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Brian Kolevar
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Dinner Hour

Marine and Coastal Plant Stem Cells and Their Effects on Skin and Hair Aging

Nicole Mekideche
General Manager
BiotechMarine



Millions of years ago micro algae, and later on macro algae, were the first vegetal life forms to appear on Earth. Throughout evolution, these species eventually left the marine environment to colonize the shores and coastal regions where they found themselves subjected to ever-changing and often hostile surroundings: drastic fluctuations in temperature, sunlight, salinity and moisture. To survive in such extreme conditions, these new organisms had to adapt their metabolisms by developing very unique defense systems.

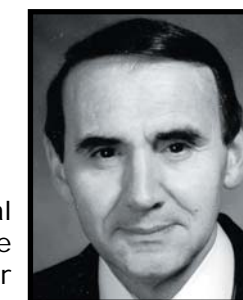
In the past years, many studies have shown the biological benefit of transferring these adaptation systems to human skin and hair. The excellent results obtained as far as moisturizing, reconstructing, repairing, revitalizing and antioxidant properties have definitely positioned the marine flora as a powerful weapon against the effects of aging on skin and hair.

...continued on page 3

Educational Hour

The New Beauty Frontier: Natural Antioxidants For Year Round Protection and Beauty

David Djerassi
President
Intrachem Technologies



Over many years, topical cosmetics and sunscreens have been the main products for maintaining and enhancing healthy beautiful skin, hair and nails. Unfortunately, topical use of such products does not always provide the expected performance, because of insufficient penetration of the actives into skin, or incomplete protection against UV damage.

In the last few years, a new trend of 'Beauty from Within' Nutri-Cosmetics has evolved, because of the role certain nutrients can play in skin health, by slowing down premature aging, or enhancing its beauty.

Dietary supplements, fortified foods, beverages and Nutri-cosmetics, offering health and beauty benefits, have been the key growth segments, worldwide. The fortification ingredients in the forefront of this emerging category are, carotenoids - natural phytonutrients with potent antioxidant activity and certain vitamins.

...continued on page 3

Next Meeting:

Tuesday - October 28, 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:

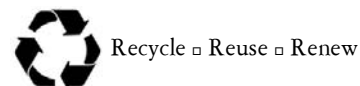
3:00 p.m. Friday-October 24

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

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Address Correction Requested



Inside this issue:

Calendar of Events...2 Hospitality Corner...3 Job Opportunities...5 Advice to the Lab Lorn...8 Historian's Column...16

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 November Cosmogram is **October 29**

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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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.

Dinner Dance 2009

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

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.

California Chapter

2008 Calendar of Events

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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POSITIONS AVAILABLE

