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# Cosmeagram

## Dinner Hour

### Global Trends in Health and Wellness

Suellen Bennett  
 Marketing Manager - Botanicals  
 Croda, Inc.



My presentation is entitled "Global Trends in Health and Wellness." The trends were identified by a European trend watch company called Promostyl. It focuses on four different areas of consumer imagery as it relates to product concepts - playtime, mutation, origin and purity. The trend is presented and explained, with accompanying colors, images and ideas, and then 4 to 5 finished products currently on the market are described which reflect that trend. Many of the products are from smaller, niche European companies, which are not so frequently seen here in the US.

#### ABOUT OUR SPEAKER

Suellen Bennett graduated from St. Andrews Presbyterian College with a Bachelor of Science degree in Biochemistry. She went to work for Estee Lauder Companies, first in BRD and then in the Microbiology Department. Her career in sales and marketing started at Brooks Industries in the Technical Marketing department, and then continued on at Biosil Technologies, where she became the Vice President of Sales & Marketing. Suellen then joined GE Advanced Materials as a Sales Manager, focusing primarily on their boron nitride sales. Her current position is as the Marketing Manager of Botanicals for Croda, Inc. She is active in the New York Chapter of the Society of Cosmetic Chemists, and will serve as Chairperson for 2008.

## Educational Hour

### Amino Acids in Personal Care Formulation

Bruce W. Gesslein  
 Technical Manager  
 Ajinomoto USA, Inc.



Amino Acids are the foundation, the building blocks of life. Their use in personal care formulation can add a number of benefits to the end product. Amino Acids and their derivatives can add conditioning, anti-oxidant effects, repair, moisturization to the skin and hair. In this presentation we will discuss some of the basics of amino acids and derivatives, the benefits that can be expected, and how to formulate with them to best effect in both hair and skin care applications.

#### ABOUT OUR SPEAKER

Bruce W. Gesslein is currently Technical Manager for Ajinomoto USA, Inc, responsible for all technical, quality and regulatory aspects of the Specialty Chemicals Division in North America. He has more than thirty five years experience in the personal care and pharmaceutical industries having held technical and managerial positions with Henkel, Croda, Inolex, Coty/Pfizer, Block Drug Co, and Onyx Chemical Co. He is a speaker at SCC, SCS and CTFA venues.

January 2008  
 Volume 38 Issue 1

Website: <http://www.caliscc.org>

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## MONTHLY MEETING

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### Tuesday-January 22, 2008

Educational Hour	5:00 pm
Social Hour	6:00 pm
Dinner	7:00 pm
Speaker	8:00 pm

#### Reservations:

Call D-D Chemco  
**818-349-4149**

Reservations a **MUST**  
 by 3:00 p.m.

**FRIDAY, January 18th**

**No shows  
 WILL BE BILLED!**

**Buffet Style  
 No menu pre-selection  
 required.**

Pay online at:  
**[www.caliscc.org](http://www.caliscc.org)**

Meeting Details Inside  
 (Page 2)

COSMEGRAM – Official newsletter of the California Chapter – Society of Cosmetic Chemists. Published as a service to its members. Website address: <http://www.caliscc.org>.

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Society of Cosmetic Chemists  
National Office  
120 Wall Street - Suite 2400  
New York, NY 10005-408

Deadline for the February Cosmeogram is January 21st. All information is to be sent to Karen Garruto at Croda Inc.

## MONTHLY MEETING DETAILS:

### PLEASE NOTE LOCATION

Proud Bird  
11022 Aviation Blvd.  
Los Angeles, CA 90045  
(310) 670-3815

### Cost:

\$40 All members with reservations AND first time guests with a member-sponsored reservation. (Member must also have a reservation!!!) THIS IS FIRST TIME ONLY! After that, non-member prices will be charged.

\$48 Members without reservations  
\$48 Non-members w/reservations  
\$58 Non-members w/o reservations

### Menu:

Menu Selection is Not Required

Buffet Style

## 2007 SCC CALENDAR OF EVENTS

### JANUARY

22 SCC Monthly Meeting

Proud Bird

### FEBRUARY

26 SCC Monthly Meeting

Proud Bird

### MARCH

25 SCC Monthly Meeting

Proud Bird

## Hospitality Corner

The California Chapter of the SCC would like to welcome the following new members to our Chapter:

Dorothy Ko - *Genervon Biopharmaceuticals LLC*  
Steven Moser - *Anti-Body LLC*  
Patrick Nido - *Benev Company, Inc.*  
Claudine Perona - *Cosmetix West*  
Alexandra Vradiy - *Classic Cosmetics*  
Christina Morgan - *Brenntag Specialties*  
Melissa Padua - *Marietta Corporation*

Please greet our new members at upcoming meetings and events. Do you know a new member? Contact Tina-Marie Lesko at [tmlesko@presperse.com](mailto:tmlesko@presperse.com) so we can include them in the Hospitality Corner for future Cosmeograms.

