believe in full ingredient disclosure and labels that accurately reflect the organic content of our products. We also consistently work to maximize our efficiency and eliminate waste, recycling nearly all our materials and implementing practical solutions to be as lean as possible.

Our core values form ASPIRE: Attitude, Safety, Passion, Integrity, Relationship, and Evolve. These values drive our decision making and are the reasons we have a staff of reliable, friendly people always ready to assist our customers. Thanks to our vertically integrated model, we have the ability to be flexible to meet your ever-changing needs — this means when you work with us, you can rest assured that your brand is in the care of a company you can trust.

Facility Certifications

Certified



Certified B Corporation®

This designation means we meet the highest standards of accountability, transparency, and social and environmental performance as established by the organization B Lab. This nonprofit's goal is to inspire people to use business as a force for good, and we're one of the 2,000+ companies recognized for doing so.

USDA
ORGANIC

USDA Organic

The Raining Rose facility is one of the few certified to manufacture USDA organic products. We work with Oregon Tilth to certify these products — those that are made with agricultural ingredients and other organic content, meeting USDA standards for organic production, handling, processing, and labeling.

Accomplishment Highlights:

- Designated a Certified B Corporation® (2016)
- Recognized 10 times by the Initiative for a Competitive Inner City and Fortune magazine on its annual Inner City 100 list (2005-2009, 2011, 2013-2016)
- Recognized eight times by Inc. magazine on its annual Inc. 5000 list (2007-2013, 2016)
- Became a Blue Zones® Designated Workplace (2014)
- Received LEED certification for our sustainable facility (2014)
- Recognized four times as one of the Corridor's Fastest-Growing Companies (2010-2012, 2014)
- Chuck Hammond, president and CEO, named Iowa Small Business Person of the Year by the U.S. Small Business Administration (2013)
- Recognized as one of PPB Magazine's Greatest Companies to Work For (2012)
- Received the Inc. Hire Power Award (2012)
- Received the U.S. Chamber of Commerce Small Business of the Year Award (2011)
- Received the Linn County Board of Health Healthy Worksite Wellness Award (2011)
- Received the Options of Linn County Business of the Year Award (2011)
- Received the LIVE UNITED Volunteer Award for the Business Volunteers category from United Way of East Central Iowa (2011)
- Received a Silver Addy for Identity (2003) and Gold Addy for Packaging (2001) by the American Advertising Federation



LEED

LEED (Leadership in Energy and Environmental Design) is the most widely used third-party verification for green buildings worldwide, and we're proud to have our facility LEED certified. It allows us to use our resources more efficiently, decreasing our production of greenhouse gases.



FDA

Our facility is FDA registered and audited, with third-party audits also conducted regularly. We view compliance as having utmost importance to maintain the high level of quality we are known for.

LIP BALM



Our standard lip balm component is 0.15 oz (4.25 g) and 2.65" tall. Made of post-industrial content, it comes in white, black, clear, and natural colors.



A twist on the classic lip balm, this component is oval in shape. It is 0.15 oz (4.25 g) and 2.66" tall, fitting nicely in a front pocket. It is also made of recycled materials and also comes in clear or black.

All Natural Lip Balm

This product is the ideal choice for those wanting a natural lip balm option. Its formula contains beeswax, organic sunflower oil, organic extra virgin olive oil, vitamin E, and aloe vera and is sure to leave lips happy.

USDA Organic Lip Balm

With an official seal to validate its contents, this lip balm is made with 95% organic ingredients, including organic beeswax and organic sunflower oil.

Vegan Lip Balm

With ingredients that include organic hemp seed oil, green tea extract, and peppermint essential oil, this feel-good lip balm offers a smooth application and is environmentally friendly, with no animal by-products.

The tin offers a different way to present lip balm. It's available in various sizes, including 1 oz, 2 oz, and 4 oz. Custom colors are available for runs more than 40,000 pieces.



Often called the euro tube, this container presents another variation for lip balm. It is the standard 0.15 oz (4.25 g) size but much different in form and feel. This tube is made of recycled materials and comes in a variety of colors depending on your volume needs.

SPF Lip Balm

The broad spectrum rating in this SPF 15 or SPF 30 lip balm provides full protection against the effects of UVA and UVB rays. It's made with beeswax, vitamin E, and aloe vera to create an exceptional blend of the highest retail quality.

Natural SPF Lip Balm

For a protective and natural lip balm made with superior ingredients, this SPF 15 lip balm includes organic sunflower oil, organic beeswax, organic extra virgin olive oil, and aloe vera oil.