- **Technical Salesperson Position Available (#0809-03)** Personal care focused chemical distribution company headquartered in the San Fernando Valley, is seeking the position of Technical Sales Associate. The candidate should have 3-5 years of experience in R & D or Technical Chemical Sales. Interested candidates please email your resume to JHarrison@Chemteccc.com or send via fax to 818-884-1250.
- **Cosmetic Formulator (#0809-04)** DC Labs in Chatsworth CA. Full time or part time available. We are in need of a cosmetic formulator to develop new formulas and improve existing formulas for both hair care and skin care products. Must be familiar with all FDA regulations and up to date on new developments in the health and beauty market. Will be in charge of formulating new products from scratch, ordering required raw ingredients as well as supervising the actual production of products. Must also be experienced in performing QC on all finished products. We are looking for a self motivated researcher who does not need to be micromanaged, but is capable and willing to work unsupervised. Previous experience in cosmetic formulation is a must. Please send resumes with a salary history as well as a salary request to: Jtayloradmin@gmail.com.
- **QA Manager (#0810-01)** Thibiant International, Inc., a leader in the manufacture of high-end skin care products, is looking for a dynamic QA Manager. Ideal candidate must have a BS degree in Chemistry with 5-10 years experience as a Manager in the cosmetic industry manufacturing OTC products, have excellent analytical, problem solving, leadership, and written and verbal communication skills. Candidate will direct all QA functions, investigate and resolve product issues, provide technical guidance in packaging and product development, and have a good understanding of GMP and industry regulations. Thibiant offers a competitive salary and benefits package. Send resume and salary history to: nschussman@thibiant.com.
- **R&D/ Compounding Chemist (#0810-02)** A growing cosmetic manufacturer located in Chatsworth CA is looking for an R&D/Compounding Chemist. We are specifically looking for an individual in taking projects from concept to full production process, in addition to overseeing compounding department. Min. Requirements: Chemistry degree plus. 2+ years of experience working in the Cosmetic Industry. Development of new products and reformulation of existing formulas. Proficiency in technical writing. Managing Compounding Department. Skills: Excellent decision-making and problem solving skills. Must be self-starter, and roll up your sleeves "can do" attitude. Must possess strong organizational, interpersonal and communication skills. Base Salary plus bonuses, health insurance, pension plan. Send resume to lm@dermae.net or fax 805-582-2730.
- **Sr. Chemist (#0810-03)** Orly International, Inc. a beauty manufacturing company seeks a Sr. chemist with 5-7 years bench experience in natural organic cosmetics/ health and beauty industry. Position will formulate new products and develop wide arrays of personal care formulations, develop and document SOPs, develop new analytical methods, direct and coordinate and advise personnel in test procedures for analyzing components and physical properties of materials. Proficiency with word processing, spreadsheets, database management, and computer applications required. Position requires a high sense of urgency, strong time management skills and ability to work effectively with people and departments. Please e-mail resume to: dmichael@orlybeauty.com.
- **R&D Chemist (#0810-04)** SF Bay Area - G.S. Cosmeceutical USA, Inc. is a contract manufacturing company located in Livermore, CA. We develop, manufacture and package skin care, hair care & personal care products. We specialize in natural & organic-based formulations & OTC cosmeceuticals. www.gscos.com. We have an Immediate opening for an R&D Chemist with 2+ years experience in skincare and hair care products. Bachelor's degree in Chemistry. Min 2 yrs of experience in formulating Personal Care product. Experienced with natural & STD formulation concepts, practices, procedures and functions. E-mail your resume to: cynthia@gscos.com. NO UNSOLICITED ADVERTISEMENTS PLEASE.

POSITION WANTED

- **R&D Chemist or Lab Management (#0810-05)** Position wanted in Los Angeles area, over 13 years combined experience in the cosmetic industry as an R&D Chemist and Manager. Very experienced professional in Formulation, Compounding, Manufacturing, Process Engineering, Quality and Regulatory. Proven track record in formulating all types of OTC and non-OTC products, managing departments and building teams. Outstanding written and communication skills with a strong eye for detail. Bilingual in Spanish. BA Degree from Accredited University. Email: elite_dea@yahoo.com.

Dinner Hour

...continued from page 1

This presentation will focus on a new patent pending biotechnology based on the extraction and culture of halophyte plant (a.k.a. marine or coastal plants) stem cells.

Our Speaker

Nicole Mekideche has been in the cosmetic industry for over 40 years. She received her chemist degree from the Ecole Nationale de Chimie in Paris, and then began her career at Laboratoires Synarome, a manufacturer of molecules destined for the fragrance industry. Three years later she

joined Diparco, now part of l'Oréal, to focus more specifically on cosmetic applications. In 1975 she joined Clarins where she spent 14 years elaborating over 56 different cosmetic formulations. Finally, after a short stay at Laboratoire Payot, she joined BiotechMarine (former SECMA) as Director of Research & Development.

Nicole Mekideche is currently General Manager of BiotechMarine and still in charge of R&D. She has created all the cutting edge and innovative active ingredients that have made BiotechMarine famous on a global scale.

Educational Hour

...continued from page 1

These include, Tomato extracted Lycopene, Phytoene and Pytofluene, Alpha carotene, Beta Carotene, other phytonutrients, Vitamin E, Vitamin C and co-Q10 etc.

