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At Integrity Ingredients Corporation, we know the important role our ingredients have in your formulations. Our R&D Lab is solely dedicated to actively working with all our ingredients in a wide variety of applications. By doing this we can make accurate recommendations to our customers on how our ingredients will interact with other ingredients and system types.

Whether you need a recommendation on which botanical extract to choose, help selecting which active ingredient *with proven clinical studies* to use, how to emulsify a system, modify viscosity, change the texture or improve skin feel, we can help.

Give us a call or visit our webpage for a few starting skin, body & hair care formulations you can try for yourself in your own lab.

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**CONFIDENTIAL FINISHED PRODUCT FORMULATION**  
 Skin Care Formulary

**COLD PROCESS, LOW COST LONDON**      **FORMULA #140308.2**

INGREDIENT	%	SUPPLIER
<b>PART A</b>		
Deionized Water	85.25	
IntegriGUARD AP	0.70	Integrity Ingredients Corporation
<b>PART B</b>		
IntegriLIPID Softflow Oil, High Oleic	12.00	Integrity Ingredients Corporation
IntegriGEL OW HP	1.00	Integrity Ingredients Corporation
Phospholipid	0.25	Integrity Ingredients Corporation
Polyorbate 20	0.50	Integrity Ingredients Corporation
IntegriGUARD AP	0.30	Integrity Ingredients Corporation

**Procedure:**  
 Add the PART A ingredients to mixing tank and mix completely.  
 Add the PART B ingredients into a separate mixing tank and mix completely insuring that each one is completely dispersed/dissolved before the addition of the next.  
 Add PART B to PART A while mixing. The batch will thicken.  
 Mix until the batch is completely smooth and homogenous.  
 pH: 5.0-5.5  
 Viscosity: 100,000+ cps (Brookfield LVT Spindle 4/Speed 3)

**Attributes:**  
 This cost effective and easy to produce body lotion is luxurious and moisturizing. It combines the emolliency of Softflow Oil, High Oleic with the extremely efficient and cost effective emulsifying/thickening attributes of IntegriGEL OW HP.

This formula allows you to streamline your production facility for the ultimate in cost effectiveness. The ultimate answer to the dilemma of how to produce and use the most accurate and cost effective formulation is available in our new product line. If you are a manufacturer, please contact us for more information. We are a proud supplier of high quality ingredients to the industry.

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*Dinner Hour*

**The Use of Life Cycle Assessment Methodologies to Determine the Environmental Impact of Ingredients and Raw Materials**



Carl Muska, Ph.D.  
 Director of SHE / Regulatory Affairs  
 DuPont Tate & Lyle Bio Products

With the continuing trend towards more natural and green ingredients and raw materials, determining the environmental impacts of these products is becoming of greater importance to manufacturers and marketers across a wide variety of fields from polymers and automotive to cosmetics and personal care.

One methodology that is gaining more acceptance is Life Cycle Analysis (LCA). This technique examines the inputs and outputs that are used during the manufacturing process of key raw materials and assesses the impacts upon the environment. This presentation will give an overview of the definitions and methodology used to develop a cradle-to-gate LCA and use examples from several industries to illustrate its usage in industry today.

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*Educational Hour*

**Using Botanical DNA to Prevent Counterfeiting and Gray-Market Diversion of Consumer Products**



Jim Hayward, PH.D., Sc.D.  
 Chairman, President, and CEO  
 Applied DNA Sciences

The diversion into the gray market of legitimate products or products overproduced without the owner's permission is a problem closely intertwined with the penetration of counterfeits into the marketplace. Most often counterfeits enter the market accompanied by gray market products. Counterfeits and activity in the gray market have increased dramatically in the last several years, perhaps aided by global economic pressures. Firm connections have been made with organized crime and terrorists. This is well beyond a cottage industry.

Practically all industries are affected by counterfeiting: from military replacement parts, aircraft and automobile parts, chemicals and specialty chemicals to consumer products, medicines, apparel, electronics, wine, artwork, documents and currency. The impact steals \$250 billion dollars from the US economy and with it, 750,000 jobs per year.

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Society of Cosmetic Chemists  
  
 California

Brian Kolevar  
 505 South Melrose Street  
 Placentia, CA 92870

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*Next Meeting:*

**Tuesday - November 17, 2009**

Educational Hour - 5:30 p.m.    Social Hour - 6:30 p.m.  
 Dinner Hour - 7:15 p.m.        Speaker - 8:00 p.m.