Budget Lip Balm

Designed to provide value at a low cost, this budget-friendly lip balm is made with petroleum, mineral oil, paraffin wax, ozokerite wax, coconut oil, and vitamin E.

6 MEN'S GROOMING



The glass bottle is perfect for beard oils, essential oils, and many other products, available in a variety of sizes and colors. Sizes range from 0.45 oz to more than 4 oz, and colors include clear, amber, and other options.

For products other than lip balm, the tin comes in a variety of sizes, including 1 oz, 2 oz, and 4 oz. Tins also come in different shapes to set your product apart from others.



Organic Shaving Oil

For men who enjoy using shaving oil, this offering is created with organic jojoba oil, organic grape seed oil, organic hemp seed oil, organic tea tree oil, organic orange oil, and additional organic ingredients for an unmatched shave.

Organic Beard Oil

Our high quality organic beard oil is formulated with a variety of organic oils, including coconut, castor, jojoba, avocado, hemp seed, grape seed, and extra virgin olive oil to create a blend that's refined and effective. It is also available as a non-organic formula.

Natural Pomade

The shea butter in this pomade helps provide a high-end application, working alongside other ingredients like jojoba oil, lemongrass, and bergamot. The result is a sought-after hair product that customers love. It is also available as a non-natural formula.



This component can be used for a variety of products like shave balm and deodorant. It's available in 1 oz, 2.2 oz, and 2.5 oz and comes in clear, natural, and white.



The squeeze tube can be used for a variety of products ranging from lotion to sunscreen. It comes in many sizes, from 1 oz to more than 10 oz.

Shave Cream

Shaving is a treat when it's done with our premium shave cream, made with a hint of menthol, shea butter, and the essential oils of tea tree, lemon, and lime. It's designed for a smooth shave every time to make your name proud.

Shave Balm

Part of a great shave is taking good care of the face after the razor. Formulated with shea butter, macadamia oil, sunflower oil, and several extracts that include witch hazel, chamomile, calendula, and cucumber, this balm is a clear winner.

Beard Balm

Our rich and creamy beard balm is among the best, created with natural ingredients like shea butter, white beeswax, coconut oil, jojoba oil, sweet almond oil, lemongrass, and bergamot. Every use provides a luxurious feel.



DEODORANT



Our standard deodorant/antiperspirant container is oval-shaped. It can be top or bottom filled, depending on the finish you prefer on your product. It comes in different colors, including white, clear, black, and natural. Sizes range from 1 oz to the standard 2.5 oz.



This component can be used for a variety of products like shave balm and deodorant. It's available in 1 oz, 2.2 oz, and 2.5 oz and comes in clear, natural, and white.



An additional deodorant/antiperspirant container, this alternative is clear and has a push-up application. It comes in 1 oz, 2.2 oz, and 2.5 oz sizes. Color options are clear, natural, and white.

All Natural Deodorant

A deodorant people can feel good about wearing is exactly how to describe this product. Its ingredients include coconut oil, shea butter, candelilla wax, organic jojoba oil, witch hazel extract, and vitamin E to foster freshness and desirable results.

All Natural Probiotic Deodorant

For those who want a probiotic version of our natural deodorant, this formula incorporates coconut oil, candelilla wax, murumuru butter, rosemary extract, witch hazel extract, and the essential oils of lemon, eucalyptus, and lime.

Natural Vegan Deodorant

For those seeking a vegan version of our natural deodorant, this product contains no ingredients from animals, and it has not been tested on animals.



The squeeze tube can be used for a variety of products ranging from lotion to sunscreen. It comes in many sizes, from 1 oz to more than 10 oz.



This container is great for face sticks and sun sticks. It has a 0.5 oz (14.2 g) fill and is 3.72" tall. It is available in a variety of colors if needed.

All Natural Sunscreen

This sunscreen with SPF 30 protection defends against UVB rays that cause sunburn and UVA rays that trigger age spots, wrinkles, and cancer. FDA compliant, it's made with sunflower oil, grape seed oil, and vitamin E.

All Natural Sun Stick

Long-lasting with a no-mess application, this product is SPF 30 rated, and ingredients of its formula include beeswax, cocoa butter, jojoba oil, and rosemary extract. It goes on smoothly, with a non-whitening residue.

Non-Whitening Sun Stick

This synthetic sunscreen offers SPF 30 and has coconut oil, white beeswax, organic jojoba oil, cocoa butter, and vitamin E incorporated into its formula. The stick provides a mess-free experience so wearers can keep the protection right where it's intended.



