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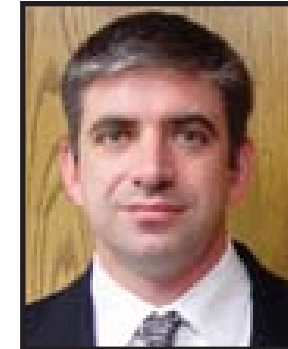
April 2010

Volume 40 | Issue 4

Dinner Hour

The Role of DNA Microarrays in Cosmetic Safety, Product Development and Advertising Claims

Robert Holtz
President/Chief Science Officer
BioInnovation Laboratories, Inc.



Virtually every cosmetic ingredient and treatment has the ability to affect the human genome; some have very slight impact, others effect significant change. DNA microarray analysis permits us to assess an ingredient or product's effects on thousands of genes at one time, revealing a "genetic signature" unique to the material. This knowledge allows us the unprecedented ability to identify tens-to-thousands of research targets, screen potential toxicants and predict ingredient and product results in the skin – and potentially hair growth – in days instead of months or years.

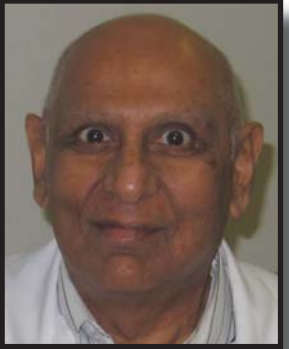
DNA microarray technology is emerging as a powerful, versatile and relatively inexpensive investigative tool in such fields as pharmaceuticals, agriculture, ecotoxicology, food safety and nutraceuticals.

...continued on page 3

Educational Hour

Proposition 65 "The Lawsuits Continue Unabated, How to Be Prepared"?

Krishna Kallury, Ph.D.
Senior Scientist - BioScreen



Bradford Rope
President - BioScreen Testing Services, Inc.

Just when you thought it was safe to go into the water you find out that the sharks are still there. No, Proposition 65 has not gone away and companies are still being sued quietly and under the radar. You will be surprised at the data that has been collected for this presentation. New advances in chemical analysis technology instrumentation and methods have made it easier to find suspect chemicals in consumer products at levels not accessible before. Also, It is exceedingly easy to file lawsuits under Proposition 65. Learn about these new advances so that you can protect your company and your clients from Proposition 65 lawsuits. You will also learn how these new advances may affect your responsibilities under the newest California law SB 484.

The presentation consists of two parts, the first dealing with interpretation of Prop 65 as it applies to cosmetics and the second provides practical illustrations of trace level contaminants/toxins detection utilizing the advanced instrumentation.

...continued on page 3

Meeting Details:

Reservations are strongly encouraged!

Tuesday - April 27, 2010

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

Register Today!

Pay online at www.caliscc.org

OR

Call (562) 236-5700 to reserve

Deadline for Meeting Reservations:

3:00 p.m. Friday - April 23

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

More Meeting Details on Page 2

Inside this issue:

Calendar of Events...2 Meeting Sponsor...2 Job Opportunities...10 Regulatory Affairs...15

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

Pay online: www.caliscc.org; Ross Organic: (562) 236-5700
Walk-ins will not have vegetarian dish option

Meeting Sponsor

Thank You to Our April Sponsor

SOLABIA Group, founded in 1972, is a leading French manufacturer of cosmetic, nutraceutical, biotechnological and pharmaceutical raw materials (molecules and actives ingredients).

Solabia, which has a strong presence in Europe, Asia and in particular South America via its subsidiary Solabia do Brasil in Brazil, has decided to set up on June 1st, 2009, a new subsidiary and logistics platform in New York, in order to directly support and develop its key market sectors in USA, which were previously distributed to by Barnet.

For the cosmetic industry, the Group is expanding the development of its innovative technologies in Biotechnology (fermentation, enzymatic biocatalysis and hydrolysis), Fine Chemistry, Plant Extraction (traditional solvent extraction processes, cold pressing, molecular distillation...) and Macro-encapsulation.

The Group provides integrated technical solutions through the production of polysaccharides and oligosaccharides, oligopeptides, Ceramide-like analogs, mineral derivatives (L-pyrrolidone carboxylic acid salts), and a wide variety of Ecocert (Organic Standard) compliant standardized plant extracts.