**Location - Renaissance LAX**  
**Reservations - 818.349.4149**  
 Pay online at [www.caliscc.org](http://www.caliscc.org)

**Deadline for Meeting Reservations:**  
 3:00 p.m. Friday - November 13  
 Menu Choice  
 Chicken or Vegetarian

If you reserve and do not attend, you are responsible for meeting charges and will be billed accordingly.  
**More Meeting Details on Page 2**

### Meeting Details

#### Location

Renaissance LAX  
9620 Airport Blvd.  
Los Angeles, CA 90045  
310.337.2800

#### Costs

- \$40.00 Members with reservations and first-time only guests with a member-sponsored reservation. *Non-member pricing in effect after first meeting.*
- \$48.00 Members without reservations
- \$48.00 Non-members with reservations
- \$58.00 Non-members without reservations

#### Menu

Menu Choice  
Chicken **or** Vegetarian

#### Reservations

DD Chemco: **818.349.4149**; Pay online: **www.caliscc.org**

## Announcements

### IFSCC Magazine Is Going Digital - Action Required

The IFSCC will discontinue automatic distribution of paper copies of their magazine at the end of this year. IFSCC Magazine is now digital, with a complete archive of issues starting in 2000. Scientific and editorial content will be accessible faster, and news and announcements will be more timely by going digital. This journal is included with membership in IFSCC and SCC, but you must go online to provide your email address and sign up to continue receiving the journal as a digital copy. Registration is free to SCC members.

You must take action on which format you want! Either subscribe to the digital issue online ([www.ifscm-magazine.com](http://www.ifscm-magazine.com)) or inform the publisher VCI ([senicky@sofw.com](mailto:senicky@sofw.com)) that you still want a paper copy, which you will then receive as usual. Don't miss out on IFSCC news in 2010!

### National SCC Contact Information Changes

As you know many SCC Members change jobs, relocate, etc. each year. Many do not know who to call or how to go about making an address change. The National Society of Cosmetic Chemists has created a form that is now available on the SCC website which allows members to make changes to their information and it is sent to us here at National. For right now, Members can access the change form under the Contacts Tab on the website. The actual link address is as follows: [http://69.36.162.213/SCC\\_Address\\_Change\\_Request.htm](http://69.36.162.213/SCC_Address_Change_Request.htm)

### Contact Information Changes

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

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### Society of Cosmetic Chemists

## 2009 Calendar of Events

#### November

17

California Chapter Monthly Meeting

Renaissance LAX

#### December

10 - 11

SCC Annual Scientific Meeting & Technology Showcase

New York Hilton

#### January

26

California Chapter Monthly Meeting

Renaissance LAX

### Message from the Business Manager

## Letter to Cosmogram Advertisers

Dear Cosmogram Advertisers,

Starting again next year we are going to make available the back cover of the Cosmogram for interested 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 to run for the rest of the year. The back cover 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](mailto:bkolevar@coastsouthwest.com) by November 20st 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  
Cosmogram Business Manager

## Announcements

...continued from page 2

### SCC Membership Renewal

Have You Paid Your Dues? The first statement for payment of SCC membership dues have gone out. Please be sure to send in your renewal by the end-of-year deadline to the National office.

### CALIFORNIA CHAPTER 2009 BOARD MEMBERS

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**Deadline** for the January  
Cosmogram is **December 18**

Please forward all content to  
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## Make Some Starch Slime Today!

*What you will need:*

- 1/4 cup of water
- Food coloring (optional)
- 1/4 cup of white craft glue (like Elmer's glue)
- Mixing bowl
- 1/4 cup of liquid starch (used for clothes)
- Mixing spoon

*What to do:*

1. Pour all of the the glue into the mixing bowl.
2. Pour all of the water to the mixing bowl with the glue.
3. Stir the glue and water together.
4. Add your food color now - about 6 drops should do it.
5. Now add the liquid starch and stir it in.
6. It should be nice and blobby by now. As you play with your slimy concoction, it will become more stretchy and easier to hold.
7. Explore your slimy creation and store it in a zip bag when you are not using it.

*How does it work?*



The glue is a liquid polymer. This means that the tiny molecules in the glue are in strands like a chain. When you add the liquid starch, the strands of the polymer glue hold together, giving it its slimy feel. The starch acts as a cross-linker that links all the polymer strands together.

*Make it an experiment:*

The project above is a demonstration. To make it a true experiment, you can try to answer these questions:

1. Does changing the amount of water or glue change the feel of the slime?
2. Do different glues make better slime?
3. How does changing the amount of each ingredient change how the slime turns out?
4. What happens to slime if it is stored out of a bag compared to in a bag?

## Dinner Hour

### Our Speaker

Dr. Muska is the Director of SHE and Regulatory Affairs for DuPont Tate & Lyle Bio Products LLC and Regulatory and Product Stewardship Manager for DuPont Applied Bio Sciences. He joined DuPont in 1978 and has held a variety of professional and managerial positions within the manufacturing, research and technical organizations including Research Manager, Ecotoxicology for DuPont Agricultural Products, Chief Supervisor of the Environment and Energy Department at Savannah River and Director, Ecotoxicology, Haskell Laboratory for Toxicology and Industrial Medicine.

## Educational Hour

Personal care companies see their revenues and reputations eroded, while consumers are put at unnecessary risk. According to a new EU report, the number of counterfeit cosmetic and personal care items is up by 264 percent since 2006.