## Announcements

### TEAMWORKS 2008

The SCC Midwest Chapter will be hosting Teamworks 2008, the premier industrial trade show for the personal care industry. It will take place on March 26, 2008 at the Donald E. Stephens Convention Center in Illinois. Go to [www.midwestscc.org](http://www.midwestscc.org) for details.

### MEMBERSHIP STATUS

Please remember to renew your SCC membership. If you should have any questions about your membership status, you may contact Tina-Marie Lesko at [tmlesko@presperse.com](mailto:tmlesko@presperse.com).

### CONTACT INFORMATION CHANGES

If you are a member of our chapter and your information (ie. name, address, company, phone numbers, email address) has changed, please make sure you contact us with the new information so we can update our database. If changes are not sent to us, you may not be getting your newsletter, meeting notices, course registrations, etc. Please contact Tina-Marie Lesko at [tmlesko@presperse.com](mailto:tmlesko@presperse.com) with any changes.

## Historian Column

all for Pictures & Historical Information

2008 marks the SCC California's 50th anniversary. In recognition of this milestone in our chapter's history, a keepsake will be published. At this time, I am looking to interview SCC members who were active in the 60's and 70's. If you have any historical information or pictures from 1958 and beyond, please let me know.

Consider: SCC Monthly Meetings, Scientific Seminars, Suppliers Day, Sport & Social events, Awards, etc. Please contact John Luna if you have any pictures or information that should be included in this keepsake.

Contact: [john@tri-k.com](mailto:john@tri-k.com) or 818.398.9590.

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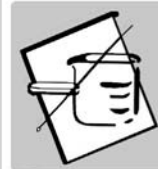
- Primary, Secondary, Specialty, Blends, Concentrates, Sulfate-Free, Natural

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## SCC 2008 Dinner Dance

Come! Make your reservations now for the "Magical Mystery Tour"  
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Place: The Quiet Cannon  
901 N. Via San Clemente  
Montebello

Date: May 3, 2008

Ticket price: \$130.00 per person/\$1300.00 per table of ten  
Extra Drink Tickets-pack of 10-- \$80

Please reserve early—Last day to reserve tables is April 11<sup>th</sup>.  
(Menu selection and guest information to be provided by April 21<sup>th</sup>.)

To reserve your seats:

In person at the SCC meetings, on line through the SCC Website or contact  
Rose Bourassa Vege-Kurl Inc.  
818-956-5582 x309 818-956-3314 fax 818-445-9746 cell  
[roseb@vegekurl.com](mailto:roseb@vegekurl.com)

Payments:

Reserve on line and pay by credit card, check or credit card at the SCC meeting,  
Or mail check to:  
California Chapter SCC  
C/o Rose Bourassa 15503 Foremast Drive La Mirada, Ca. 90638

Table Host Name: \_\_\_\_\_  
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Individual guests may book hotel rooms on line at  
<http://hiltongardeninn.hilton.com/en/gi/groups/personalized/LGBMBGI-SCC-20080503/index.jhtml>

Last day to reserve a room is April 20, 2008  
(The Hilton Garden Inn is located directly behind the Quiet Cannon.)  
(Special golf rates are available to all attendees reserving a room)

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### POSITIONS AVAILABLE

• **Cosmetic Chemist – Formulation Development (#0711-06).** Personal Care Product start-up is seeking candidate with in-depth experience in skin care product formulation. Candidate must have sound knowledge of raw materials, specifically natural ingredients including pure essential oils. Knowledge of aromatherapy or herbal medicine a plus. This is a consulting/contract position that is responsible for developing new formulas as well as refining existing formulas, documenting product samples, perform stability testing, and evaluating the quality of raw materials. Please forward resume to: leisel.whitlock@gmail.com.

• **Laboratory Technician (#0712-01).** Simi Valley based Hair Color manufacturer is seeking a laboratory technician with minimum 1-2 years experience in the cosmetic industry. This individual will work under a Chemist's supervision and be responsible for raw material and finished goods testing. Please send resume and salary requirements to swo@lavantgarde.com or fax to 805-527-1230.

• **Researcher - Santa Barbara (#0712-02).** PT (20 hours/week). Work closely with the Director of R&D and the Marketing team to assist in the research of creating innovative skincare formulations. Responsibilities include: Research and analyze Claims Substantiation test data to support product claims. Conduct extensive research via the internet, raw material suppliers, etc. for new and existing products. Read, analyze and interpret common scientific and technical documents. Understand product formulations and raw materials. Write detailed descriptions and summaries of research findings; provide recommendations based on research. Work with Marketing management to define and accurately help identify key claims and benefits of ingredients. sherryobx@yahoo.com.