Solabia will be giving a gift bag to each "registered" attendant and a raffle. The lucky winner will get a bottle of "Chateau Neuf du Pape" French wine from Côtes du Rhone.



Society of Cosmetic Chemists

2010 Calendar of Events

Month	Date	Event	Location
April	27	California Chapter Monthly Meeting	Renaissance LAX
May	15	California Chapter Dinner Dance	Hyatt Regency Century Plaza
	24	California Chapter Golf Outing	Meadowlark Golf Club - Huntington Beach
	25	California Chapter Monthly Meeting	Duke's Malibu
June	18	California Chapter Summer Event	The Huntington Library
August	19	CEP Course: Advanced Sunscreens	Hilton LAX
September	28	California Chapter Monthly Meeting	Renaissance LAX
October	7	California Chapter Scientific Seminar	Marina Del Rey Marriott
	26	California Chapter Monthly Meeting	Renaissance LAX

Message from the Chair

Is this Economical Recession Influencing INNOVATION?



Current economical environment had forced many companies in our industry to take severe steps across all fields from manufacturers of finished goods and ingredients to distributors and service companies like the ones offering analytical and micro services. As a result, many scientists face every day the need to overcome continuous challenges in reducing costs of formulation, process, labor time, reagents etc, with minimal impact on product integrity, product performance and service. These challenges bring the best of such scientists by combining their technical knowledge and proper "street smart" attitude. I would like to hear from those scientists who would like to share some experiences as real examples of innovation.

Please keep in mind that those examples cannot break any confidentiality between you and your employer. If you have a green light for sharing the info please send your experience to Peter Frantz, Public Relations Chair at Peter.FRANTZ@airliquide.com.

Thank you and I will see you on our next meeting on April 27.

Sincerely,

- Mauricio Castro - Chair

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) or inform the publisher VCI (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

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.

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The *Cosmegram* 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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Deadline for the April Cosmegram is **April 28**

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

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Be the Next SCC Monthly Meeting Sponsor!

The SCC California Chapter is opening sponsorship opportunities to anyone interested in introducing their company during our monthly meetings.

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.**
- **Optional table adjacent to the registration table to distribute literature and samples by one or two employees.**
- **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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(310) 279-8782

Guy Langer
Sponsorship Co-Chair
guylander@aol.com
(818) 606-7060



Dinner Hour

Now making in-roads into cosmetic development laboratories, the technology employs a variety of human skin models – including keratinocyte, fibroblast, melanocyte and adipocyte cell groups – to determine a material's impact on genetic markers, which then allows us to infer biological processes triggered in these cells. The resulting data can be applied in cosmetic, cosmeceutical and OTC areas of interest, such as:

- anti-wrinkle
- firming
- inflammation and anti-inflammation
- DNA protection and repair
- moisturizing and barrier repair
- endogenous antioxidant up-regulation
- stem cell activation
- wound healing
- energy production
- exfoliation
- skin lightening
- hair growth
- reduction in acne lesions, rosacea and cellulite

Robert Holtz, President and CSO of BioInnovation Laboratories in Lakewood, Colorado, will take us on a journey into the world of DNA microarray analysis, focusing on its many applications in cosmetics. He will begin with a brief technological tutorial of DNA microarrays with an overview of those aspects of the technology most useful in cosmetic development and marketing data. Via case studies and other data, he will weigh the benefits and drawbacks of the technology, outline

Educational Hour

About Our Speakers

Bradford Rope is the president of BioScreen Testing Services, Inc. which he founded in 1985. BioScreen specializes in cGMP Analytical chemistry, microbiology and clinical studies for personal care and pharmaceutical companies. Brad has over 25 years of industry experience. Brad is a well-regarded industry leader who has authored numerous articles and is a frequent speaker on personal care product technical issues.



where in the product development cycle it is most helpful, identify appropriate models for specific areas of study, and provide a short discussion of how to interpret and weigh data.

About Our Speaker

Robert Holtz earned his B.S. from Colorado State University and his M.S. from Texas Christian University. While at TCU, his research aims focused on changes in blood biochemistry that occur immediately after intense exercise and also the long term biochemical and physiological changes that occur after different types of exercise training. After completion of his M.S. he joined a laboratory in the Department of Pharmacological and Pharmaceutical Sciences at the University of Houston. The research projects of this laboratory were aimed at mapping the process by which the heart became less responsive to stress with age and how this loss of response impacted the normal gene expression profile of the heart and lead to heart failure.