A glass jar is a great way to add elegance to your lotion, cream, or moisturizer. These jars come in a variety of colors and sizes depending on your needs (2 oz to 24 oz options). Lid choices are just as varied to fit your preferences.



A plastic jar or tub is less expensive than a glass selection but offers the same flexibility in color and size.

All Natural Lotion

This product is made with aloe to soothe dry, rough, and cracked skin. The fact that it feels light when applied complements its pleasant scent to give customers a nourished feel.

Body Lotion

With a variety of wonderful fragrances like Iced Pear and Jasmine, this rich lotion's formula includes coconut oil and macadamia oil. It can be applied to areas of the skin that need extra attention and softness.

Body Butter

Offering a thick application for additional moisture to the skin, this product is made with organic extra virgin olive oil, white beeswax, sweet almond oil, organic shea butter, and organic cocoa butter.



A glass or plastic bottle can be a unique way to present your lotion, cream, or moisturizer. These bottles come in clear, black, white, and natural colors but can be ordered in other colors based on your volume needs. Sizes range from 2 oz to 32 oz for larger fills.



A larger version of the glass or plastic bottle, this container comes in clear, black, white, and natural colors but can be ordered in other colors based on your volume needs. Sizes run as large as 32 oz.



The squeeze tube can be used for a variety of products ranging from lotion to sunscreen. It comes in many sizes, from 1 oz to more than 10 oz.

Hand Cream

Our hand cream is specifically designed to soothe hands, with shea butter, water, hemp seed oil, cucumber extract, and chamomile extract included in its ingredient deck.

Face Moisturizer

The face needs a gentle moisturizer, which is what we provide thanks to this formula's combination of ingredients that include water, liquid shea butter, lavender essential oil, and lemon essential oil.

Foot Lotion

Our feet put up with a lot, which is why this foot lotion will be welcomed by those needing relief. Water, aloe vera powder, rosemary oil, and eucalyptus oil are some of the ingredients in its formula to make it effective for repeated use.



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Organic Nipple Cream

Safe for nursing mothers, our organic nipple cream is made with premium ingredients that include organic sunflower oil, organic beeswax, organic coconut oil, and organic shea butter for a dependable and safe source of needed relief.

Organic Stretch Mark and Scar Diminisher

New and expecting mothers will love how this product helps reduce the visibility of stretch marks and scars thanks to its proven formula, which incorporates water, organic glycerin, organic aloe vera powder, olive oil, shea butter, and rosewood essential oil.

Natural Diaper Cream

Ideal for preventing diaper rashes, this cream is formulated with sunflower oil, coconut oil, beeswax, shea butter, grape seed oil, and jojoba oil, all of which are organic. It also includes zinc oxide and other natural ingredients.



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Eczema Cream

Developed to reduce red, itchy, and irritated skin, this cream incorporates organic shea butter, organic coconut oil, organic pomegranate oil, flax seed oil, red clover extract, goji berries extract, and the essential oils of thyme and bergamot.

Baby Calming Lotion

A gentle, sweet-smelling, and effective lotion is essential for babies, which is why this product is made with organic coconut oil, organic cocoa butter, organic peppermint oil, and lavender oil.

Organic Baby Oil

Feel good about the oil you use for your baby with an organic baby oil made with these organic ingredients: sunflower oil, argan oil, sesame oil, lavender oil, marula oil, cocoa butter, and chamomile extract.



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This narrow component is made for shimmers! It's elegant and smaller for a colorful product, measuring 0.07 oz (2.0 g) and about 3" tall. It comes in white, black, and natural colors.



Natural Body Wash

Betaine-free, our body wash is gentle, high-foaming, and natural-based. It leaves skin feeling clean without dryness or irritation that can result when harsh sulfates are used.

Natural Lip Shimmer

Made with beeswax, shea butter, mango butter, and vitamin E, the shimmer keeps lips comfortably moisturized while providing a touch of color and hint of mint.

Natural Oils

We offer a range of natural essential oils, including peppermint, lavender, rosemary, tea tree, eucalyptus, and lemongrass. We also have organic essential oils available.



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Muscle Pain Reliever

Made with soybean oil, coconut oil, white beeswax, shea butter, lanolin oil, and other oils and ingredients, this formula helps ease muscle pain in a relaxing way.

Natural Bug Repellent

Our mosquito repellent is formulated without chemicals to repel mosquitoes, gnats, and other biting insects. Tested by an independent lab for efficacy, our product performs as well as those containing up to 5% DEET.