• **Cosmetic Chemist (#0712-03).** Neutraderm, Inc. is an established personal care and cosmetic contract manufacturer in the San Fernando Valley area is looking for a creative individual with 3 to 5 years of skin care and hair care product development experience. Ideal candidate should have the ability to formulate, reverse engineer and compound existing cosmetic products. Should have strong formulating skills, project management, familiar with GLP, proper stability testing. Must be able to multi-task under pressure and be detail oriented. BS Science degree in chemistry, chemical engineer or pharmaceutical science preferred. A strong work ethic and willing to take responsibility for their own developed projects is a must for this position. Please send resume to Samuel Raof at sraoof@neutraderm.com.

• **Quality Control Supervisor (#0712-04).** Demalogica, you will have the opportunity to: Oversee inspections of incoming packaging components in process orders and finished goods. Establish and maintain componentry standards reference library. Participate and oversee the testing of new components and recommend quality assurance standards and procedures to the marketing and operations departments. Develop and manage external audits with purchasing and vendors, contract manufacturers to ensure compliance with FDA & cGMP guidelines for quality. Please send your resume and salary history to Human Resources. E-mail: hotjobs@dermalogica.com. Fax: (310) 900-4007 or Mail: 1535 Beachey Place, CA 90746 reference Quality Control Supervisor.

• **Principle Scientist (#0712-05).** Neutrogena, a Johnson & Johnson Family Company is seeking a Principle Scientist, to support Technical Assurance in LA, CA. He/she will provide technical support from a manufacturability/formulation standpoint to Sun Care, Baby Care, Women's Health & Beauty Care divisions globally. He/she will lead reformulation projects from business case development, technology screening, product development, consumer/claims testing and implementation focusing on cost, quality, and manufacturability. If you want to explore the many small-company environments behind the big-company impact of the J&J Family of Companies, bid on this position at [www.jnj.com/careers/global/index.htm](http://www.jnj.com/careers/global/index.htm) today using the following reference number: 0711134 or email resume to [kleggema@corus.jnj.com](mailto:kleggema@corus.jnj.com).

• **Laboratory Technician (#0712-06).** Established personal care and cosmetic contract manufacturer in the San Fernando Valley area is looking for a laboratory technician with minimum 1-2 years experience in the cosmetic industry. This individual will work under a Chemist's supervision and be responsible in assisting the Chemist with the creation of project samples, raw material and finished goods testing. Please send resume and salary requirements to Samuel Raof at [sraoof@neutraderm.com](mailto:sraoof@neutraderm.com).

• **Quality Assurance Manager (#0712-07).** Sonya Dakar, a high-end skin-care company in SF Valley is looking for a talented and experienced Chemist who is willing to roll up his/her sleeves and hit the ground running! Responsibilities include monitoring the process involved in manufacturing, filling, and shipping products manufactured at this facility; developing and implementing quality assurance standards, processes, and controls; lab and QC testing using SOPs and cGMP, formulation and documentation. BS/MS Chemistry desired, require 1 yr. as QA Mgr., MS Office. Email resume/salary history to [humanresources@sonyadakar.com](mailto:humanresources@sonyadakar.com). For full job description visit: <http://sonyadakar.com/products1/content.php?id=12>.

• **Senior Scientist: (#0712-08).** Shaklee Corporation, a manufacturer of high performance skin care products is looking for a Senior Scientist for their Hayward, California R&D facility. This position requires technical, research, development and guidance for multiple new product and reformulation initiatives for their personal care line. Applicant should have at least 5 years of experience in the Personal Care industry. This position will partner with New Product Management and Innovation Research on development of new product concepts and profiles as well as to work with cross functional teams in clearly identifying project objectives, deliverables and tasks. Experience with natural products and green chemistry a plus. Please send resume and salary requirements to: [lcammorata@shaklee.com](mailto:lcammorata@shaklee.com).

(cont'd on pg. 16)



## MAISON G. DE NAVARRE YOUNG SCIENTIST PRIZE

### ENTRY FORM

#### THE FOLLOWING DETAILS MUST BE SENT ELECTRONICALLY WITH YOUR ESSAY

The essay and the details below should be sent, **NO LATER THAN 1 JUNE 2008**, by email, to the IFSCC Secretariat in the UK at [ifsc.scs@btconnect.com](mailto:ifsc.scs@btconnect.com), **ONE COPY** must also be sent to your local Society.

TITLE OF ESSAY: \_\_\_\_\_

#### APPLICANT DETAILS

LAST NAME: \_\_\_\_\_

FIRST NAME: \_\_\_\_\_ DATE OF BIRTH: \_\_\_\_\_

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NAME OF IFSCC MEMBER SOCIETY TO WHICH YOU BELONG: \_\_\_\_\_

I confirm that the above information is correct.