Efforts to curb counterfeiting via technical solutions have only been partially successful. However, the biotechnology revolution has made DNA into an unmatched utility. In the annals of forensic crime, no tool has passed the scrutiny given to evidentiary DNA. When "layered" with other contemporary product security platforms, DNA can beat the diverters and counterfeiters, hands down.

This presentation will discuss the application of botanical DNA as the definitive security platform, providing multiple levels of detection from instant rapid screening to forensic DNA authentication. Botanical genotyping can be used to verify the extracts used in cosmetic formulations. Endogenous DNA has been used to track the provenance of fine wines, natural fibers used in textiles, and the natural ingredients used in drugs and nutraceuticals. SigNature DNA<sup>®</sup>, which is a botanically derived DNA taggant that can be added to finished goods or packaging, and can be rapidly screened in the field or forensically analyzed in the lab, is being used to pin-point leakage from logistic chains. Data will be presented that confirms that SigNature<sup>™</sup> DNA technology is the ultimate security platform to safeguard products from counterfeiting, to ensure product integrity, to enhance brand protection and to ensure the consumer's experience is as safe and effective as you planned.

### Our Speaker

Dr. James A. Hayward is Chairman, President, and CEO of Applied DNA Sciences. With over

...continued from page 1

ASTM has recognized Dr. Muska with the William N. Findley Award for his contributions to the development of international standards and methods for defining, measuring and assessing the environmental sustainability of biobased products. He is also an adjunct professor in the Department of Biological Sciences at the University of Delaware where he teaches courses in environmental sciences.

Dr. Muska holds a B.S. in Zoology and Biochemistry from the University of Texas at Austin, an M.S in Biological Oceanography from Texas A & M and a Ph.D. in Environmental Toxicology from Oregon State University.

...continued from page 1

20 years of experience in the biotechnology, pharmaceutical, life science and consumer product industries, Jim is actively involved in the global effort to ensure the authenticity of products and the protection of global supply chains from counterfeiting and diversion. Patented and applied in over 600 million products throughout the world, the Company's SigNature<sup>®</sup> DNA markers are unique, botanical, "green" DNA sequences that can help preserve the quality and integrity of products from pharmaceuticals to cosmetics.

Dr. Hayward received his Bachelor's degree in Biology and Chemistry from the State University of New York at Oneonta in 1976, his Ph.D. in Molecular Biology from the State University of New York at Stony Brook in 1983, and an honorary Doctor of Science from the same institution in 2000. He was one of the founding principals and research director of Europe's first liposome company, Biocompatibles Ltd. From 1984 to 1989, he was responsible for product development at Estée Lauder Companies. In 1990, Jim and colleagues founded The Collaborative Group, a provider of products and services to the biotechnology, pharmaceutical and consumer-product industries based in Stony Brook. For 14 years, he served as Chairman, President and CEO of Collaborative, spawning multiple businesses including The Collaborative BioAlliance, a contract developer and manufacturer of human gene products, that was sold to Dow Chemical in 2002, and Collaborative Labs, a service provider and manufacturer of ingredients for skincare and dermatology was sold to Engelhard (now BASF) in 2004.

Among other awards, Jim was voted Entrepreneur of the Year by Inc. Magazine and inducted into the Long Island Technology Hall of Fame. He received the Cosmetic Pioneer Award from the Long Island Chapter of the SCC.

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## Thank You for Your Support

Dear Members,

Whoa! We are already approaching the very end of 2009 which also means my term is ending. I want to first say thank you to the board for your support and for donating your personal time to this chapter; we have had a great year with wonderful events thanks to your dedicated work.

Secondly, I want to thank you members for continuing your membership and attending the chapter events. We had a busy year starting with a great turn out on our first meeting in January, followed by the Scientific Seminar over in Marina Del Rey in March. We have moved our meetings to the Renaissance Hotel and received great feedback on our new venue. Then our classical Dinner Dance at the Disneyland Hotel closed the first half of the year events. During the summer break, to keep the members connected we had some wine tasting during our Summer Event at the Temecula Valley Wine Country and in October the long awaited Supplier's Day at the Long Beach Convention Center.

During our last meeting of the year, on November 17th, we will install our new elected officers for 2010. If you received your second

membership renewal notice, it is time to turn your check in and continue to be part of this great chapter.

The SCC Annual Meeting and Technology Showcase will be held in December 10th and 11th at The New York Hilton. If you are attending this meeting, don't forget to stop and contemplate the Christmas lights all over the city. Speaking of Christmas; holidays are approaching and we all get consumed with the holiday spirit by decorating our homes and planning for the family gatherings. Please spread this spirit around by donating toys and clothes to those who are not so fortunate at your local churches or fire departments.

Lastly, I want to send my best wishes to the incoming elected officers and look forward to continuing to seeing you at the meetings.



