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Cosmegram

www.caliscc.org

September 2008

Volume 38 | Issue 6

Dinner Hour

Smart Delivery Systems for Skin Care Products

Dr. Sam Shefer
Executive Vice President
Salvona Technologies Inc.



There is major interest in utilizing "Smart Delivery Systems", submicron and microscopic size spheres that are able to stabilize functional ingredients, enhance the formulation process and increase the efficacy of products. A smart delivery system is one that is able to target action sites with specific functional ingredients, at optimal levels, for an extended period of time, from a single daily application without causing negative side effects.

The presentation will review the structure and functionality of several advanced delivery systems that are available today for formulation in creating new products that generate significant obvious results to the consumer. The focus will be on technologies designed to treat dermatological issues, such as: acne, wrinkles, age spots, inflammation, etc.

...continued on page 3

Educational Hour

Polysaccharides in Personal Care Applications

Anju Bansal
Personal Care Application Scientist
CP Kelco



Polysaccharides form an important group of polymers. They are the most common polymers on Earth.

Polymers are generally large molecules made up of many units (monomers) linked together in a chain. Since the drive towards biodegradable alternatives to synthetic polymers is increasing, the interest towards polysaccharides in personal care formulation is increasing as well.

Polysaccharides play an important role in cosmetic formulation rheology. They can act as thickeners, suspend an agent, or even texture modifiers. The presentation will give insights on some hydrophilic polymers (also known as hydrocolloids) available for the cosmetic industry. It will provide details on existing as well as on newer polysaccharides.

...continued on page 3

Next Meeting:

Tuesday - September 23, 2008

Educational Hour - 5:00 p.m. Social Hour - 6:00 p.m.
Dinner Hour - 7:00 p.m. Speaker - 8:00 p.m.

Location - Proud Bird
Reservations - 818.349.4149

Pay online at www.caliscc.org

Deadline for Meeting Reservations:

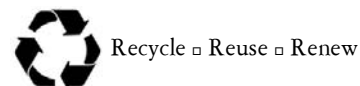
3:00 p.m. Friday-September 19

Buffet Style Menu

If you reserve and do not attend, you are responsible for meeting charges and will be billed accordingly.

More Meeting Details on Page 2

FIRST CLASS MAIL □ DATED MATERIAL
Address Correction Requested



Inside this issue:

Calendar of Events... 2 Hospitality Corner... 2 Announcements... 3 Job Opportunities... 5 Advice to the Lab Lorn... 9

The *Cosmogram* is the official newsletter of the Society of Cosmetic Chemists - California Chapter. This newsletter is published as a service to our members. <http://www.caliscc.org>.

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Society of Cosmetic Chemists
National Office
120 Wall Street - Suite 2400
New York, NY 10005-4017

Deadline for the October *Cosmogram* is **September 24**

Please forward all content to
Karen Garruto (k.garruto@crodausa.com)

Meeting Details

Location

Proud Bird
11022 Aviation Blvd.
Los Angeles, CA 90045
310.670.3815

Costs

- \$40.00 Members with reservations and first-time only guests with a member-sponsored reservation.
(After first meeting, non-member pricing will be in effect.)
- \$48.00 Members without reservations
- \$48.00 Non-members with reservations
- \$58.00 Non-members without reservations

Menu

Buffet Style

Menu pre-selection not required

Reservations

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New Members

Hospitality Corner

The California Chapter of the Society of Cosmetic Chemists would like to welcome the following new members to our Chapter:

Ira Ehrlich - <i>Doc Johnson Enterprises</i>	Fasih Kazmi - <i>Vivion, Inc.</i>
Fasih Kazmi - <i>Vivion, Inc.</i>	Sean Juist - <i>Floritech</i>
Susanne Tang - <i>OPI Products</i>	Justin Morgan - <i>Zo Skin Health, Inc.</i>
Yaneth Acosta - <i>Alo Corporation</i>	Fungai Nyamweda - <i>Northwest Cosmetic Labs</i>
Ira Ehrlich - <i>Doc Johnson Enterprises</i>	Lisa Reinhardt - <i>YG Laboratories</i>
Anca Brunotto - <i>Doc Johnson Enterprises</i>	Tim J. Yewchuk
Ivana Krstic - <i>YG Laboratories</i>	Ira Ehrlich - <i>Doc Johnson Enterprises</i>
Yaneth Acosta	Takanobu Higashiyama - <i>Hayashibara</i>
Arlene M. Baca - <i>Pilot Chemical</i>	Deborah Hicks - <i>Arbonne International</i>
Mayank Bansal - <i>McKenna Labs</i>	Cherylanne DeVita - <i>Devita Natural Skin Care</i>

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

Letter from Our Editor

Dear Members,

When I hear the words "back to school", I feel a moment of excitement and then a feeling of dread overcomes me. It means making lunches and doing endless hours of homework! But I'm lucky because my husband is the smart one in the family so he ends up having homework duty. For many students, back to school means change; new school, new classroom, new teachers, new friends. Many of us view change as good but many also consider change to be threatening. I've always viewed change as a challenge and an opportunity to grow.