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

Please send a copy of your essay and the completed Entry Form BY EMAIL to:

Secretary General, IFSCC at [email: ifsc.scs@btconnect.com](mailto:ifsc.scs@btconnect.com)

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## Maison G. de Navarre Young Scientist Prize 2008



**Maison G. de Navarre**  
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The IFSCC is pleased to announce the opening of the competition for the

### *Maison G. de Navarre Young Scientist Prize.*

This prize is granted each year to enable a young cosmetic scientist to attend either a Congress or Conference of the IFSCC.

The 2008 winner will be invited to attend the **25th IFSCC Congress** to be held in **Barcelona, Spain in October 2008** with the cost of travel, accommodation and registration fees up to, but not exceeding, 6,000 Swiss Francs, being paid by the IFSCC. Any member of a member society of the IFSCC, normally under 35 years of age, may apply.

Applicants should submit an essay of no less than 500 words on one of the following topics:

1. The IFSCC in its 50th year of age. How cosmetics have changed over the life-time of the IFSCC and how they might look 50 years from now...
2. Innovation in cosmetic science in a changing society. What is new, what is necessary and what do cosmetic companies need to ensure that this happens?
3. My reasons for joining the cosmetic industry. Sweet dreams or nightmares?
4. Preventative cosmetics. How to proof that something does not happen in 10 to 20 years time?
5. Dreams in a cosmetics bottle: A perception of reality or a reality of perception?

The applicant enters the competition by sending **electronically** a copy of the essay to the

**IFSCC Secretariat – [ifsc.scs@btconnect.com](mailto:ifsc.scs@btconnect.com)**

with the information requested on the Entry Form (copies of which are available from the local Societies) by **1 June 2008**. The essay must be submitted in English accompanied by the details requested on the official Entry Form. A copy of the essay must also be sent to the office of the Member Society to which the applicant belongs.

Applicants must be members of good standing in their Society, which in turn must be current in its Federation subscription. Applicants must submit proof that they are actively employed in a technical capacity in the Cosmetic Industry or related Academia and that they meet the relevant requirements.

The Award winner must attend the Congress and accept the Prize in person. All eligible candidates are urged to apply.

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## Historian Column

**Lou Frischling**

The cosmetic industry lost one of its giants this month, Lou Frischling of Lipo Chemicals. Lou passed away on December 9th after a long illness. I have fond memories of Lou who was a husband, father of three, and astute businessman. I once asked him how he managed to be so successful for such a long time, his answer was if you do just one thing long enough, you will probably end up being good at it. Lou was a gentle giant and at six foot six inches and 300 pounds, that is a good thing. He always greeted you with a smile and a handshake. No one will argue he was a very generous man who once lent someone in our industry \$50,000 to buy a house.



He never broadcasted his good deeds...that was just the kind of guy Lou was. Debbie Pierce referred to him only as Big Lou. John Garruto called him the Godfather, and yet you knew exactly who they were talking about. What I remember most about Lou was his quick wit and sense of humor. Guy Langer shared with me a story from years ago during his single days when he was making conversation with a waitress at a restaurant where he and Lou were dining. Lou leaned over to Guy with his signature one liners and said (kidding), "Hey I saw her first". Guy just laughed, that was all he needed to hear to cheer up after a bad day. "When I started in this industry, Lou was my mentor", Guy recalls. "I could call him at any time, he was so knowledgeable!" One of Lou's favorite stories to tell was when he was in the shoe shine business years ago and how he came up with an idea to eliminate most of the competition which was apparently fierce at the time. Lou simply hired most of the other shiners to work for him. Anybody that knew him can attest to his easy going way, his charm, and his way with words. The other shiners just couldn't resist.

Lou spent a long time on the west coast especially back in the 70's, 80's, and 90's. I have to tell you, this was one of the most liked men in the industry!! Lou Frischling and Lipo Chemicals had a very long relationship with D.D. Chemco and one of the best stories about Lou comes from Bret Katz...

Back in the early 90s, Bret and Lou had been making calls in the Chatsworth area. The day had gone well but the calls went longer than expected. Lou looked at his watch and was aghast to see it was 4:00 p.m. and he had a flight leaving LAX at 5:00 p.m. for Cali, Columbia. This was a very important trip Lou had to take and he could not miss it. Needless to say, there were not many direct flights to Cali in those days, and probably not too many now. Lou leaned over to Bret, who was driving his Canary Yellow Porsche Cabriolet convertible, and said "I will pay any ticket you might get and the attorneys you might need but please get me to the airport, I cannot miss this flight." Bret, with the grin of a Cheshire cat, looked over to Lou and asked, "no matter how I do it, as long as I get you there, is that correct"? Lou, now looking scared responded, "Yes, that is correct, just get me there and out of this little car, my knees are tired of touching the windshield"!!!!