After his work at the University of Houston, Robert Holtz brought his extensive training in cell culture and molecular biology to BioInnovation Laboratories, a testing laboratory in Lakewood, CO where he has the position of President and Chief Science Officer. His background in aging and gene expression research has been extremely beneficial to BioInnovation Laboratories and has facilitated his company in offering the powerful technology of DNA microarrays and other innovative methods to skin research in the Cosmetic and Personal Health Care industries.

...continued from page 1

Dr. Krishna Kallury, Ph.D. is a Senior Scientist at BioScreen Testing. He has been associated with the chromatographic science industry for the past 14 years and worked for leaders like Supelco, Agilent, Varian and Phenomenex at the Senior Chemist/R&D Manager level. Earlier, he was a staff/faculty member at the Department of Chemistry, University of Toronto, Canada, for 16 years.

His achievements include over 100 publications in peer-reviewed journals, several U.S. and Canadian patents and pioneering applications in the GC, HPLC and SPE areas relating to pharmaceuticals, cosmetics and nutritional industries.

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Skin Care Ingredients Series at UCLA Extension

If you want an overview of skin care ingredients, including the biology of skin and regulations effecting skin care claims, *Skin Care Ingredients for Cosmetic Professionals* is for you. **In cooperation with** the California Chapter of the Society of Cosmetic Chemists and Beauty Industry West, the course is offered over two long-weekends during the day.

Topics are designed to offer a foundation from which all skin care professionals – regardless of scientific background – can understand current and future advances in skin care ingredient technologies. If you are a product developer, marketing manager, trainer, sales representative, raw material supplier, esthetician, physician, nurse or are otherwise involved in the development and promotion of skin care products, you should find the material highly applicable and appropriate to your interests.

Part I, offered June 18 thru 21, begins with a discussion of natural, chemical, synthetic and inorganic ingredients then segues into an overview of basic skin care ingredients (alcohols, acids, esters, emulsifiers, surfactants, preservatives), addressing common ingredient myths along the way. Cosmetic and drug regulations, organic claims and greenwashing are then discussed. The final section of the course begins the topic of skin-specific ingredients, starting with a summary of skin anatomy and physiology and cell biology. The material then branches into the areas of barrier damage and repair, skin hydration, free radicals, reactive oxygen species, antioxidants, inflammation, sunscreens and skin brighteners.

Part II, offered October 1 thru 4, begins with a review of the inflammation process then evolves into the skin's immune system, the wound healing cascade and inflammation's role in a variety of skin conditions, including aging, sensitive and stressed skin, rosacea, acne and cellulite. A special segment addressing the compatibility of today's electrical modalities – including LED, microcurrent, oxygen, lasers, ultrasonic and ultrasound – with hydrating, firming, antioxidant, brightening, wrinkle minimizing and soothing ingredients is also offered.

Both courses are taught by the team of Rebecca James Gadberry, lead instructor, and Irena Brown, assistant instructor. Gadberry is Cali-SCC's 2010 chair-elect who has led the Cosmetic Sciences program at UCLA Extension since 1986 and is considered the professional skin care industry's leading ingredient authority. Brown is a popular industry lecturer and product development consultant specializing in skin care.

While the courses can be taken independently, Part I or the approval of the assistant instructor, Irena Brown, is required to take Part II. Irena can be reached at irenab@yglabs.com.

To register, call 310.825.9971

Skin Care Ingredients for Cosmetic Professionals, Part I
June 18-21, Friday-Monday, 9 am-5:00 pm
REG# V6862
\$495

Skin Care Ingredients for Cosmetic Professionals, Part II
October 1-4, Friday-Monday, 9 am-5:00 pm
REG# V6875
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John Garruto
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"Advice to the Lab Lorn" is a column in the Cosmegram intended to offer advice, or maybe just solace, for confusing, challenging or downright murderous issues facing SCC members in their labs. Send us your questions at lablorn@caliscc.org and we'll track down an authority or two and get back to you in the Cosmegram. You can include your name if you wish, but we won't publish it for all to see! Your secrets are safe with us.



Q: There are so many different standards and test methods for determining a product's stability. What is the best or most accepted criterion for general stability testing?