In this issue of the Cosmogram, you will notice some changes we've made to the face of the newsletter. We hope this new look will get you excited about our newsletter and want to read it. Hopefully, you will pass it on to non-members and encourage them to join our chapter and let them know they can receive the newsletter too as members. But we know it's not just the look of the Cosmogram that will keep you interested. It's the content. So, if you have any technical articles you would like to submit for print, please do not hesitate to contact us. Our chapter consists of fun-seekers that are highly intelligent (a dangerous combination I have found!). Our goal is to make this newsletter reflect the professionalism and intelligence of our members.

These are just some small steps that we are taking. There will be more to come. Brian Kolevar, Business Manager for the Cosmogram, is working on changes to our ads for next year, which will give an even better look to the newsletter. We would like to thank Alfa Creative Service for all of their hard work and great ideas. They made all of this possible.

Enjoy!

Karen Garruto, *Cosmogram* Editor

Society of Cosmetic Chemists

2008 Calendar of Events

September

9-11	HBA Global Expo	New York City
23	SCC Monthly Meeting	Proud Bird Los Angeles Airport

October

28	SCC Monthly Meeting	Proud Bird Los Angeles Airport
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November

18	SCC Monthly Meeting	TBA
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December

11-12	Annual Scientific Meeting & Technology Showcase	New York Hilton
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Email: jmorse@vegekurl.com www.vegekurl.com

REACH Pre-registration Half Way Over

Janet Winter Blaschke

International Cosmetics and Regulatory Specialists, L.L.C. (US)
REACH Chemical Consulting, Ltd. UK

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. The full text of the primary Regulation can be found at: http://eur-lex.europa.eu/LexUriServ/site/en/oj/2006/L_396/L_39620061230en08500856.pdf

If I am a Cosmetic product marketer, why should I care?

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 chemicals in those products must be registered.**

Who is responsible for Enforcement?

The European Chemicals Agency, or ECHA. (website: www.echa.europa.eu) is the EU body that is responsible for REACH. The local Health Authorities also share responsibility in each Member State (Country) in the E.U. There can be enforcement action from any and all 27 countries in the E.U.

What is pre-registration? Do I still have to register?

Certain chemicals are eligible for pre-registration. Primarily, those that have previously been assigned EINECS numbers can be submitted under a pre-registration. That does not remove the requirement for full registration, but the deadline can be improved.

How much time do I have to pre-register?

Not much. Pre-registration began on June 1 and will close on November 30, so the period is already half way over. Given the complexity of the IT operation for pre-registration, any items needing pre-registration should be completed now.

REACH is a Chemicals registration program that is here to stay. Any company that does business in Europe must be clear on their responsibilities. Any American company that imports products or chemicals must be represented in the E.U. under REACH (called an "Only Representative"). The Only Representative must be familiar with chemicals and be able to participate in highly technical discussions involving toxicology and chemistry.



Job Opportunities

(cont'd from page 18)

POSITIONS AVAILABLE

- **Sr. Research & Development Chemist Position (#0808-02)** Culver City, CA. The Hain Celestial Group, a leading natural and organic beverage, snack, specialty food and personal care products company in North America and Europe seeks a qualified candidate for our Personal Care division. This position will focus primarily on development initiatives related to Personal Care business opportunities. The successful candidates will develop formulations, new product applications, and assessment of stability technology used in a variety of personal care applications. A BS in chemistry or related field plus 5 years of experience working in Personal Care products and strong knowledge of formulations through product development experience on the bench. Must have excellent decision making and problem solving skills and the ability to interpret and translate results. Must be self-starter, strong sense of urgency and drive for results. Must possess strong organizational, interpersonal and communication skills. Experience with organic product development and ingredients a plus. Please submit your resume by applying on-line at www.hainjobs.com, click View Open Position and apply for the above position in the Los Angeles area or send your resume to organicjobs@hain-celestial.com.
- **Quality Inspector (#0808-03)** Stila Cosmetics has an excellent opportunity for a Quality Inspector based out of Ontario, CA. This position will inspect finished goods and components to ensure specifications are met according to product development and packaging standards. Position requires a HS diploma or its equivalent (some college preferred) and 2-3 years quality inspection experience. Submit your resume and salary requirements to avincent@stilacosmetics.com. Please reference "Quality Inspector" in the subject line.

Passages

After over 17 years, Guy Langer is no longer with DD Chemco. He welcomes any correspondence so if you need to reach him, his e mail is GuyLanger@aol.com and cell phone is 818-606-7060.

Dinner Hour

...continued from page 1

Our Speaker

Dr. Samuel Shefer has been a respected biochemist and developer of controlled release technology for nearly 20 years. With a Bachelor of Science degree in Biology, a Masters of Science in Biochemistry, and Ph.D. in both Chemical and Bio-Chemical Engineering, Dr. Shefer joined the Massachusetts Institute of Technology (MIT) as a research associate in the fields of Chemical and Bio-Medical Engineering. Following academia, he was recruited by International Flavors and Fragrances to develop fragrance delivery

systems and successfully contributed to the launch of several profitable consumer products.

In 1999, Dr. Shefer co-founded Salvona Technologies, Inc., a company focused on development and commercialization of delivery systems, where he is currently the Executive Vice President. The company, privately held, owns over 93 patents on delivery systems and in 2006 was recognized by "Nanotech Briefs" magazine as one of their Nano 50 Award winners, announcing Salvona as "best of the best" in nanotechnology.