Sincerely,  
Yi Hsin Chang, Chair

## New Members

## Hospitality Corner

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

Anthony Gonzalez – *ML Lifesciences, LLC*

Terry Wells – *Body Brands USA, Inc.*

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

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## My First Crisis at Max Factor, Hollywood and My Book on Emulsion Manufacturing

T. Joseph Lin, Ph.D.

Consultant, drtjlin@aol.com

One evening in 1965, when I was still working for Rohm & Haas Surfactant Application Lab in Philadelphia, I received a phone call from a stranger asking me if I might be interested in relocating to California. He told me that the Director of R&D at Max Factor Co. in Hollywood saw a paper I had published on emulsion manufacturing and was interested in hiring me. A few months later, I accepted the offer and moved my family to California.

Shortly after I started my job as head of the Emulsion Lab at Max Factor, I experienced my first crisis, requiring me to solve a tough manufacturing problem for an O/W emulsion. The company was enjoying rapid growth and was expanding production capacity. This emulsion was a very popular moisturizer and the factory had manufactured it in 100-gallon kettles for years without much difficulty. To increase production volume, the factory installed many new 500-gallon kettles for making emulsion products. One day I received a call from the factory saying that the first batch of this emulsion made in one of the larger, 500-gallon kettles had low viscosity, and failed to pass QC. My assistant, who was familiar with this product, told me not to worry as the batch would likely regain viscosity in a couple days.

It took much longer, but one of the five failed batches thickened enough after two weeks to barely pass QC. However, when the product was filled in bottles, the shearing action reduced the viscosity again and the product became water-thin. By then, the promised shipping date was getting close and someone pushed the panic button. Meetings were called and my boss wanted to know why this happened and how we could fix it.

At first, we suspected a "composition variable" (CV), such as weighing error or raw material quality variation as a possible cause of the problem, but we soon ruled this out this possibility because our lab test samples made with same raw materials came out OK. I began suspecting "process variables" (PV), introduced by increasing batch size, as the possible culprit. I suggested going back to making the product in 100-gallon kettles, but the production manager said that

was not an option because it would take too long to make the required quantity and, in addition, all 100-gallon kettles were already scheduled for making other products.

Rheological properties of this emulsion showed shear-thinning and highly thixotropic characteristics. My staff suggested a minor reformulation to make the emulsion less shear-sensitive. I thought it was a good idea and took a sample to show it to the product manager. When I brought her the new sample, the product manager wanted to know if I had changed the formulation in any way. I told her yes, but only 0.1% of a thickening agent was added to reduce shear-sensitivity. She was not pleased, insisting that I solved the problem without changing any part of the formula, simply because our customers liked the original product!

My boss agreed with her and gave me two weeks to solve the problem. Since I was not permitted to change any CVs, the only way to solve the problem was to find key PVs and control them to boost viscosity. From my rheological study I suspected one key factor was the increased shearing force and cooling time associated with larger kettle, subjecting the emulsion to more intense and longer shearing action by the mixer. To reduce cooling time of the larger batch, I decided to try a Low-Energy Emulsification (LEE) technique, which I had developed previously. This technique allowed us to shorten cooling time sufficiently to reduce the shear-thinning effect and I was lucky to solve the problem in time to allow production of this emulsion in large kettles.

Thinking back, I was very lucky to be hired by Maison G. deNavarre 50 years ago to work at Cosmetic Laboratories Inc. in Detroit, Michigan. My boss was one of the founders of SCC and IFSCC and was also the first editor of SCC Journal and C&T magazine. It was a small company, but we had a good library with many books and journals on cosmetic science. When I started my job in 1959, I expected to wear a white coat and work in a laboratory. But when I arrived, the new laboratory was not yet ready. So my boss asked me to work in the factory to learn the art of compounding, assisting factory staff to solve manufacturing problems.

They all crept closer, the white glow seemed to get brighter, yet they still could not make out what it was. "It appears to be a man, sitting," said the ex-Mossad agent turned consultant. "Yes, it is the Monk," said Sabuli. It was the Monk! He was sitting cross-legged, his cloak over his head and his hands clutching a beautiful silver goblet.

The group approached him, but their eyes were fixated to the beautiful silver goblet. No one had to say a word; they all knew what it was. "Hello Mr. Monk," said John Garruto. "We are very popular consultants and we have been sent to collect the Silver Goblet you possess."

"Yes, I knew this day would come," answered the Monk. "For years I have been protecting the Elixir and now I must pass it to the Celebrity Consultant to the Stars." "Well, that is me," retorted John, "would love to stay and chat, but if you don't mind I will just take that and leave." "Not so fast," said an angry Ralph Akyuz, "We were going to share the Elixir, remember?" "No, not ringing a bell", replied John.

Just then, Susan Goldsberry the owner of Benchmark, fell to the ground. Sabuli quickly went to her aid. "She has been hit by a poison dart," yelled Sabuli, "she is ok, just knocked out." Just then Ralph Akyuz, the owner of Raffaello, fell to the ground. "Another poison dart," said Sabuli, "Who is doing this?"