That was all Bret needed to hear. He started to dodge in and out of lanes and in no time went from the 118 freeway to the 405. It was clear sailing until he got to Wilshire blvd, when his average speed of 110 miles per hour slowed to 10 miles per hour. It was 4:20 p.m. and things looked dismal. Lou looked over to Bret and thanked him for a gallant effort. Bret felt horrible! Lou was always there for him and now it was his turn but there were no options left except for one. The emergency lane!!!! Yes folks, we have all seen them, people driving on the shoulder to avoid traffic. What made this different was Bret with Lou, sitting very uncomfortably in the passenger seat drove the shoulder at 70 miles an hour until he got off at Century Blvd. Lou did not say a word during the entire ride, his eyes were like saucers and his body was unable to move. Bret came to a screeching halt at the terminal, as Lou's knees hit the windshield one last time, and said proudly, "Wow, that has to be a record, Chatsworth to LAX in 45 minutes with traffic." Lou did not say a word. He got his luggage and made his flight. Certainly not one of Lou's favorite stories but one I had to share. So long, Lou! Thank you for the memories, you will be missed greatly!!

John Luna  
Chapter Historian

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### Advice to the Lab Lorn

(cont'd from pg. 15)

(7) "All Other" is too broad a category to discuss in this section. You should consult closely with your silicone supplier to understand the use and precautions for each type.

So, bottom-line, I would recommend: (a) understanding which "silicone" you are using before incorporating, (b) test compatibility in the oil phase, (c) make sure they are not competing with the emulsifier system, (d) use just enough to provide the benefit they are supposed to be providing, and (e) talk to your silicone supplier since they probably have done some investigational formulation work on them.

Note: Eric recently gave a 90 min webinar for The Center for Professional Advancement entitled "Taking the Mystic out of Silicones for The Personal Care Industry" If you missed it, be sure to take advantage of it when it is offered again.

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# California Chapter SCC October Dinner Meeting





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## Area III Director's Report

I hope everyone had a safe and happy Holiday season. I wanted to give you an update of National SCC business. While the December meeting will remain in NY in early December and the attendance for the Dec 2007 meeting was a near record, National will rotate the next two years for the mid-year meetings: Orlando in 2008 and Chicago in 2009. There is a proposal to have some of the respective Areas like Area III etc host a meeting and at the Area III Council meeting it was decided to suggest Las Vegas for 2011 or 2012. That remains to be approved by National but is proposed. Also, National has doubled to \$10,000 the honorarium offered to the Frontiers of Science Speaker at NY SCC to attract better and more interesting speakers. In fact, the California Chapter has increased to \$5,000 the amount available for speaker honoraria for Education Hour for the same reasons. As always, I welcome any suggestions for Education Hour speakers as does the Chair for our dinner speaker. Another friendly reminder for all who may have neglected to renew their SCC membership, please do so asap. It is a small amount (\$120) for all the benefits we receive. I do want to make mention of the passing of Lou Frischling of Lipo Chemicals in early December 2007. Lou was a giant in our Industry (professionally and physically) and was one of the memorable people I ever worked with and learned so much from in this or any other industry. His intelligence, vision and quick wit will always be remembered by me and many others. Finally, I wish all of you a bigger and better 2008 as our Industry continues to grow and prosper. We are fortunate to be involved in an Industry with so many bright and wonderful people. Please feel free to call me anytime on my cell (818-606-7060) for suggestions.

Respectfully submitted,  
*Guy L. Langer*  
 Area III Director

## SCC Annual Scientific Meeting in NYC 2008



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## Job Opportunities

(cont'd from pg. 6)