Educational Hour

...continued from page 1

The audience will have a better understanding on properties of Gellan gum, Carrageenan, Pectin, Xanthan gum, Cellulose and Microfibrinous cellulose fiber, which is a new polymer available commercially.

Our Speaker

Anju did her Bachelors and Masters in Cosmetic Technology from India in 2002. Following that, Anju worked in research and development for various companies in areas of skin care, hair care, make-up etc. She has six years of formulating experience in the cosmetic industry.

In Sept of 2006, Anju joined CP Kelco as a Personal Care Application Scientist. She provides support to technical aspects of personal care initiatives and works with CP Kelco polymers finding its use in personal care formulations. CP Kelco is a global producer of specialty hydrocolloids (thickeners and stabilizers) with leading positions in xanthan gum, pectin and CMC with a strong position in carrageenan. Anju has recently presented a paper titled "Strategies in Selecting Rheology Modifiers" during "In Cosmetics" 2008 in Amsterdam.

Announcements

Suppliers' Day

The next California Chapter Suppliers' Day will be at the Long Beach Convention from October 22-23, 2009. Please mark your calendars for our biannual event next year.

Fresh to Print

Are you new to the Cosmetic Chemist world? Are you proud of a Paper, Article, Column, or Patent that you have created and want to share it? The SCC is pleased to begin a new program: Fresh to Print. Fresh to Print will be a monthly contest where Chemists with less than five years experience in the industry can submit writings to the SCC for a chance to have them printed in the Cosmogram. Every month, one paper will be chosen to be printed in the newsletter and the writer will receive a Fifty Dollar Gift Certificate. At the end of the year, a grand prize will be given to the author of the best received piece.


Please submit articles to: Yi Hsin Chang, c/o Product Partners, 8383 Wilshire Blvd., Suite 1050, Beverly Hills, CA 90211. Contact Yi Hsin Chang (323-904-5660; ychang@breakthroughinbeauty.com) with questions.

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 with any changes.

Dinner Dance 2009














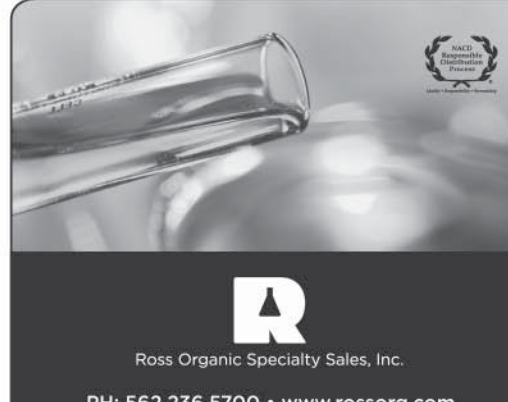




The next California Chapter Dinner Dance is Saturday, May 16, 2009 at the Disneyland Hotel in Anaheim, California. Mark your calendars!

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California Chapter SCC June Golf Event