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The squeeze tube can be used for a variety of products ranging from lotion to sunscreen. It comes in many sizes, from 1 oz to more than 10 oz.

Natural Shampoo

For a mild shampoo with low potential for skin and eye irritation, try this product that lightly smells of blueberry and is ideal for all ages and hair types. Its ingredients will not excessively strip or dry hair, and its formula is sulfate-free.

Natural Conditioner

This rich formula is created to offer high-performing conditioning with minimum buildup when used on a routine basis. Great for most hair types, it will not weigh down hair and is made with ingredients that meet respected standards.

Leave-In Conditioner

Our leave-in conditioner provides a number of benefits for hair — it detangles, hydrates, tames frizz, controls volume, promotes growth, adds natural vitamin E, restores natural beauty, reverses damage, and more.

PRIVATE LABEL PROCESS

DISCOVERY CALL

We'll schedule a call with your team and identify if our resources are a good fit for your project, discussing topics like formula, timeline, claims, and volume.



PO ENTRY

Once your purchase order is entered, you'll receive an order confirmation and approximate ship date, reflecting a lead time of 2-3 weeks.



LABEL CREATION

It's at this point that we help you create your label and manage any other content for your project, making changes as needed to obtain your final approval.



PRODUCTION

In this stage, your product is labeled and packed out so that it's ready to ship. We'll stay in touch to provide updates and coordinate shipping needs.



Do you want a product that's ready for you to personalize with your brand? If you're not looking to match a specific formula or create your own, ordering from our stock products for a private label is the option for you. This approach is ideal for ordering smaller quantities or just starting out.

For more details about your specific timeline, give us a call at **800-481-3934** or email us at mail@raininrose.com.

CUSTOM PRODUCTS

CUSTOM PRODUCTS PROCESS

DISCOVERY CALL

We'll schedule a call with your team to discuss your project. Our goal is to identify if our resources are a good fit for your project and vice versa. We'll cover topics like formula, timeline, claims, and volume.



R&D

Our team will start developing your product, gladly providing product development samples free of charge. While we try to nail down the formula the first time, we anticipate a few versions to achieve formula approval (4-6 weeks).



PO ENTRY

Once you've approved the product and sent a purchase order, we'll provide confirmation and an approximate ship date. We estimate 8 weeks for first-time production runs, but this can vary by product and the readiness of all required elements.



PRODUCTION

This is where the magic happens! In this stage, your product is batched, filled, tested, labeled, and packed out so that it's ready to ship. We'll stay in touch to provide updates along the way and coordinate shipping needs.



The majority of our work consists of custom products — and the possibilities are nearly endless. Whether you'd like us to match your existing formula, match your benchmark sample, or help you create something from scratch, we're confident you will love the end result.

For more details about your specific timeline, give us a call at **800-481-3934** or email us at mail@raininrose.com.

7 WEEK TIMELINE: CUSTOM PRODUCTS

DAY 1

You submit purchase order.

DAY 2

We purchase raw materials, and you send any materials you have with documentation, after receiving a customer supplied purchase order from Raining Rose.*

*All customer supplied items received without a purchase order and correct documentation may be returned at your shipping cost.

WEEK 1 - WEEK 3

All raw materials arrive at Raining Rose and are tested.

WEEK 4

We plan your project and begin putting it through production.

WEEK 5 - WEEK 6

We test your product and package it for shipment.

WEEK 7

We ship your finished product to you.

END OF 7 WEEK TIMELINE

Your finished product is in your hands.

Customer Compliance: The Importance

The success of your brand and our ability to extend your brand's representation is greatly dependent on how Raining Rose accepts materials in our facility and how we work through the process of production. It can be difficult to forecast the sales of your brand, and having a just-in-time strategy can put pressure on your organization to ensure both you and your partners have adequate inventory. This is especially true when sell-through happens more quickly than expected. Due to this reality, it's very important to provide all materials on time to allow for better-than-expected product sales and avoid emergency timeline situations.

Customer Compliance: The Process

Once we receive your purchase order, our Purchasing team will immediately order any raw materials you'll need, including all ingredients and components. Any raw materials and/or components that you will be supplying need to be in-hands to us with full documentation within the firm three-week timeline outlined in the diagram above. When you send us your customer supplied materials, you must communicate tracking information to your sales assistant prior to shipment. Please keep in mind that Raining Rose tests every raw material before acceptance, which is included in the three-week time frame. Our standard testing procedures range from organoleptic and assay to chemical and physical depending on the unique formula.



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