### POSITIONS AVAILABLE

- **R&D Chemist(#0712-09).** A contract manufacturer of personal care products in the Los Angeles area is looking for a motivated, hard-working individual who possesses a BS degree in Chemistry or Chemical Engineering or related field, with 1-3 years of experience in formulation/product development. Qualified candidates need to be detail oriented, flexible, possess good communication skills and have an ability to work as a team member in a fast paced environment. Work duties and responsibilities include but are not limited to the following: preparing formulas, conducting stability testing, entering formulations in computer databases and supervising pilot batches at our manufacturing facilities. Please fax your resume to Virginia Kickertz at 310 603-0657 or e-mail to vkickertz@coswayco.com.
- **Cosmetic Chemist (#0712-10).** Responsibilities: Formulate from concept to finish. Duplicate prototype. Understand Regulatory requirements and perform CTFA search. Interact closely with Marketing and customers. Test product performance. Troubleshoot scale-up issues. Supervise pilot and first three production batches. Perform stability and trouble shoot unstable formula. Requirements: B.S. in chemistry or related. Good knowledge in chemistry and formulation principle in skin/hair care. Good knowledge of cGMP and GLP. 3-5 yrs as R&D formulator in cosmetic manufacturer. Caframo or other Mixer/Stirrer and Silverson or other Homogenizer. Send resume to cehlert@arbonne.com.
- **Senior Cosmetic Chemist (0712-12).** Gardena company is looking for a Senior Cosmetic Chemist with experience in formulation of skin care, hair care and OTC products. Working with clients is required, understanding of FDA regulations is preferred. Please send resume and brief salary history via fax (310) 329-0743 or email to americancosmetics@hotmail.com.
- **Senior Cosmetic Chemist (0712-13).** Chino contract manufacturer is looking to expand their R&D innovation department. We are looking for a Senior Cosmetic Chemist with 10-15 years experience in formulation of skin care and OTC products. Strong leadership, organizational and managerial skills are required. This position will require strong skills to create innovative new skin care formulations. BS Science degree in chemistry, chemical engineer or pharmaceutical science preferred. Experience in working with clients and understanding of CTFA & FDA regulations is preferred. Please send resume and brief salary history to upsi@upsilabs.com.
- **R&D Chemist (#0712-14).** Bocchi Laboratories, Inc. (Walnut): We are currently seeking an R&D Chemist with a minimum of 1 year of lab experience. Industry exper. is preferred; however not required. Primary job duties would be to assure quality and provide technical support for research and production, by means of chemical and physical analysis of production concentrates and finished products. Qualified candidates must have a Bachelor's degree from a four-year college or university in chemistry or related science. Competitive compensation, based on experience is offered, including a comprehensive benefit package. Please contact us at jobs@bocchilabs.com or fax your resume to (661) 299-4829.
- **Accomplished Contract Manufacturing Sales (#0712-15).** Glendale-based Personal Care / Cosmetics Contract Manufacturer seeks an experienced, persuasive sales professional with a proven record of success. Account management, market development, product presentation, and development of sales are a pre-requisite. Contact: ehuffman@vegekurl.com or call (818)956-5582 x-101.

### POSITION WANTED

- **Accomplished Sales Professional (#0712-11).** 25+ year record of success in direct sales, account management, market development, product and sales training, and development of distributor sales seeks challenging position selling ingredients/raw materials to personal care/cosmetics manufacturers. Demonstrated success planning and implementing sales strategies targeted at R&D, application chemists, company principals, department managers, production and quality personnel, purchasing managers. Extensive experience in chemical compounding, cosmetics, adhesive, and high-tech industries. Results-oriented, excellent technical abilities, strong presentation, and persuasive skills, proven ability to develop business rapidly. If you are interested in experience, enthusiasm, and motivation, please call Larry Boerio: 562-494-1102 or email: larrybemail@yahoo.com.

This monthly listing is a free service to all members of the SCC. To place a technical job listing in the Cosmeagram, a maximum of 100 words, please e-mail your job listing to **John Garruto, Employment Chair** at jgarruto@radicaltechnology.com or **Danielle Barker** at dbarker@radicaltechnology.com. Please limit to technical positions only. When the position is filled, please notify Danielle Barker to have the listing deleted. If we do not hear from you, it will be removed after two months. To place an ad in the next issue, information must be received by **January 25th**. **Please note:** We do not knowingly publish listings that have been placed with a search firm and are not responsible for duplicate listings. We also do not release the names of job seekers unless directed to do so by the job seeker.

## REACH Corner

**7**his is the first column of continuing information about REACH. Here is some important background for this timely topic.

### What is REACH?

REACH is an acronym for Registration, Evaluation, and Authorization of Chemicals in Europe. This refers to the program for chemicals registration and quantifying the safety and effects of chemicals on people and the environment.

### Is REACH a guideline or a law?

REACH is a law, the first phase of which entered into effect on June 1, 2007. This is an E. U. Regulation, (No. 1907/2006) which means that it is law immediately enacted for all of the E.U., without having to be ratified (approved) by individual countries.

The full text of the primary Regulation can be found at:

[http://eur-lex.europa.eu/LexUriServ/site/en/oj/2006/1\\_396/1\\_39620061230en08500856.pdf](http://eur-lex.europa.eu/LexUriServ/site/en/oj/2006/1_396/1_39620061230en08500856.pdf).

### Who is responsible for Enforcement?

The European Chemicals Agency, or ECHA. (website: [www.echa.europa.eu](http://www.echa.europa.eu)). The responsibility also rests partially with the local Health Authorities in each EU country ("Member State").