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Job Opportunities

POSITIONS AVAILABLE

- **West Coast Sales Representative** (#0806-09) Active Concepts, LLC a manufacturer of specialty ingredients for the cosmetic and personal care industries has an immediate opening for a west coast sales representative. Technical and/or prior cosmetic ingredient sales experience required. A background in cosmetic formulation is preferred. Must be willing to travel. For consideration, please email resume to info@activeconceptsllc.com.
- **Project Manager/CSR: Cosmetics/OTC Products** (#0806-11) A leading contract manufacturing company of quality personal care beauty and OTC products has an immediate opening for an excellent project manager/customer service representative. Candidate must be experienced with the flow of the manufacturing process from concept, through packaging and filling through delivery. This staff person is the key professional, who ensures that customers get the product that they created. The successful project manager is comfortable directing the flow of products through departments, from sales and the lab, through art and production to shipping. This individual has a proven track record of being proactive with all customers, both internal and external, to drive satisfactory completion of time lines and check that customers are pleased with the product and delivery dates. Please send resume to randrlink@yahoo.com.
- **West Coast Sales Manager** (#0806-13) Symrise, the world's 4th largest manufacturer of flavors, fragrances and cosmetic & aroma ingredients seeks an independent personality with minimum 5 years' experience selling to the personal care industry to sell Life Essentials products throughout California. Requires a Bachelor's Degree in Chemistry or Biology, prior experience as a remote representative with proven success in a sales environment, and strong presentation and communication skills. Prior experience in personal care formulating and market knowledge of chemical commodity markets is a plus. Candidate will act as a remote representative working independently from Symrise's home office. Apply online at www.symrise.com or forward your resume and salary history to contact.na@symrise.com.
- **Chemist/Formulator** (#0806-14) Dermatrends, a skin sciences company who offers a patented Hydroxide Releasing Agent (HRA) technology to pharmaceutical, cosmetic and dermatology companies, is seeking an independent contractor or consultant. Responsibilities: develop products with Dermatrends' patented ingredient, calculate formulations based on claims, formula adjustments, review stability data and analyze results. Qualifications: Masters Science/Chemistry, 5+ years formulating skincare/cosmetics, formulation of 250 products with variety of product, broad knowledge of pH ranges, current and extensive knowledge of ingredient delivery systems, encapsulation technologies and emulsions. Must have access to formulations lab to perform required formulation development and stability testing. Email: ameann@dermatrends.com.
- **Regulatory Affairs Specialist** (#0806-15) Arbonne is currently searching for a Regulatory Affairs Specialist to help with the growing workload as we continue to expand internationally. This position will assist with regulatory submissions, product registrations, creation and maintenance of an International Ingredient Database, and inspections/audits. Must have a thorough understanding of FDA and knowledge of other international regulations. Must be knowledgeable with the CTFA, CCTFA, TGA, NICNAS, and/or Colipa. Please email resumes to jobs@arbonne.com and indicate REGULATORY in the subject line.
- **Chemist** (#0806-16) Would you like to be part of a recently opened new state-of-the-art R&D facility located in the Torrance area where you will be given the freedom and the flexibility to do what you do best – develop specialty products? Sunrider, a dynamic global herbal foods and cosmetics mfr is continually revamping its R&D Dept. and we currently have an opening for a Chemist. Must have a BS/BA degree in Chemistry, 3-7 yrs of exp in the development of personal care and/or color cosmetic products & proficiency in technical writing skills. Flexibility is key as minor technician duties are required for the position. Familiarity with scale-up and QC procedures are a plus. If interested in this exciting position, please forward your resume to: Sunrider 1461 W. Francisco Street Torrance, CA 90501 E-mail: Leslie.Espiritu@Sunrider.com; Fax: 310-618-7303.
- **Full Time Laboratory Technician** (#0806-18) Neutraderm, Inc. is a medical grade skin care manufacturer that specializes in private labeling and custom formulations. Responsibilities: Help maintain Laboratory raw material and test samples libraries. Fill and label samples as directed. Keep product development laboratory presentable and organized at all time. Any other assigned work by the Technical Director or by the Product Development Chemist. Education: High School Certificate. Experience: Not required, trained on job. Required Skill Set: Must be detail oriented. Good knowledge of Microsoft Office. Interpersonal skills and team player. How to Apply: Email resume to jmovson@neutraderm.com.
- **Lab Technician - Skin Care Product Development** (#0806-20) Van Nuys, CA. Orly International, Inc. is currently accepting resumes for a Lab Technician. Job Description includes: Initiate /Manage / record / monitor stability tests of the prepared products. Support QC/QA duties (compatibility tests, draw-downs, data-entry, record-keeping, etc.). Support R&D formulation batching as assigned. Maintain the laboratory raw materials & equipment. Issue documentation (VOC, non-BSE statement, etc.) for foreign registration purposes. Requirements: 1-2 years bench experience. Basic knowledge and experience with cosmetic raw materials. Flexible, detail oriented motivated, good communication skills and is able to work as a team member. Computer skills, Strong Microsoft EXCEL. Send resumes to DMichael@orlybeauty.com.
- **Cosmetic Formulator Brand Manager** (#0806-21) Responsible for advising, with the Company's overseas lab and factory, on cosmetic formulas for the face, body and hair, with emphasis on facial and cosmeceutical formulas and then assisting in managing and marketing these new lines. CFBM will lead the development of the brand strategy and execution of all marketing activities related to assigned brands including the development of the strategic plan, positioning, target market, strategy, volume forecasting, category and competitive analysis, and pricing analysis. Location: West San Fernando Valley, \$50-\$70K, 3 yrs in cosmetic formulation, 2 years product development. Email resume to dejohn@ameann.com.

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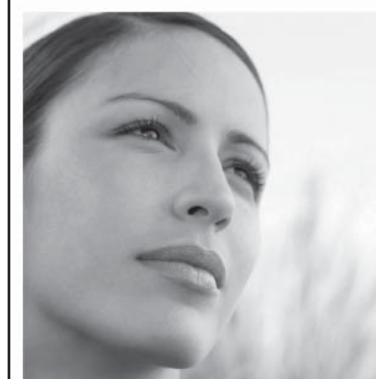
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Advice to the Lab Lorn

Will the emulsion be lipophilic-in-water or water-in-lipophilic? It mostly depends on the type of surfactant, where Bancroft's Rule prevails [whichever phase the surfactant is most soluble in is the continuous phase]. The surfactant structure, as well as slight dependency on phase volume, is also important in formation and stabilization of the two phases.

The key differences between w/L and L/w can translate into performance difference and consumer aesthetic differences. Below are some of these key differences:

- 1) Ease of spreading – L/W systems typically have a better shear thinning profile and lower yield points to allow them to more easily spread on the skin.
- 2) Occlusivity – W/L systems will wet the hydrophobic skin better, providing more uniform coverage of a lipophilic system that can be tailored to different degrees of breathability to air and water resistance, and improved efficiency of an active delivered topically to the skin.
- 3) The lipophilic continuous phase can contribute to increased shine or luster and improved opacity.
- 4) They both have good stability, but W/L systems are less prone to microbiological failure since the water phase is of a particle size smaller than the microbe and encapsulated in the lipophilic phase.