A: There is a number of acceptable criterion for testing a product's stability under various conditions. As such, while there is general agreement on test methods, there are no "set" standards with respect to test conditions, duration and what exactly the test results elaborate with respect to a product's shelf life. It is important to test in real time and under accelerated conditions, to ascertain and ensure the stability and integrity of the products under appropriate conditions. These conditions will include storage, transport and consumer use as well as physical and microbiological stability, and compatibility of the contents with the container.

We have reviewed various publications and articles and compiled a synopsis which dovetails well with what we use in our own laboratory. That being said, the following is a "quick and dirty" guide to the basics of product stability testing.

Before you establish your optimum test conditions and other relevant criteria, you will need to establish which parameters are important to you to monitor. Generally your test criterion will include appearance, pH, viscosity, color, odor, specific gravity as well as microbial stability and possibly analytical evaluations for key components or drug actives. It will be necessary to create a large lab sample to fill your test containers whether they are standard laboratory glass containers or actual packaging components or preferably both. Often it is a good practice to run stability testing from a pilot batch to replicate actual production conditions, equipment and blending dynamics.

Products are routinely tested at various temperatures which can include 25°C, 37°C, 40°C, 45°C and 50°C. You should always store products at 25°C for a minimum of one year, preferably for two or three years, if possible. There is no perfect substitute for room temperature storage and the longer you can observe a product at ambient use temperature, the better you will understand the true shelf life over time. Additional testing at higher temperatures is also essential. I prefer testing at 40C for three months along with one month at 50°C. Occasionally 50°C may be too high for some products but for most products you will gain critical data in a very short period of time, especially for color/odor degradation and product syneresis. It is also advisable to store samples at 4°C as occasionally some products can exhibit turbidity or other changes at this temperature.

Products should be tested at regular and consistent intervals. It is usually advisable when running a 3-month evaluation, to test weekly for one month, after two months and finally at the three month interval. If testing at 50°C for one month, the testing should be done on a weekly basis. You will not only record various readings for appearance, pH, viscosity, specific gravity, etc. but also monitor whether there is any syneresis or product separation at the top or bottom of the container, precipitation, turbidity or other unacceptable consequences of testing under various storage conditions.

It is also essential to perform freeze/thaw testing for two reasons. First, you are able to place a product under abnormal stress conditions to demonstrate whether your system is truly robust, and secondly, you are able to replicate shipping and storage conditions for various locales and climates. Generally a product is stored at -10°C for

24 hours and then removed and allowed to thaw to 25°C. Test the sample and record the details. It is always a good idea to freeze three samples for a 3-cycle freeze/thaw test in order to properly examine and test the product after each cycle. As such three samples are frozen and then thawed, one is tested and the other two are stored again for 24 hours at -10°C and the process is repeated until the last sample that has been cycled three times is tested and recorded. If a product can withstand 3-cycle freeze/thaw testing, one month at 50°C and three months at 40°C, you can be reasonably assured that your product will be rigorous enough to be sold in the marketplace for 18-24 months. If additional shelf life is required, the duration of the test may extend up to 6 months at 40°C, which could reasonably be expected to demonstrate 30 month stability assuming all test criteria including microbial stability are met.

Additional test criteria may include light testing as light may significantly alter the color and odor of a product and lead to the degradation of formulation ingredients. In conducting the study, the light source can be sunlight captured through glass panels...a window with good sun exposure will work quite nicely for this or lamps that have an emission spectrum similar to that of the sun, such as xenon lamps. Ultraviolet light sources can also be employed.

Lastly, you will always need to perform some type of package stability/compatibility testing. Often times you may not have the final, decorated package when you are ready to conduct all of your stability testing. In this scenario, you might test in laboratory glass containers and run a simultaneous test in packaging that is equivalent in composition (PE, PP, PET, PS, PVC, etc) and of similar geometry and closure. Once the final packaging arrives, it is advisable to rerun the stability testing if time allows or perform an accelerated package stability test at 45°C or 50°C for one month. You should monitor the samples weekly for various criteria which will include the adherence to physical stability standards as well as weight loss, appearance and functionality of the package, product dispensing and any interaction or migration of components between package and product. Product should also be applied to the package decoration (silkscreen/litho, label, etc.) to determine that the package decoration will withstand exposure to the product. It is advisable to apply the product to the decorated area of the package and insert it into a plastic bag and place in an oven at 40°C for 1 week to test for any degradation of the package decoration.