Recent studies conducted with combinations of carotenoids and plant antioxidants, have shown that, when taken orally they can enhance the photo-protective properties of the epidermis and the dermis. In addition, they can increase the skin density, thickness, elasticity and smoothness. Also, the body's natural defenses against environmental stress, can be significantly enhanced and the damage from free radicals can be minimized.

The presentation will include the latest scientific studies, advanced combinations of oral supplements and topical cosmeceuticals and innovative packaging. In addition, the global marketing of 'Beauty from Within' Nutri-cosmetics will be reviewed.

Our Speaker

David Djerassi is currently president of Intrachem Technologies based in New York city, NY, which

he founded in 2004. The main activities of the company are marketing and scientific consulting to the Cosmetic, Food and Dietary Supplements industries, worldwide.

David Djerassi's extensive business career stretches over 30 years. He was Vice President of the Specialty and Cosmetic Chemicals Group of Roche Vitamins Inc., a division of the Hoffmann-La Roche Company, and was also a member of the Board of Directors. Prior to that position, Mr. Djerassi served as the Global Director of Marketing/Sales, New Product Development, Technical Support and Public Relations for the group, which he started in 1985.

His career also includes Richardson Vicks Inc. (part of P&G Inc.), as Director of the Global Hair Care R&D., the Pantene Company, as Director of Research and Development, Revlon and American Home Products (currently Wyeth Laboratories).

David Djerassi holds a BS degree in Chemistry, an MS in Pharmaceutical Chemistry and an MBA in Marketing. He is active in the Society of Cosmetic Chemists and PCPC (formerly the Cosmetic, Toiletry and Fragrance Association - CTFA).

New Members

Hospitality Corner

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

Tiffany Gallo - *Trigg Laboratories*

Jennifer Martsof - *Trigg Laboratories*

Bethany McCarver - *Free Radical Technology*

Bryan Akcasu - *Neutrogena 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 so we can include them in the Hospitality Corner for future Cosmegrams.

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Job Opportunities

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- **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.
- **Account Manager** (#0807-01) Neutraderm Skin Care and Private Label. The Account manager is responsible for managing/driving efforts to achieve and exceed revenue and profitability targets. Includes following up/managing accounts to successfully secure lucrative accounts while maintaining brand goals, image and reputation in the industry. Focuses heavily on the nurturing and growing of key accounts while continuously acquiring new business. Qualifications: Beauty / Skin Care experience (3+ years). Marketing experience (3+ years). Comfortable cold calling, pitching and presenting. Excellent English/grammar. Motivated and goal-driven. Understanding of brand positioning. E-mail your resume to: sraoof@neutraderm.com.
- **Sales Executive** (#0807-02) Neutraderm Skin Care and Private Label. The Sales Executive is responsible for managing & driving sales to achieve/exceed revenue and profitability targets. Includes developing sales to secure accounts while maintaining brand goals, image and reputation in the industry. Role focuses heavily on the nurturing and growing of key accounts while continuously garnering new business. Duties: Identify new market segments with Company goals. Identify and procure new customers continuously. Expand brand awareness through direct contact, presentations and networking. Orchestrate and participate in sales calls, sales meetings and seminars. Email resume: sraoof@neutraderm.com.
- **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.


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(cont'd on page 11)

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Typical Formulation Parameters

Emulsion Parameters	Range	Ingredient Selection
Water Phase	50 to 80%	Glycerin, glycols, salts, AHA's, vegetable extracts, collagens, vitamins, humectants, antiperspirants, non-ionic surfactants, ethanol, DHA
Lipophilic Phase	20 to 50%	Cyclomethicone, silicones, mineral oil, esters, vegetable oils, pigments, sunscreens
Electrolytes	0.3 to 3%	Sodium chloride, sodium tetraborate, sodium citrate, magnesium sulfate, polyols
Silicone Polyether Emulsifier (% active)	0.1 to 2.0% 1 to 3%	Siloxane PEG/PPG Rake Polyether Alkyl Siloxane PEG/PPG Rake Polyether
Thickening Agents	OPTIONAL	Silicone gums, clays, silica, ester & paraffinic waxes, petrolatum, myristyl myristate, carnauba wax, synthetic beeswax
Waxes	OPTIONAL - NOT REQUIRED	

In general, w/L emulsifiers can be used in many different applications. Below is a chart listing just a few areas they are used in today. This list will continue to grow over the next few years as more people get familiar with the technology and cost comparisons with O/W are achieved.