### Does it affect American companies?

If a chemical enters Europe, even if it is only contained in a finished product, it falls under this Regulation. So if an American company exports Cosmetics to Europe, the appropriate raw materials must be registered.

### Can a company register under REACH from the U.S.?

Any company outside of Europe must appoint a qualified "Only Representative" to act as their agent under the REACH process. This is typically a technical person who is familiar with chemicals, and is not necessarily a chemical distributor.

### What are the fees for REACH registration?

Registrations are done based on how much of the raw material is present in the E.U. There are different levels specifically regulated: from 1-10 metric tons, 10-100 tons, 100-1000 tons, and above 1000 tons.

The Registration fees (not including testing costs if required) are:

TONNAGE RANGE OF CHEMICAL	FEES	
1 to 10 tons	€120 -1,600	(\$174-2320)
10 to 100 tons	€ 323 – 4300	(\$468-6235)
100 to 1000 tons	€ 863 – 11,500	(\$1251-16675)
Over 1000 tons	€ 2,325 – 31,000	(\$3371-44950)

Fees for other processes, such as specific Authorizations or updates, are different.

\* conversions to US\$ are approximate

REACH is a Chemicals registration program that is here to stay. Any company that does business in Europe must be clear on their responsibilities.

Future meetings for REACH

REACH Workshop  
Personal Care Products Council (formerly CTFA)  
February 6-7, 2008  
The Madison Hotel  
Washington, DC  
[www.ctfa.org](http://www.ctfa.org)

REACH 2008 Conference (RAPRA Technology)and Workshop  
April 15-17, 2008  
Boston Marriott Long Wharf  
Boston, MA  
[www.rapra.net](http://www.rapra.net)

Janet Winter Blaschke  
International Cosmetics & Regulatory Specialists, LLC (US)  
REACH Chemical Consulting, Ltd. UK

## Regulatory Affairs

Janet Winter Blaschke

International Cosmetics and Regulatory Specialists, L.L.C.

### “Bad” Chemicals Under Scrutiny



At any point in time, there is at least one chemical that is of National focus. In our industry, it sometimes seems that we are the focus of chemical “witch hunts” from time to time.

With the advent of the REACH Chemical registration system in Europe, there is an even greater visibility of Chemicals and their effects. Not only is our Industry participating and monitoring REACH, Consumer groups (known as NGOs- Non-governmental Organizations) are watching just as closely.

Greenpeace, the World Wildlife Fund (WWF), and Friends of the Earth, among others, are focusing on certain substances deemed to be Substances of Very High Concern (SVHC). They have focused on 8 different chemicals/categories.

#### PHTHALATES

The questions about Phthalates have been discussed for many years, and promised to be discussed for many more. It has many uses including plasticizers in PVC products (e.g., vinyl floor tiles, toys), glues and inks, and cosmetics and toiletries.

#### ALKYLPHENOLS AND DERIVATIVES

Alkylphenols and their derivatives are used as industrial detergents, as additives in certain pesticide formulations and in some paints and plastics.

**ARTIFICIAL MUSKS** fragrance enhancers added to many products like perfumes, cosmetics and laundry detergents. The commonly used polycyclic musks have been described as persistent chemicals which accumulate in the food chain and there is concern from consumer groups that they may be capable of interfering with hormonal systems in fish, amphibians and mammals.

#### TRICLOSAN

Antibacterial used in liquid soaps, oral care products, dishwashing products, and kitchen items.

#### ORGANOTIN COMPOUNDS:

These compounds are generally used as anti-bacterial agents and as processing aids/additives in the production of some plastics such as PVC.

#### BISPHENOL A

Bisphenol A has had high visibility in recent news events. It is used in the manufacture of linings for some food cans and lids, and in the manufacture of polycarbonate plastic bottles.

#### BROMINATED FLAME RETARDANTS (BFRS)

These chemicals are typically used in furniture fabrics and plastics, including such things as personal computers, to restrict flammability.

#### PERFLUORINATED CHEMICALS

Perfluorinated compounds are often used to make stain-repellent coatings in carpets, fabrics, and paints, non-stick coatings on saucepans and fast food and microwave popcorn wrappings.

There are a number of questions asked raised about some of these various materials, such as:

1. Known or suspected hormone disruption, with possible evidence of effects on male and female reproductive development in animals,
2. Liver, kidney and testicular damage,
3. Hormone disruption, such as those chemicals suspected of estrogen-mimicking properties,
4. Persistent and bio-accumulative chemicals in the environment, with more specific dangers in the food chain,
5. Possible toxicity affecting the development and immune systems in animals,
6. Toxicity to animals, harming reproductive success in freshwater invertebrates and damaging the liver in fish and mammals, and
7. Increased uptake and toxicity of other chemicals present in biosystems.