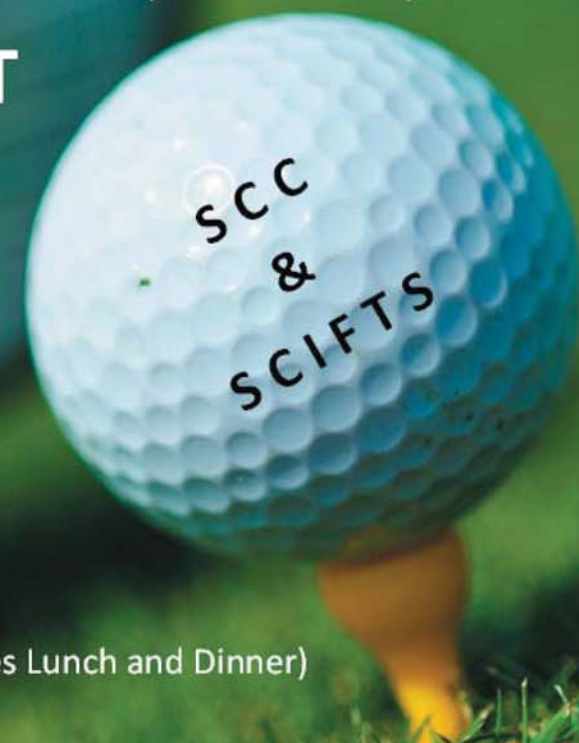
California Chapter of the Society of Cosmetic Chemists

in conjunction with Southern California Institute of Food Technologists

GOLF TOURNAMENT

May 24, 2010

Meadowlark Golf Club
16782 Graham Street
Huntington Beach, CA 92649
714.846.1364



REGISTRATION: 11:00 am – 12:30 pm
PUTTING CONTEST: 11:30 am
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* All Sponsors Will Be Contacted Prior to the Event

Sign Up Deadline: May 15, 2010 Late Registration: Add \$30 Each Additional Participant Information Attached

All payments must be received prior to event – No refunds

Please mail check (payable to SCC) with completed Reservation Form to:
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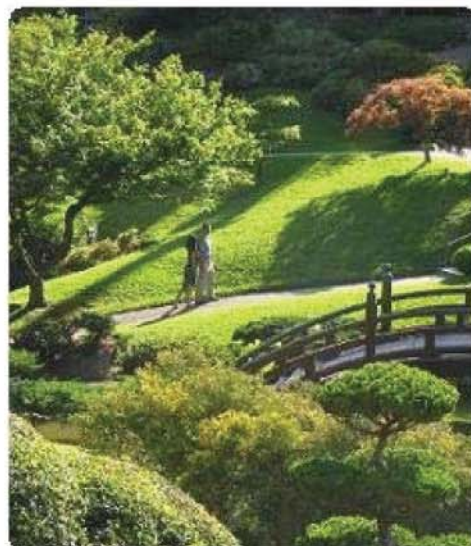
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When: June 26, 2010 (Saturday)
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Minerva Villamor: An Unauthorized Interview

John Luna



It was a quarter passed 5 o'clock and I was sitting in the new Weckerle Lobby in beautiful Carson, California anxiously awaiting the arrival of Minerva Villamor, their Chief Chemist. Last month Minerva, a very shy individual, finally granted me a one on one interview. I was still sitting there one hour later when Heidi Kaufman, who does the purchasing at Weckerle sadly informed me that Minerva quietly exited through the fire escape in the back of the building.

With my deadline approaching and Karen Garruto, editor of the Cosmogram breathing down my neck, I was in a panic. It was too late to change my topic so there was only one thing to do, find someone who knows Minerva well! I quickly hopped into my car and made my way down the 405 freeway to McKenna Labs to speak with Gabriel Papa, Director of R&D. He would be able to tell me everything I wanted to know about Minerva Villamor. The interview commenced during the early afternoon hours of March 22.

JL: Hey Gabe, thank you so much for agreeing to speak on such short notice.

GP: Hey no problem, John!

JL: So how long have you known Minerva?

GP: Uh I actually do not know her at all.

JL: What? You don't know her? I thought you two grew up in the Philippines?