	AP-Deo	Skin Care	Sun Care	Color Cosmetics	Bath & Shower
(Rake) Alkyl Siloxane Polyether Copolymer		Creams, lotions	Creams, lotions	Sticks	Liquids, Gels
Rake) Siloxane PEG/PPG Polyether	Clear gels, sticks, sprays, roll-ons	Creams, clear liquids, hydrogels	Creams, lotions	Foundations, sticks	Liquids, Gels
Siloxane Polyether Crosspolymer	Clear gels, roll-ons	Creams, lotions, gels	Creams, lotions	Foundations	Gels
Rake) Siloxane PEG Polyether	Roll-ons	Creams, lotions	Creams, lotions		
(Rake) Siloxane PEG/PPG Polyether		Clear silicone gels, opaque gels, creams	Clear silicone gels, anhydrous gels	Anhydrous pigmented gels	

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Continuation of Discussion on W/Si Emulsion Systems

Part 2 of 2

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.

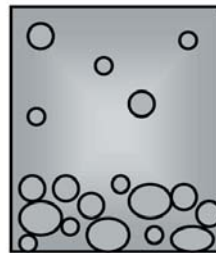
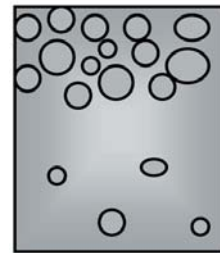
Article submitted by Eric Abrutyn, Sr. - Principal Scientist at Kao Brands Co.

The next issue we need to consider when looking at w/L or w/Si emulsions is the stability. For stabilization of w/L emulsions, the stabilizing chains have to be soluble in the oil phase. There should be sufficient emulsifier for complete coverage of the interface surface for effective steric stabilization – preventing any attraction between the bare patches or bridging by the polymer chains. The chains should be strongly adsorbed (anchored) to the surface. The copolymer emulsifiers are engineered with good anchoring chains that can be tailored to maximize solubility in the oil or silicone phase for improved stability.

Some of the issues one should be aware of are:

- Ostwald Ripening
 - Small droplets disappear and the oil is taken up by larger droplets
 - This is caused by molecular diffusion, not droplet coalescence
- Creaming and Sedimentation
 - Steric and/or electrostatic barriers are compromised in keeping droplets apart.

- Surfactant choice and level is important



- Aggregation of Particles
 - Droplets are attracted together by van der Waals forces
 - Clumps and strands of droplets form in the emulsion
 - Reversible
 - Gibbs - Marangoni effect: A movable elastic surfactant film at the oil-water interface
 - Interfacial tension gradients to stabilize droplets in close proximity.
 - Viscosity enhancement and protection of droplets through lamellar gel network phases and / or other thickeners
- Coalescence
 - Emulsion breakdown occurs when particles join together
 - Phase Inversion
 - Viscosity enhancement

...continued on page 12

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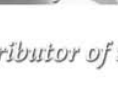
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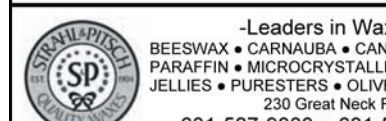
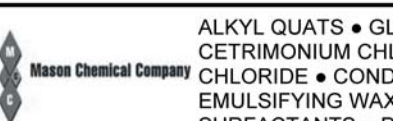