Without hesitating, John quickly grabbed the Goblet from the Monk and started moving toward the entrance of the cave. "Where do you think you are going?" Erica said. "Uh well I was just making sure the Goblet was safe," replied John.

"Wait a minute; it was you with the poison darts." "Yes, has always been one of my favorites, I am pretty accurate, you know, and now if you do not mind I will take that Elixir." "I have been searching my entire life for this, it is mine, all mine!!!!" "Try and stop me," said John.

The two consultants began to scuffle. For two hours the ex-Mossad agent and Celebrity Consultant wrestled for the ultimate prize, the Elixir of Youth! "You are pretty strong," said John to Erica. "You are not so bad yourself," replied Erica. "Stop," said the Monk. We need to solve this without resorting to violence. "How are we going to do that?" John and Erica said in unison.

"Are there not rules of protocol in your Society of Cosmetic Chemists?" "Uh, well yes there are," answered John. "Then maybe we can settle this now," said the Monk, "so let's start with the

basics. John are you a member of the SCC in good standing?" "Yes sir, I have been a member for over 30 years and my dues are paid up." "Ok that is great," replied the Monk.

"Erica I must ask the same question of you. Are you a current member in good standing?" "Of course I am," answered Erica. "Oh really," said John. "Well I happen to have the list of current members and you are not on it, so I will take that Goblet." Before either of them could react, Sabuli quickly snatched the Goblet and made a run for it.

"He is getting away", Erica shouted. "Let him," answered John. "He will not get far, we will eventually find him." "So I suppose you have to turn me in," asked Erica. "Well, no I won't but National will find out", John said. "Then I have no choice but to go into hiding", replied Erica. "Yes, I understand, what will you do," asked John. "I will do stealth formulating work for my customers," answered Erica. "You know they will eventually find you," John warned, "It is best you just pay your yearly dues."

"My dear John, you forget who you are talking to," retorted Erica. "I am ex-Mossad, they will never catch me." With that the two helped Susan and Ralph to their feet and the four great consultants walked down the mountain, coming so close to capturing the Silver Goblet containing the Elixir of Youth.

## Danger in the Himalayas: Quest for the Elixir

John Luna

It had been two years since our Celebrity Consultant's last failed attempt to obtain the elusive Elixir of Youth. John Garruto had already been to Madagascar, Fiji, Antarctica, and Turlock, California in the hopes of discovering the legendary Elixir once sought after by the great Spanish Conquistador, Ponce De Leon. John knew if he could find the Elixir first he would become the greatest consultant of all time. He would license the use of the Elixir, become rich and move to Acapulco to enjoy an early retirement. John was not alone in this desire. Ralph Akyuz the wise consultant of Raffaello, Susan Goldsberry, the former volleyball pro and owner of Benchmark Cosmetics, and Erica Herrel, owner of CCoast Cosmetic Labs and ex-Israeli Mossad (secret police) agent were also hot on the trail. What was once a mild adventure became a treacherous race for the goblet.

The legend of the Elixir of Youth dates back to the time of Cleopatra. It was a concoction of 47 plant extracts invented by the Chief Priest of Isis in Egypt. Just before she committed suicide, Cleopatra gave the formula to a trusted Roman Centurion and told him to keep it safe and never divulge its contents to anyone. As legend has it, the Centurion was then transferred to Spain where he lived the rest of his life. Years later it fell into the hands of Constantine, the last great Roman Emperor. He spent his last years looking for all the extracts but was not successful.

During the Middle Ages under the reign of Charlemagne, all the extracts were finally found and gathered, thus the Elixir was made for only the second time in history. Unfortunately, due to the superstition of the day which foretold of a quick death if just one drop of the Elixir touched the lips, it was never used, but instead kept in a silver goblet under lock and key. It is said, during the time of the Crusades, the Elixir was kept underneath the Temple Mount in Jerusalem and that was the last time it was ever heard of.

John Garruto had spent his life searching for the Goblet. John got a tip that the Elixir may be in the hands of a Tibetan Monk who lived by himself in a cave on the south rim of the Himalayas. But he was not alone. Soon after the other three consultants received the same news via an anonymous tip, the race was on!! John, the very pragmatic and crafty Consultant to the Stars, came up with a brilliant plan for all the popular

consultants to go together and share the profits the Elixir Goblet would bring instead of competing against each other. So Ralph, Susan, Erica and John boarded the SCC Piper and flew to Nepal. They dismounted the plane and met their guide, Sabuli. Sabuli was a lighthearted man with large teeth and jet-black hair. He kept the mood light during the trek.

Erica, the youngest of the consultants was an ex-Mossad agent turned cosmetic consultant and it was in her nature not to trust the other three consultants. She also carried with her some of her old tools of the trade, an ordinary looking pen that shot darts, exploding diamond earrings, and a laser ring that could burn a hole into a rock within seconds.

Ralph, a consultant for 27 years, was the wisest of the four. He rarely showed any emotion but was always thinking.