GP: Are you kidding me? There are 92 million people that live in the Philippines. You certainly didn't think just because we were born there that we knew each other?

JL: Well, I was hoping...

GP: Wow, Danielle Barker of Free Radical was right, you need to take some culture awareness classes.

JL: Ok, how well do you know her? Can you tell me anything??

GP: I did see her getting into her car after an SCC meeting three months ago and I did sit behind her during an SCC seminar!

JL: You're a big help.

GP: Sorry John, but you may be in luck. Angie Inouye, our Director of Business Development knows her very well. Maybe she can assist you.

Just as things started to look grim, I was saved by Angie. She agreed to give me a few minutes to talk about Minerva.

JL: So Angie, how long have you known Minerva?

AI: I have known Minerva ever since she came to this country from the Philippines when she was 15 years old.

JL: So you knew her when you were both teenagers?

AI: Yes that is correct; we both attended Bishop Amat Catholic School in La Puente, California.

JL: What kind of student was she?

AI: She was determined to make it here in the U.S. She came from a family of fisherman and grew up just outside the port city of Marikina. She knew her only chance was to come live with her Uncle Juan in La Puente and go to school here. Otherwise, she was destined to live a life on the open sea awaiting the Big Catch.

JL: Wow that is fascinating!

AI: She attended Cal State Fullerton and earned a BS degree in Chemistry. She started working at Neutrogena in 1995 as a lab technician. She then joined the Color Cosmetic Lab at Neutrogena in 1998 and that's when things started to change.

JL: Oh really? How so?

AI: Well, I can't put a finger on it but it seems under the wing of Carol Collins, her immediate boss, she started to change a bit? You know, she came out of her shell.

JL: You know come to think of it, you are right. I remember when I told her at a dinner dance in 1999 that she looked lovely. Her response was, "Don't I always look lovely?????"

AI: Yeah, that color group was pretty cocky and controversial, but they got things done, that's for sure.

JL: I remember Minerva and Carol telling me how they got called into HR 147 times in a ten year period but they were never formally charged with any wrong doing. I think they came close once but according to Carol there was never enough evidence to convict them.

AI: Well it all came to an end when Neutrogena moved the color group back east. Minerva is now Chief Chemist at Weckerle and it seems to be working out very well for her.

JL: Angie, thank you for taking the time to talk with me about your dear friend, Minerva. Just one more question, why do you think she avoided me today?

AI: I think you scare her.

JL: Really?

AI: Yes, really. I think it might be your hair.

JL: Ok this interview is over!!!

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- **R&D Chemist Formulator: (#1004-07)** - A cosmetic manufacturer located in Chatsworth CA, looking for a formulating/R&D Chemist. We are specifically looking for someone who can take projects from concept to full production process. Our Company is a registered California Cosmetic Manufacturer and approved FDA facility. Requirements included but not limited to: Degree in chemistry. Minimum of 5 years experience working in the Cosmetic Industry - Formulating Hair Care, Skin Care, Personal Care and OTC Products. Development of new cosmetic products and reformulation of existing formulas. Team Player. Skills: Must have excellent decision-making and problem solving skills, be a self-starter, multi-tasker, have critical thinking skills, and roll up your sleeves "can do" attitude. Please email resume to Arda@advancedcosmeticlabs.com.
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- **Position Wanted - Cosmetic Chemist (#1002-03)** - Seven years of experience as a Cosmetic Chemist and Bachelor's Degree in Chemistry, Searching for a Chemist Position in Los Angeles, Ca. Analyzed Raw Materials using Automatic Titrator (Titrimo) and FTIR. Tested In-Process Batches and Finished Products using Titrimo, Viscometers, Pycnometers and PH meters. Calibrated PH meters and Titrimo. Adjusted the colors of Lotions, Gels, Conditioners and Shampoos Visually and Colorimetrically using a Computerized Color Program. Adjusted "Out of Spec" batches. Prepared batches in the Lab. Participated in modifying the formulation of "Out of Spec" batches. Communicated with Compounders and Production Staff for resolving the Technical Problems of the In-Process and Finished Batches. Please contact by e-mail: OMELNOOR1@YAHOO.COM.
- **Position Wanted - Inside Sales, Customer Service, Sales Administrator, Project Manager or Executive Assistant (#1004-03)** - Over 20 years experience in the health & beauty industry and would be an asset to your company. Highly qualified and motivated self-starter. Key strengths include strong organizational skills, attention to detail, excellent communicator, and the ability to multiple task while maintaining priorities. Impeccable personal references. Email: jaynew426@yahoo.com; phone: (818) 904-1040.
- **Position Wanted - Technical/Laboratory Manager (#1004-08)** - Seeking a Management position utilizing my experience of 21 years in Personal Care Product Development and Manufacturing. Background in areas of: Research and Development, Technical Consulting, Skin /Hair Care, Aerosols, Color, OTC, Client/Contractor Liaison, Baby/Child Products, H&I, and Pet Care. Problem solving and technical interaction with R&D, Production, Quality Control, Marketing, Purchasing, Packaging and Regulatory at all levels. Please Contact at CWHBISME@Gmail.com or (909) 561-0928.