One of the historical beliefs among formulators is that Water-in-Lipophilic systems are better:

- More compatible with skin's hydrophobic nature
- Improved performance (easy spreading, long lasting, wash-off resistance)
- More effective spreading of oil soluble actives on the skin
- Enhanced efficacy of emollients and active ingredients

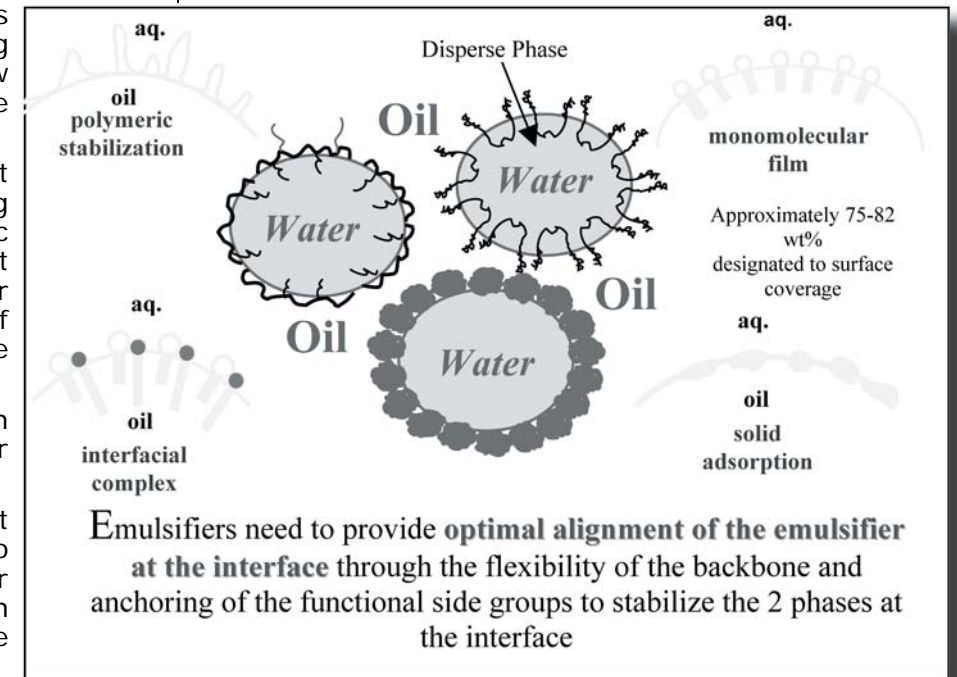
But Water-in-Lipophilic systems often have perceived problems:

- Greasy feel, unacceptable rheology – can easily be overcome with good formulation techniques and the right lipophilic ingredient selection
- Processing difficulties, higher cost – equipment capability has evolved to handle these systems adequately
- Poor high-temperature stability – not true

Water-in-Lipophilic systems have a lot of bias attached to them as to how they work and deliver performance. I think most of this comes from the early days of water-in-oil emulsion systems built upon a Beeswax/Borax frame. They were great formulas, but delicate to produce and if not made right were not stable. If the right ratio of ingredients

...continued from page 9

were not used, the emulsion would invert. Also, they were heavier than the US consumer liked. The next progression was with fatty alcohol alkoxylates and sorbitan/glycerol ester. A lot depended on the HLB and choice of co-emulsifiers. Inversion can sometimes occur when the hydrophilic and/or lipophilic portion of the emulsifier changes solubility with temperature changes. The big breakthrough for water-in-lipophilic emulsifiers came with the development of polyglycerol esters and polymer esters of hydroxystearic acid.



All in all, one can now get very good aesthetics from w/L systems:

Oil Dispersed in Water

- Good spreadability on skin
- Inexpensive and easy to produce
- Good physical stability
- Good stability below 0°C
- Cooling effect on the skin

Water Dispersed in Oil

- Occlusive effect ("moisturizing")
- Easier to wet hydrophobic skin
- Water resistant
- Longer lasting
- Luster, shine, brilliance
- High degree of opacity
- Less prone to microbiological contamination
- Can interfere with skin "breathing"
- Increase skin's natural moisturization process

Stay tuned! We will continue this discussion in the October issue with W/Si emulsion systems with a focus on stabilization evaluations and recommendations for these systems.

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General Overview of Lipophilic and Siloxane Continuous Phase Emulsions

John Garruto
Free Radical Technology

"Advice to the Lab Lorn" is a column in the Cosmogram 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 Cosmogram. 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

We often get inquires about emulsion systems and stabilization techniques. The bulk of the questions surround more complex emulsion systems such as W/O and W/S systems. Eric Abrutyn, Sr. Principal Scientist at Kao Brands Co. has generously donated his time and efforts to this column in the past and he has agreed to allow us to reprint the details of his presentation at the 2007 SCC Mid Year meeting in Anaheim. We will present these details in a series of columns over the next 2-3 months. For further information, Eric Abrutyn can be contacted at tpc2advisors@yahoo.com or 513-455-5521.

In order to discuss Lipophilic and Siloxane continuous phase emulsions, we need to address a general review of the fundamentals of a lipophilic continuous phase emulsion, what are they, and how do they compare to each other. The old school of thought to creating the right emulsifier package is based on Hydrophilic-Lipophilic Balance (HLB). This system still is a good predictor for selecting the right emulsifier for the type of emulsion one wants to develop. There are, of course, other ways to predict the right emulsifier requirements through other systems; like PIT (Phase Inversion Technology).