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- **Associate Director, Scientific Affairs** (#0807-10) Provides scientific expertise and leadership in enhancing the value and appeal of Neutrogena products to consumers/medical professionals, through innovative studies and insightful translation 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.
- **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.
- **Regulatory Compliance Manager** (#0809-01) 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 Regulatory Department. This position will oversee all government registrations annually, i.e. FDA product registration, State or EPA product registration. Manage all registrations and certificates for Hain Personal Care, i.e., Organic Certification, Natural Product Certification, Kosher Certification, No Animal Testing Program, etc. Manage annual report to City, State, and Federal, i.e. Annual Drug Product Review, hazardous waste management to Culver City, storm water report to State. Manage new product development activities for any regulatory requirements such as ingredient review, product safety assessment testing, finished good MSDS, formula review, etc. 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.
- **Associate R&D Director** (#0809-02) OREGON BASED COMPANY SEEKING Associate R&D Director: Essential Labs is a natural and organic personal care manufacturing company based in the Portland, Oregon area. We are seeking an experienced cosmetic chemist with a passion for natural alternative formulations to work with our Chief Formulator and junior staff in developing and growing with our company. Must have a strong background and knowledge in skin and hair care formulations, color experience is a plus and will also be responsible for new product development and improvement of current product line. Must have strong experience in standard cosmetic testing procedures to include extensive experience using common lab equipment. For more information on the job requirements contact: jobs@essentiallabs.com.

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POSITIONS AVAILABLE

- 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.
- 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 and reference 0808283.

Letter from Our Cosmegram Business Manager

Dear Cosmegram Advertisers,

Starting next year we are going to make available the back page of the Cosmegram for new advertisers. This will be done by a lottery system, the winning advertiser's ad running by itself for four consecutive issues after which another advertiser will be chosen. The back page is an excellent spot for potential customers to see your ad exclusively. The size of the ad will be 7" X 5" and the advertiser will be charged an extra 20% premium for the four issues. If you are interested or have further questions please contact me at bkolevar@coastsouthwest.com by November 21st when the drawing will be held. This should allow enough time for new artwork to be submitted before the January deadline.

Thanks for advertising with us,

Brian Kolevar
Cosmegram Business Manager

Advice to the Lab Lorn

If one sees a destabilization of the emulsion it can be fixed as outlined below:

- Emulsion too thin
 - Increase the aqueous/oil phase volume
 - Insufficient mixing
- Emulsion unstable F/T
 - Insufficient electrolyte or glycols
 - Too big a particle size or broad distribution
 - Insufficient emulsifier
- Emulsion unstable
 - Improper phase volume
 - Insufficient emulsifier level
 - Wrong emulsifier for polarity of oil phase

Siloxane Polyether Copolymers have evolved over the last decade to further improve their capabilities to stabilize W/L or W/Si emulsion. They exemplify the newer breed of W/L emulsifiers and are suitable for W/L emulsions because Siloxane chains are highly soluble and mobile/flexible in silicones and any added hydrocarbon functionality creates a compatibility (stabilizing) with most hydrocarbons to be strongly solvated by these molecules. These chains extend in the oil giving a layer thickness. The PEG and PEG/PPG Polyether chain (anchoring) are highly soluble in water and moderate electrolyte solutions for very strong adsorption at the w/L interface and insoluble in the oil phase thus ensuring lack of displacement of the emulsifier from the interface. Each will have a different interface configuration and process of adsorption, and amount of adsorbed per unit of area of interface surface. It is important to know how these parameters change with coverage, the

...continued from page 8

structure of the emulsifier, molecular weight.

Silicone Emulsifiers can perform better than organic emulsifiers because they:

- Go to the interface quicker, reducing interfacial tension more effectively
 - Better flowability and film forming capability due to polymer flexibility (bond angle & length)
- Stay at the interface, providing optimal alignment and flexibility
 - Small amount of functional substituent on siloxane backbone can have a significant effect
- Stabilize the interface, managing repulsion forces of the two phase through steric repulsion
 - Extremely flexible backbone
 - Targeted alignment at interface boundaries
 - Spring-like effect at interface
- Provide superior aesthetics, delivering unique sensory profiles and formulation textures
- Enhance actives delivery, providing novel delivery mechanisms and long lasting performance

Siloxanes are not the only way to do this. Polyhydroxystearates and alkyl sugars can do the same thing and sometimes even better. They can make for a good molecular steric stabilization.