Susan, former Olympian, was just excited to be there. She always dreamed of owning this Elixir and now she could possibly be closer than ever to seeing the Silver Goblet with her own eyes.

The excitement was mounting as Sabuli guided them up the steep mountain terrain. Every step up the mountain increased in difficulty, but was paralleled with increased anticipation as they all slowly made their way up the mountain. Erica purposely brought up the rear so she could see the other three consultants at all times.

"We are getting there," Sabuli said. "Have you ever seen the Monk who supposedly has the Elixir?" asked Ralph. "No, never," responded Sabuli, "no one has ever seen him but I know for a fact he has the Elixir." Suddenly Sabuli stopped in his tracks and stared straight ahead. "What is wrong, Sabuli?" inquired Susan. "There it is", replied Sabuli. "The Monk is in that cave and with him is the precious Elixir."

"Do you know what this means?" Sabuli shouted. "Yes," said John, "we will all be rich." The consultants and Sabuli slowly entered the cave entrance. It was damp and very dark. There was an eerie silence as they walked deeper into the cave. "Look, what's that?" said John. "I don't know," answered Ralph, "but it looks like a white glowing light."

I was not thrilled at first, but I later became fascinated with the mysterious effects of PVs and developed a keen interest in emulsion technology and rheology.

Actually, the six months I spent in the factory, wearing a blue uniform and working with the compounders, learning the art of emulsion manufacturing was a most valuable experience for me. I gained first hand experience in trouble shooting and trouble prevention on different types of cosmetic emulsions. I became very excited when deNavarre allowed me to write a chapter on rheology for the second edition of his book, "The Chemistry and Manufacture of Cosmetics." While working in Detroit, I took evening classes at Wayne State University to learn more about surface and colloid chemistry. Later, I also taught thermodynamics at the university. This was before I went on to work for Rohm & Hass Co. in Philadelphia in 1963.

While working for Max Factor, I gained more experience in solving process-related problems and became even more curious about the nature of PVs. I started conducting basic research and presented many papers on emulsion technology at SCC and IFSCC meetings. I continued this work after I became a full-time consultant in 1974. Most of my papers are related to effects of PVs, emulsification mechanisms, troubleshooting, and LEE. I will be presenting another LEE paper at the December SCC Annual Scientific Meeting in New York this year.

In December 2006, I was invited as a keynote speaker for the "Manufacturing and Scale Up" session at the SCC Meeting in New York and spoke on "Strategies and Techniques for Trouble-Free Manufacturing of Cosmetic Emulsions." After that presentation, my friend, Nancy Allured of Allured Publishing, approached me and suggested that I write a book on this subject. When I was younger, friends would often urge me to write a book, but I always felt too busy, and put it off to "someday." This time, though, I decided to accept the challenge: I had a minor heart problem six months previous, but was very lucky and a stent implant at St John's Hospital in Santa Monica took care of it. I was able to get back to work quickly, and this time, I took Nancy's suggestion. My book was recently published, finally!

Book Title: **Manufacturing Cosmetic Emulsions: Pragmatic Troubleshooting and Energy Conservation**

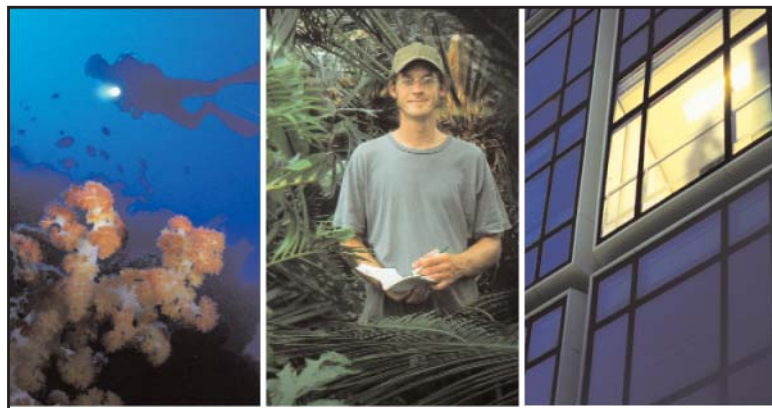
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POSITIONS AVAILABLE