Though HLB can be used for W/L emulsions, for the most part they are not needed to the same extent as with L/W type emulsions. In fact, with Siloxane type emulsifiers, HLB system is unnecessary; the key lying with Bancroft's rule, consideration of the compositional make-up of the emulsifier (substituent groups) and solubility in the individual phases.

Bancroft's rule (1913) states that the type of emulsion formed is dependent on the "phase of the emulsifier" and is more soluble in and thus forming a third phase as a film at the interface. Emulsifiers with a low HLB value (3-6) typically form good W/L emulsions because the emulsifier is more soluble in the oil phase. Emulsifiers with high HLB value (8-18) typically form

L/W emulsions because the emulsifier is more soluble in water. Mixtures of emulsifiers tend to form more stable emulsions; especially if picking a blend of water-soluble and oil soluble types with similar HLB's.

When thinking about emulsion systems, one needs to catalog them into 6 simple categories. Each category represents the morphology of the emulsions and thus dictates the physical and aesthetic properties of the emulsion.

Water/Lipophile = emulsion with water as the internal phase and lipophile component as the external phase

Oil/Water = emulsion with organic oil as the internal phase and water as the external phase

Water/Silicone = emulsion with water as the internal phase and silicone as the external phase

Silicone/Water = emulsion with silicone as the internal phase and water as the external phase

Water/Wax = emulsion with water as the internal phase and a waxy lipid as the external phase

Water/Oil/Water = a multiple emulsion with 3 distinct phases > water in organic oil emulsion emulsifier in water

...continued on page 21

Water Dispersibility	HLB Value	Application	Examples
No dispersion	0 - 2	Anti-foam additives	Simethicone, Sorbitan Trioleate, Polyglyceryl-3 Distearate
Poor dispersion	3 - 6	W/O emulsifiers	Cetareth-2, Polyglyceryl-2 Fatty Acid Ester, PEG/PPG-18/18 Dimethicone, Glyceryl Oleate, Sorbitan Monoleate, Cetaryl alcohol, Lanolin, Metallic Soaps - Calcium Stearate
Milky dispersion	7 - 9	Wetting Agents	
Clear to translucent solution	10 - 18	O/W emulsifiers	PEG-4 Oleate, PEG-10 Polyglyceryl-2 Laurate, Trilaureth-4 Phosphate, Cetyl Phosphate, Laureth-23, Oleth-20, Sorbitan Monoleate
Clear solution	13 - 18	Solubilizers O/W emulsifiers	PEG-40 Hydrogenated Castor Oil, Polysorbate-80, Isoceteth-20, PEG-100 Stearate

Chart: Quick Guide to HLB Ranges and Applicability in Different Types of Emulsions (Courtesy of Pat Aiken)

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- **Senior Account Manager (#0807-03)** SEPPIC, based out of our Gardena CA office. Responsibilities include: Managing existing territory sales and the promotion of specialty ingredients to the Personal Care industry. Develop and maintain customer relationships including R&D and purchasing and providing all aspects of technical support to new and existing customers. Develop customer specific sales strategies to maximize growth opportunities with key accounts. Generate monthly sales reports, contributes to budgeting and forecasting. Coordinate and participate in local and national industry shows. The requirements are chemistry and/or biology related degree, 2-4 years of Personal Care industry related sales experience, proven success in California and Utah and Arizona, good contacts at key accounts. The successful candidate will be dynamic, motivated and independent with the ability to self manage their time as well as the ability to be an international team player. Applicant must have the ability to juggle several priorities simultaneously with excellent communication and negotiation skills. Understanding of French and or Spanish is a strong plus. Applicant must be proficient on the computer. Position provides competitive wages/ bonus and benefits packages, company car, office with assistant. If interested please forward your resume and salary history to pcseppicinc@airliquide.com.
- **Research Chemists, Hair & Skin Applications (#0807-04)** Lubrizol Advanced Materials, Inc. (formerly Noveon), a subsidiary of The Lubrizol Corporation, has an immediate need for two Research Chemists, Hair & Skin Applications in its Noveon Consumer Specialties business in Brecksville, Ohio. Both positions focus primarily on supporting applications development initiatives related to Personal Care business opportunities. The successful candidates will develop formulations, new product applications, and assessment of polymer technology used in a variety of personal care applications. The senior level position will also be the liaison between the synthesis and applications teams to facilitate the exchange of ideas between the groups and will correlate structure-function relationships of polymers to performance in formulations to provide direction in new polymer development. An advanced degree and supervisory experience a plus for this position. Ideal candidates will possess a Bachelor's degree in chemistry, chemical engineering or related field with a minimum of 5 years of experience working in hair and skin applications (gels, emulsions, surfactant systems), and strong knowledge of personal care formulations through product development experience on the bench. Hydrocolloid experience a plus. Must have excellent decision making and problem solving skills and the ability to interpret and translate experimental results. Must be self-starter with a strong sense of urgency and drive for results. Must possess strong organizational, interpersonal and communication skills. Lubrizol offers an excellent salary/benefits package, a stimulating environment and growth potential with a major industry leader. As a five-time winner of the NorthCoast 99 Award, honoring great workplaces for top talent in Northeast Ohio, Lubrizol consistently recruits the best and brightest. Put your valuable skills to work and join us! For prompt, confidential consideration, apply now at www.lubrizol.jobs. An Equal Opportunity Employer. M/F/D/V.
- **R&D Chemist (#0807-05)** Merle Norman Cosmetics, a major cosmetics manufacturer seeks a 5 yr. + experienced R&D Chemist to work at the Corporate Headquarters located near L.A.X. airport. This position reports to the Manager of Research and Development. Qualified candidate must have a strong bench background and knowledge in Skin Care formulation. Color experience is a plus and will be responsible for new product development and improvement of current product line. RESPONSIBILITIES: Development of new cosmetic products and reformulation of existing formulas. Responsible for product scaled-up, pilot batch to a full production process. Responsible for stability test, valuating test results and analyzing data for product specification changes. Monitor compounding and packaging operation to assure compliance with the approved methods and quality standards. REQUIRED QUALIFICATIONS: Applicants MUST reside in the local Southern California area (no relocation assistance provided, no out of state applicants will be considered) and be available to interview immediately. MUST HAVE: Bachelor's Degree in Chemistry or related Science 5+ years related experience required. CONTACT: Monica Daigle, Merle Norman Cosmetics, 9130 Bellanca Ave., Los Angeles, CA 90045; 310/337-2364 fax; Mncresume3@merlenorman.com; www.merlenorman.com. NO UNSOLICITED ADVERTISEMENTS PLEASE. This e-mail address is for receiving resumes only. Please be sure to specify that you are responding to the "R&D Chemist" position. You MUST include a complete salary history to be considered for this position.