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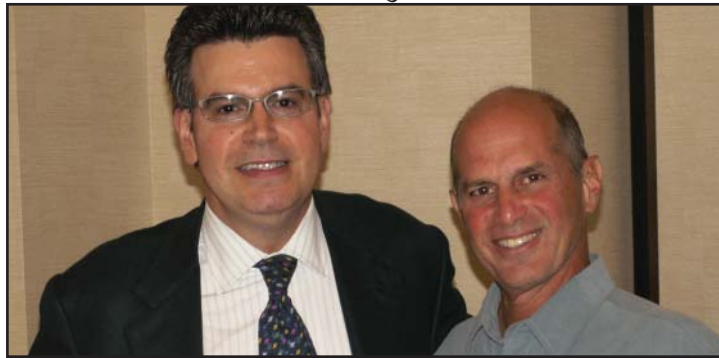
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China: Goldmine or Landmine? The Effects on Cosmetic Scientists and Businesses

Janet Winter Blaschke

International Cosmetics & Regulatory Specialists, LLC



The allure of the burgeoning Chinese middle class is strong for cosmetic sales and marketing. As one of the BRIC (Brazil, Russia, India, and China) countries, the promise of huge sales and profits is almost irresistible for upper management.

Marketing in China carries huge challenges for technical staff. First, there is a tremendous amount of documentation that needs to be submitted to the State Food and Drug Administration of the People's Republic of China (SFDA) for product approval. Each and every product must be submitted and approved through the process for licensing prior to being marketed.

The initial challenge is finding an appropriate, trustworthy partner in China. A Chinese partner is required to do business. This partner is the entity that will be responsible for obtaining the product licenses from SFDA, albeit with data provided by the brand owner.

This creates a challenging situation. The information needed for submission is what could easily be considered highly confidential. This includes the product formula with percentages, as well as one sample of each product. In the case of multiple shades of a product, each shade requires a separate application and sample submission.

Anyone familiar with the industry knows the major challenges with Intellectual property in China. IP law is generally thought to be unenforceable through the Chinese legal system. So it is possible that once the confidential information is submitted, it may not be protected under law.

Consequently, some companies choose to send "range" formulas, and not specific percentages. These are rejected by SFDA.

Companies sometimes choose to send specific "adjusted" percentages on formulas. This can be dangerous as the government laboratories often test the products to determine specific levels of ingredients. If the ingredient percentages

are found to be inaccurate, the product is immediately rejected. The law states that, "If the applicant and its Chinese agency provide false application documents and samples, SFDA shall not accept the application or not approve the license....(and).. no administrative license shall be approved in the following year." This not only means that everything must be re-submitted and the process must start from the beginning, there is a one-year embargo on the product approval. In real terms in China, this can even be a much longer period of time.

At the end of 2009, a Decree was published that adds to the already burdensome requirements for registration and product marketing.

One of the new requirements specified is that product testing must be done either in a Chinese (state) laboratory, or if a foreign laboratory is used, additional certifications and multiple documents are required to be submitted for approval. Those familiar with the new system believe that this is essentially a requirement to use a Chinese government lab in order to receive timely approval.

Once a product approval is issued, it is valid for four years, after which re-registration must occur. Additionally, when a formula or product label is changed, the product must be re-registered. This can be triggered even by the smallest of changes on a label, such as the modification of a product descriptor.

It may seem counter-intuitive that products shipped into China be subjected to such close scrutiny. However this is one of many of the very real hurdles in doing business in China.

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