- **Senior Chemist, Boston, MA (#0909-01)** - The Senior Chemist is responsible for providing support functions to the development of new or improved product within the company. This individual works closely with all operations departments as well as sales and marketing personnel to provide technical and analytical results which will be used to determine new or improved product feasibility, product verification, validation and manufacturing processes. Assist with Manufacturing guidelines/procedures, Stability and compatibility testing. Make decisions based on FDA guidelines. BS in Science and five years of formulation experience in personal care products. For consideration, please e-mail resume's to [ccasas@dentovations.com](mailto:ccasas@dentovations.com).
- **QA/QC Laboratory Technician (#0909-02)** - A manufacturer of pharmaceutical and personal care products is currently seeking a QA/QC Laboratory Technician. The candidate of choice will be responsible for the following: Essential Responsibilities: The candidate must have a minimum of 1 year experience as QA/QC documentation control clerk for cosmetic or pharmaceutical manufacture. The Laboratory technician will be responsible for assisting in raw materials testing, finish product testing and stability testing. The candidate must be able to conduct wet-lab analysis with minimum supervision. The candidate must be able to check and verify laboratory equipment calibration, product specifications. The candidate must be able to maintain good record keeping practice in logbooks and good housekeeping practices. The candidate must be able to follow corporate and laboratory policies outline or verbalized by the QA/QC Director. Requirements: Computer skill in Word, Excel and Power point, minimum AA degree related to chemistry or Life Science or equivalent work experience, good communication skills, knowledge of cGMP and GLP is a plus. Location: Glendale. Compensation: Salary Range: \$14 - \$18 per hour. Please e-mail your resume with salary requirement to the following address. (Please, no telephone calls or recruiters). Attn: Director of Technical Services and QA/QC, [scollins@PersonandCovey.com](mailto:scollins@PersonandCovey.com).
- **Lab. Technician/Chemist (#0909-03)** - Formula Corp. in Auburn, Washington is seeking a Laboratory Technician/Chemist. Candidate should be familiar with GMP, have a minimum of three years analytical/microbiology/QC inspection experience in Pharmaceutical or Personal Care and/ or Dairy Industry. Specific duties and responsibilities include, but not limited to: physical, chemical, microbiological testing, testing and releasing incoming raw materials and finished products. The successful candidate is expected to strengthen the Laboratory Department by having an excellent work ethic, high professional standards, and team spirit and adhere to Good Laboratory Practices. For consideration submit your application and resume to: [hr2@formulacorp.com](mailto:hr2@formulacorp.com).
- **Principal Scientist - Technical Assurance (#0910-01)** - This Position will lead cost saving and reformulation and process design of skin and personal care products from R&D to the manufacturing environment. Position will be expected to seek, drive and accelerate change that has lasting and significant impact as well as to engage, energize and support cross-functional team throughout the change process. This individual will interact and partner internally with other departments and divisions and externally with business partners to create new and innovative paths to technical excellence and robust process designs that enable flawless execution of cost saving projects from bench scale to manufacturing scale. The individual will be responsible for delivering process specifications and product reformulation including defining the process for production of OTC products for commercialization. This position will require a minimum of a Bachelor's in Chemistry or related scientific discipline. An MS or PhD in Chemistry or related is a plus. In addition the position requires a minimum of 5 to 8+ years of industrial experience in skin and personal care formulation areas. To apply, submit your resume to: <http://careers.jnj.com/careers/global/index.htm> and reference #2843090625 and contact Gary Kokesh at: [gkokesh@its.jnj.com](mailto:gkokesh@its.jnj.com).
- **Formulation Chemist (#0910-03)** - GS Cosmeceutical, Northern CA [www.gscos.com](http://www.gscos.com) - a contract manufacturing company that develops, manufactures and packages personal care, skin/hair care products. The Formulation Chemist is responsible for new product development, Stability Testing, prep samples for submission, monitor pilot production batches, trouble shoot production batches. Job Requirements: Bachelors Degree in Chemistry with 4-8 years of personal, skincare, hair care formulations. Clear strategic thinker with the ability to determine the critical requirements to ensure product formulation success. Possess an understanding & application of Technical principles, concepts, industry practices & standards. Computer skills. Excellent communication skills. Ability to prioritize assignments in an ever changing fast-paced-team environment, a self starter, excellent organizational skills. For consideration, e-mail your resume with salary requirement to [cynthia@gscos.com](mailto:cynthia@gscos.com).
- **Formulation Chemist (#0910-04)** - Utah skin care company seeking a talented formulation chemist. Responsibilities include developing new high-end, anti-aging skin care formulas, improve existing formulas, work with manufacturing in scale-up and problem resolution, and explore new and exciting formula ideas to build formula library. At least 2 years formulating experience in skin care highly preferred. We offer medical, dental and 401k, paid vacation/holidays. Salary commensurate w/exp. If you are interested in this position please visit: <http://www.nuskinenterprises.com/postingviewer/jobview.jsp?jobPostId=1384> To apply please fill out an online application and attach a resume.

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The benefits of sponsorship are to provide you and your company with the following:

- **Approximately three to five minutes to introduce your company and employees, products, capabilities and/or services.**
- **The exclusive right to distribute literature and samples at the monthly meeting.**
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- **Your company name will appear on our Sponsor board at the meeting.**
- **Your company name and location will be included in all meeting announcements, including our monthly newsletter (Cosmegram) and all email announcements and reminders.**
- **Your company name will appear for one month on the SCC website as "This Month's Sponsor", which will include a link to your company website.**
- **Your donation to sponsor a meeting is tax deductible with our non-profit status.**

**Cost:** The cost to sponsor a SCC chapter meeting is \$350.

Please contact Yi Hsin Chang or Guy Langer if you are interested or have any questions.