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POSITIONS AVAILABLE

- Lab Technician/Entry Level R&D Chemist (#0807-06)** 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, Chemical Engineering or related field or is working towards their degree, with 0-3 years of experience in formulation/product development. Qualified candidates need to be motivated, 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.
- Associate Director (#0807-07)** Neutrogena has a need for an Associate Director based in Los Angeles, CA. The Associate Director will lead the transfer reformulation of existing products from R&D to the manufacturing environment. The Associate Director will seek, drive and accelerate change to produce lasting and significant impact. The individual will engage, energize and support people throughout the change process. The candidate will interact and partner internally with other departments and divisions and externally with business partners. The Associate Director will create new and innovative paths to technical excellence and robust process designs to enable flawless execution of cost saving projects from ideation to bench scale and finally manufacturing scale. This individual will be responsible for delivering product improvements and packaging redesign and defining the process for production of products for commercialization. The Associate Director will establish and maintain best practices, ideas and technologies for designing robust cost saving pipelines for personal care products. This individual will be expected to effectively leverage experience and in-depth knowledge of formulation, manufacturing processes and equipment related to commercialization of personal care / OTC products. 0716709 — Associate Director, Technical Assurance <http://careers.jnj.com/careers/global/index.htm>
- Principle Scientist (#0807-08)** Neutrogena is currently recruiting for a Principle Scientist, to support Technical Assurance, located in Los Angeles, CA. The Principal Scientist will support consumer and personal care products such as Sun Care, Baby Care, Women's Health, and Beauty Care divisions by providing technical support from a manufacturability and formulation standpoint. The Principal Scientist is responsible for reformulation projects from business case development, technology screening, product development, consumer / claims testing and implementation while focusing on product cost, quality, and manufacturability. The Principal Scientist will support reformulation of base business products for cost improvement, business continuity and/or process excellence. The candidate will drive technical implementation focusing on product cost, quality (manufacturability) and overall project timeline. The individual will provide direction, management and technical expertise to drive the team forward while managing project metrics and lessons learned to improve results and processes associated with base business products. The Principal Scientist will have a creative yet practical and realistic approach to projects, challenges and responsibilities while being results oriented. The Principal Scientist will interface with cross-functional teams. 0809107 — Principal Scientist, Technical Assurance <http://careers.jnj.com/careers/global/index.htm>
- Staff Scientist - Scientific Affairs (#0807-09)** Responsible for designing, implementing and reporting clinical/claims substantiation studies for skin care products in a global context. They will work in close partnership with Consumer and Dermatology Marketing to develop the superior skin care propositions and compelling claims to drive in market success of our products, and provide scientific rationale to build credibility. They will utilize their scientific acumen and creativity to develop new methods and innovative approaches to claim substantiation. They will critically analyze data from internal/external sources to craft competitive claims and make recommendations that will influence product promotions globally. Please apply to: [www/jnj.com/careers](http://www.jnj.com/careers) and reference 0808283.
- Associate Director, Scientific Affairs (#0807-10)** Provides scientific expertise and leadership in enhancing the value and appeal of Neutrogena products to consumers/medical professionals, through innovative studies and insightful translation of technical data into consumer compelling benefits (global). This individual will conduct clinical and laboratory research to establish the safety and efficacy of Neutrogena products. The candidate will develop claims and communications strategies that leverage science and understanding of the marketplace, working in close partnership with Consumer and Dermatology Marketing and Public Relations partners. Use strategic vision implementing business critical programs and developing best practices for product efficacy, safety evaluation and claim substantiation. Contact Gary: gkokesh@its.jnj.com. Apply at: www.jnj.com/careers and reference 0808834.
- Quality Assurance Supervisor Position (#0808-01)** Culver City, CA. The Hain Celestial Group, a leading natural and organic beverage, snack, specialty food and personal care products company in North America and Europe seeks a qualified candidate for our Quality Department located at our Culver City facility. This position will Supervise Incoming Raw Material Inspectors to ensure daily received materials are inspected and released properly. Supervise IPQC and FPQC staff to ensure in-process and finished products are tested, inspected and released properly. Establish, review and approve raw material, in-process and finished product specifications. Manage formula and batch record processes. Perform new raw material evaluation and testing. Manage finished product stability program. Investigate and trouble shoot out of specification product. Monitor and maintain production and raw material database. We welcome you to submit your resume by applying on-line at www.hainjobs.com click View Open Position and apply for the above position in the Los Angeles area or send your resume to organicjobs@hain-celestial.com.