Those who participated in California's SB 484 (now the California Safe Cosmetics Act) will remember that one of the major focal points in the question of ingredient safety focused on Phthalates. Although scientific evidence can be argued to be inconclusive, the discussions never end there.

By virtue of negative publicity, these ingredients and their effects can be “guilty until proven innocent”. The science just may not matter when it comes to commercial practices. The attention surrounding these issues will be with us for a long time, and are not likely to have a decrease in focus any time soon.

Janet Winter Blaschke  
Regulatory Affairs Chair

Please provide your feedback and suggestions for future Regulatory Columns to Janet Blaschke [janet@intlcosmetics.com].

## Advice to the Lab Lorn

“Advice to the Lab Lorn” is a column in the Cosmegram intended to offer advice, or maybe just solace, for confusing, challenging or downright murderous issues facing SCC members in their labs. Send us your questions at lablorn@caliscc.org and we'll track down an authority or two and get back to you in the Cosmegram. You can include your name if you wish, but we won't publish it for all to see! Your secrets are safe with us.



John Garruto

This month's expert advice is offered by Eric Abrutyn, co-editor and distinguished contributor to our column. Eric is a Principal Scientist at Kao Brands Company.

### 2.

What are the best ways to stabilize high levels of silicones in o/w emulsions? (*Beyond cutting the levels of silicones*)

- A. There is a misunderstanding as to the difficulty of incorporation of “silicones” into o/w emulsions. First of all, what “silicones” are we talking about? We can break down the class of “silicones” into seven groupings; (1) linear dimethicones of varying viscosity, (2) volatile cyclic dimethylsiloxanes (aka, “cyclomethicone”), (3) polyether siloxanes, (4) aryl/alkyl siloxanes, (5) amine functional siloxanes, (6) elastomeric crosslinked silicones, and (7) “all others”. This is my way of classifying for formulation compatibility purposes, but others may classify differently for different reasons.

Each classification has its own particular requirements and cautions when formulating in an o/w emulsion. Let's look at each classification and point out some specific observations:

- (1) Linear Dimethicones come in a multiple of viscosities. As the viscosity increase, the difficulty to incorporate into the oil phase increases. The use of Linear Dimethicones at up to about 350 cst viscosity and less than 25% of the oil phase concentration (why would you really want to use more under normal circumstances?) should not greatly affect the stability of the emulsion, but may require co-solubilizers (e.g., polar type esters and benzoate esters) to facilitate incorporation into the oil phase properly. Another trick is to incorporate separately from the rest of the oil phase after the emulsion is formed and cooling is started – to form its own independent dispersed phase in the emulsion.
- (2) Volatile Cyclic Dimethylsiloxanes and Dimethicone (=/ $< 5$  cst). should not be as difficult to incorporate into o/w emulsions, but should not constitute greater than 50% of the oil phase. If it is used in high levels, then one may want to consider using a “silicone” type o/w emulsifier to keep the emulsion stable. They tend to be relatively compatible in oil phases so that should not be a limiting factor.
- (3) Polyether Siloxanes pose a specific problem with competition at the o/w interface. At small levels ( $< 5\%$ ), they should be okay – particular as detackifiers and slip agents – but at higher levels, they may destabilize the emulsion. It is best to use the HLB system and match the calculated HLB of the polyether siloxane to the rest of the emulsifier system.
- (4) Aryl/Alkyl Siloxanes are probably one of the easiest to work with. They generally have good organic solubility and act more like organics – with the typical “silicone” aesthetics. Usually, a little goes a long way in contributing to aesthetics and compatibilizing behavior.
- (5) Amine Functional Siloxanes are used sparsely in o/w emulsion systems and not typically used at high levels for various reasons (e.g., aesthetics, cost, etc). They come as 100% active to pre-made emulsions (anionic, nonionic type emulsifiers). There is no hard and fast rule on how to use them. One has to consider characteristics of their emulsion – anionic, cationic, nonionic, pH – before selecting the right amine functional siloxane. This is not anymore different than using any amine type chemistry in an o/w emulsion.
- (6) Elastomeric Cross-linked Silicones are a very complex classification with which to communicate rules of use. Very generally speaking, they can come as simple vinyl cross-linked to vinyl dimethicone cross-linked to hydrophilic or hydrophobic cross-linked systems. The cross-linking density can be low to very high (typically considered resin type). They tend to be hard to incorporate into the oil phase and require careful consideration as to the composition of the oil phase and where/when to incorporate into the emulsion. They are not normally used at high levels due the fact that very little goes a long way in aesthetics changes and rheological changes. For the most part, I would recommend looking to incorporate into the emulsion after the rest of the oil phase has been incorporated and during cool down so it becomes its own dispersed phase.

(cont'd on pg. 19)