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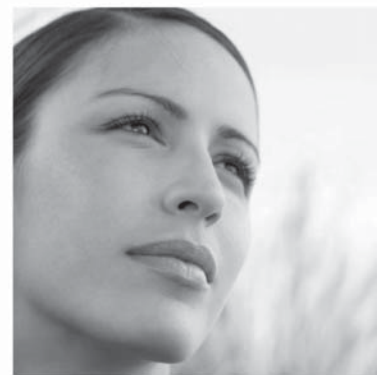
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**POSITIONS AVAILABLE**

- **Mineral Makeup Color Compounder (#0910-05)** - A small but fast paced Mineral Powder manufacturer located in Valencia is seeking an experienced individual who is familiar compounding loose powders for Mineral Makeup products. The company works four, 10 hour work days with Friday off. Salary is based upon experience. Please call Rich at 661-702-8680 if interested.
- **R&D Lab Technician(#0910-06)** - Hugo Naturals, located in Chatsworth, is seeking a junior level lab technician to assist our Senior Chemist in Product Development, batch scale-up, stability, documentation, and product testing. The ideal candidate should have a minimum of 2 years experience working in a fast-paced, cosmetic manufacturing environment, and must be able to work well with other team members. This is an excellent growth opportunity for a hard working individual. Salary commensurate with experience. (No recruiters please). Send resume to: jmizialko@hugonaturals.com.
- **Director of Global Product Compliance (#0910-07)** - Responsible to review all cosmetic and OTC drug formulas for compliance in applicable international markets. Responsible for registration and as needed, ensuring continued compliance at market. Work with R&D and Marketing to ensure that product testing meets international requirements. Liaise with R&D to support the development of International compliant products. Maintain record of formulas used internationally. Support efforts to maintain raw material information that meets international requirements. Work closely with international marketing to determine appropriate launch timelines, costing, labeling compliance, line extension development to achieve brand goals. Interested applicants, please send resume and contact information to jobs@guthy-renker.com.
- **Assistant Chemist Entry Level (#0911-01)** - Performs a variety of physical and chemical tests. Tests cosmetic products to insure conformity to established specifications. Perform analytical tests using appropriate methods. Document release & reject actions as indicated by test results. Communicate discrepancies to facilitate timely correction. Maintain comprehensive records of all procedures, results, and actions. Contribute to routine laboratory housekeeping and miscellaneous day-to-day operations of the laboratory. Applicants must reside in the local Southern California area (no relocation assistance provided, no out of state applicants will be considered). Must be able to interview immediately. Knowledge and the ability to learn the operation of a variety of complex analytical lab instruments & procedures. B.S. Degree in Laboratory Science/Chemistry preferred. Knowledge and/or experience in equipment and method validation a plus. Location: Westchester (10 min. away from L.A.X. Airport). Benefits: We offer an outstanding benefits package along with a pleasant and stable work environment. For more information visit our website at www.merlenorman.com. mncresume2@merlenorman.com. This e-mail address is for receiving resumes only.
- **Manufacturing Supervisor (#0911-03)** - GAR Labs in Riverside, California is aggressively seeking a Manufacturing Supervising Compounder for Hair, Skin and OTC products. Ideal candidate would have a minimum of 5 years experience in the personal care industry and be familiar with manufacturing and processing equipment and be proficient in the area of leading day-to-day manufacturing issues. Should be qualified to manage a staff of 4 compounders and have knowledge of project prioritization and documentation. Hopefully be naturally enthusiastic with good organizational skills a solid work ethic and have a natural attention for detail. We offer good health & dental benefits, paid vacations and a positive friendly work environment. For consideration submit your application and resume to: jobs@GARLabs.com.
- **Cosmetic Lab Technician(#0912-01)** - Naturich Labs, Inc., in Dallas, TX, is seeking a skilled Lab Technician who is experienced in a cosmetic lab and manufacturing setting. Duties include formulations of Skin Care and Hair care products and the coordination of projects within the lab. The job also involves working with manufacturing department on the pilot and production batch adjustments and writing SOPs or any other documents for related areas. Experience with stability testing and quality control is a plus. BS, preferably in Chemistry, as a minimum requirement, with at least 2 to 5 years of experience in the related field. Supervisory experience is a plus but not required. For consideration, please email resumes to hr@naturich.com.

This monthly listing is a free service to all members of the SCC. To place a technical job listing in the Cosmeagram, a maximum of 100 words, please e-mail your job listing to **John Garruto, Employment Chair** at jgarruto@radicaltechnology.com or Danielle Barker at dbarker@radicaltechnology.com. Please limit to technical positions only. When the position is filled, please notify Danielle Barker to have the listing deleted. If we do not hear from you, it will be removed after two months. To place an ad in the next issue, information must be received by the 20th of each month. **Please note:** We do not knowingly publish listings that have been placed with a search firm and are not responsible for duplicate listings. We also do not release the names of job seekers unless directed to do so by the job seeker.

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