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Mehrdad Jahed: The Great Artist of Persia

John Luna

Young Mehrdad sat on the warm white sand as he watched the Iranian fishermen hoist their nets in the hopes of finding sturgeon which would yield the prized Beluga Caviar. As he sat along the Caspian Sea, he completed his 20th masterpiece and named it Finland: An Arctic wasteland.

He would sell his paintings on weekends in the town square and make enough money to support his entire family. Already an accomplished artist at age 7, he had another love, cosmetic formulations. As a young boy, he recalls how he was asked by his great uncle, the Shah of Iran, to make a special anti wrinkle cream for the entire royal family. The formulation was so special, the Shah asked Mehrdad and his family to move from their seaside home in Rasht into the royal palace in Tehran.

Everything seemed wonderful for young Mehrdad, until that fateful year of 1979. Political unrest took over the Persian country forcing Mehrdad and his family to flee Iran in the heat of the moment. Everything was happening so fast. At Midnight on a cool quiet October night, Mehrdad hugged his great uncle for the last time as they parted ways. "Thank you for the anti wrinkle cream, Mehrdad", said the Shah. "Make sure you apply it nightly", answered Mehrdad. He never saw his great uncle again.

Mehrdad boarded the last flight out of the country. His once bright future as a street artisan and cosmetic formulator to Royalty now seemed uncertain but he was off to the United States of America for a new beginning. He first arrived in Los Angeles and applied for a job at Dep Corporation as an analytical chemist. He went to his first SCC meeting in Los Angeles in February of 1980 where he met another young chemist. They quickly hit it off as both had come from vastly different places to get to Los Angeles. One hailed from Rasht, Iran and the other from Binghamton, New York. Oh by the way, the other green chemist Mehrdad met that night? None other than John Garruto...who would later become the celebrity consultant to the stars.

Mehrdad's reputation as a wonder chemist quickly spread as he took the job as the youngest R&D Director Carme had ever hired. But that job also did not last as he took a job at Avon as group leader. His next stop was the Windy City of Chicago where he became a group manager at Alberto Culver. He finally made his way back to Los Angeles as R&D director of Wella. He then joined Susan Goldsberry, a former Olympic

volleyball player and chemist. After a long and successful career with Ralph Akyuz at Raffaello, Susan decided to start her own company called Benchmark Cosmetics Laboratories. Unwilling to give Mehrdad the title he wanted, King Emperor of R&D, Susan and Mehrdad decided on Vice President. Mehrdad lined the walls of the new Benchmark offices with some of his masterpieces he smuggled out of Iran easily worth 12 million dollars on the open market. So life seemed good again for this traveling artisan.....or was it?

Several weeks after he started at Benchmark, Mehrdad just couldn't shake the feeling that he was being followed. As he walked home from Benchmark, he could swear he would see two men in trench coats out of the corner of his eye. Then one evening, as he took a short cut through an alley, there appeared right in front of him two revolutionary guardsmen from Iran who had been tracking Mehrdad for years. "Give us what we want and we will let you live", said one of the guardsman. "I don't know what you are talking about, Mehrdad retorted. "We want the paintings you took, they are the property of Iran", the guardsman explained. Just then Mehrdad leaped four feet in the air and delivered a swift kick to the guardsman's jaw but, after a gallant effort, Mehrdad was cornered.

Just then three shadowy figures emerged from the alley with baseball bats in their hands. As they got closer, Mehrdad could see it was action hero, Lee Paler, the Duke of Salamanca, Mauricio Castro, and that once green chemist, John Garruto. The two guardsmen were no match for the SCC heroes as they quickly ran away. "How did you know I was in trouble ", asked Mehrdad. "It is our job to know", answered John. "You see, Mehrdad, we are here to keep all SCC members safe from tyranny and all that is evil", chimed in Mauricio as he quickly downed a pudding cup. "Ditto", said Lee Paler.

Mehrdad was very grateful, he bent down to pick up his signature beret that had fallen off during the scuffle but when he looked up, the three heroes were gone without a trace. Mehrdad walked the rest of the way home without another incident. So if you are ever in Fountain Valley, please stop by Benchmark Laboratories. If for nothing else but to say hello to the Benchmark gang: Steve, Lyndon, June, Mehrdad and Susan and of course to view the great paintings from the Persian Artisan.

If you are interested in viewing some of Mehrdad's art, please go to: contempocanvas.com.

California Chapter SCC Summer Event

The SCC Summer Event "A Taste of France" was a wonderful success. It was a gorgeous day filled with delicious food and wine. We would like to again thank our sponsors for providing the quality gift bags. It was the perfect accompaniment to a great event.

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