...continued on page 23

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A Conversation with the Downtown Browns

John Luna

It was a distinct pleasure last week to sit down with my very close friends Downtown Richie Brown and his lovely wife, Downtown Suzi Brown. Several years ago they made the big move from Chatsworth, California to Park City, Utah to start their respective consulting companies. I took the short drive from the Salt Lake City airport to their spacious home in Park City. The first thing you notice as you enter the Downtown Browns compound is the beautiful 23 foot cedar wood door. Downtown Richie answered the door and gave me a tour of the Brown palace as they call it. We sat in his living room overlooking the Wasatch mountain front and began the interview:

JL: Well it is a pleasure to see you again, thanks for inviting me to your new home.

DRB: Oh, no problem, although I don't recall inviting you. Actually I was quite surprised to see you at my front door.

JL: Downtown Richie, you have had quite an accomplished career. You have a chemistry degree and an MBA from UCLA. You spent 15 years at Max Factor and then joined Fragrance Development which later changed its name to Cosmetic Labs of America and is now owned by Alberto Culver.

DRB: Yes it has been quite a ride, although as you well know there has been some tragedy with my wife of 31 years losing her battle with cancer in 1998. It was probably the worst time in my life, but with my daughters beside me and with my friends from the industry, I pulled myself together.

JL: Yes, I do remember. Please tell everyone what you did next.

DRB: Well, I started wearing Hawaiian shirts and legally changed my name to Downtown Richie Brown. I became a man about town. Everyone wanted to hang out with me, including you. I took up ballroom dancing and found it relieves quite a bit of stress.

JL: Ballroom dancing? I did not know that!

DRB: Yeah well there is a lot you don't know including how to properly read a contract.

JL: Very funny. Ok getting back to the interview.

JL: Downtown Suzi, so nice of you to join us.

DSB: No problem, would you care for some corn nuts? Perhaps an orange whip?

JL: Uh no thank you. Isn't it true you met DRB while ballroom dancing?

DSB: Yes John, it is true. We were both with friends at a club in Chatsworth and I saw this man with a bright orange Hawaiian shirt dancing. I quickly dove in there and started dancing with him. That is when I knew he was the man for me. I could not take my eyes off that bright orange shirt, at first I thought he worked for Caltrans. We got married shortly after.

JL: You have had quite an accomplished life as well. You started your own company called Tecon Enterprises, which manufactured magnetic recording heads for the film industry. In fact you even won a Scientific Technology Academy Award.

DSB: Yes, I did win it and went up there and made a 13-minute acceptance speech. Several rude security guards escorted me off the stage. Apparently I was supposed to keep it less than 45 seconds. How did I know? I have started a new company called Suzi Brown Designs (SuziBrownDesigns.com), which is an Internet art business. Several years ago I too legally changed my name to Downtown Suzi Brown.

JL: So why did you two make the big move to Park City, Utah.

DRB: Well we both have always loved Utah and we felt the time was good to make the move. I have also started my own consulting company called Apotheosis Labs (Apotheosislabs.com).

JL: Apotheosis Labs? What does that mean?

DRB: I don't really know.

JL: I have to say the view from your living room is incredible.

DRB: I have to tell you there have been several times where moose have come up to the back door along with grizzly bears.

JL: Grizzly bears? I find that hard to believe.

DRB: Would you believe black bears?

JL: I don't think so

DRB: How about a very angry squirrel.

JL: Well Rich and Suzi, I just want to say many of us in California sure do miss you but I see how happy you are out here in Utah, I will convey that to all your friends in California. I wish you all the best. Please come back and visit from time to time.

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