MADE ON ORCAS ISLAND SINCE 1996

Lip balms



Our lip balm is made with jojoba, beeswax, shea butter, castor oil, and candelilla wax, and flavored with real fruit flavors and essential oils. Customers have described it the same way for twenty years: it stays on, it does not feel waxy, and it does not leave your lips wanting more. It ships in 12-count counter displays.

> "Visited Orcas as a teen and purchased this lip balm at the farmer's market. Been ordering it for the past 20 years. I have it stashed all over in our cars, backpacks, desks, jackets."
>
> James, Salt Lake City, on Vanilla

ISLAND THYME AT A GLANCE

Since 1996
Small-batch maker on Orcas Island, Washington

4.9 of 5
3,300+ customer reviews across our whole line; 97% five-star

On the shelf
PCC Community Markets, Skagit Valley Food Co-op, and co-ops and independents across the Northwest

Made in-house
Our own workshop, with botanicals from Island Thyme Farm. Certified B Corporation™

WHY IT SELLS

It turns quickly and introduces the brand
Lip balm is our highest-volume category by units. A display at the register sells steadily all year, and it puts the brand in the hands of customers who go on to buy creams and face care.

A following, not just a flavor
Customers buy multiple tubes, keep one in every coat, and ship them to family in other states. Huckleberry and Tingle Mint lead, and every flavor has its loyalists.

Nothing to merchandise
Each flavor ships in its own 12-count display box, so the display is set the moment it comes out of the carton.

Suggested opening set: four displays, top flavors

Tingle Mint 12-ct display	1
Huckleberry 12-ct display	1
Vanilla 12-ct display	1
Cardamom Vanilla 12-ct display	1

Chai for autumn, Coconut Lime for summer

Order or ask a question: orders@islandthyme.com · 360-376-5152 · islandthyme.com · Orcas Island, Washington

Wholesale price list and line sheet sent separately · rev 2026-11-18

Island Thyme
BOTANICALS

PRODUCT SPECIFICATIONS
LIP BALM

PRODUCT	SIZE	SKU	UPC (12 CT)	NOTES
NINE FLAVORS · BOX OF 12 · .15 OZ TUBES · listed in order of sales				
Tingle Mint	12 × 0.15 oz	IT0426	053722001374	Top flavor in every channel. Peppermint and spearmint.
Huckleberry	12 × 0.15 oz	IT0422	053722001282	A berry flavor with a loyal following; second only to Tingle Mint.
Vanilla	12 × 0.15 oz	IT0428	053722001381	Soft, sweet, and unfussy. Natural vanilla, stevia.
Cardamom Vanilla	12 × 0.15 oz	IT0418	053722001183	Warm and aromatic; cardamom essential oil.
Lavender Vanilla	12 × 0.15 oz	IT0424	053722001299	Lavender essential oil over a vanilla base.
Mango	12 × 0.15 oz	IT0430	053722001367	Bright mango with steam-distilled lime.
Blackberry	12 × 0.15 oz	IT0420	053722001176	Wholesale-leaning flavor; classic Northwest berry.
Chai	12 × 0.15 oz	IT0441	053722001190	Cinnamon and cardamom; leans autumn and holiday.
Coconut Lime	12 × 0.15 oz	IT0458	053722001275	Newest flavor; leans summer.
SETS · gift sleeve · on request				
Lip Balm Classic Set of 5	5 × 0.15 oz	IT0215	753182627199	Mango, Huckleberry, Vanilla, Tingle Mint, Blackberry.

Wholesale unit is the 12-count display box per flavor; the box is the counter display. Shelf life: 24 months.

Product details

- Base of jojoba oil, beeswax, castor oil, shea butter, candelilla wax, coconut oil, and evening primrose oil, with vitamin E
- Flavored with natural flavor oils and essential oils; colored with natural mica where colored at all
- Gluten-free. No petroleum, no petrolatum, no synthetic fragrance
- Made in our workshop on Orcas Island in small batches; no contract manufacturing. Full ingredient declarations for every product are on our wholesale site.

Merchandising

- The register outsells the body care aisle by a wide margin.
- Keep at least three flavors out. Variety is what sells the second and third tube.
- Bring Chai forward from September and Coconut Lime forward from May.
- Keep displays out of direct sun and away from heat. The lip balms soften above about 90°F and firm back up without harm.

How ordering works

Orders go out from Orcas Island within 1–2 business days. Net 30 for established accounts. Listed in ECRS. Testers and staff training on request.

READ OUR CUSTOMER REVIEWS

Tingle Mint Lip Balm
islandthyme.com

Huckleberry Lip Balm
islandthyme.com

Lip Balm Classic Set
islandthyme.com