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Cosmegram

A New Broad-Based Natural Preservative for Cosmetic Formulations

Stephen M. Greenberg, Ph.D.
 Vice President
 Business Development
 Lipo Chemicals

Copper has been known as an effective preservative for many years. However, its stability in aqueous media is not adequate for long-term preservation. This proprietary material is a unique stabilized copper ion solution that has demonstrated significant anti-microbial activity at varying safe concentrations in various cosmetic test vehicles. This presentation will be an introduction to this new material.

About Our Speaker

Dr. Stephen M. Greenberg is currently Senior Vice President of Business Development for Lipo Chemicals, Inc. He has been with Lipo since 1979. Prior to that, Dr. Greenberg was with Carson Chemical Co. from 1970 to 1979 and Merck & Co. from 1962 to 1967. He has held various positions with the Society of Cosmetic Chemists including Chair of several committees, Director of Area III and National President in 1980. He was the United States representative to the Praesidium of the International Federation of Society of Cosmetic Chemists and President from 1997 to 1998. Dr. Greenberg lectures worldwide to various Industry Societies and presents at seminars on cosmetic subjects with emphasis on natural products. Dr. Greenberg received a BS in Organic Chemistry from the University of Arizona, a MS in Organic Chemistry from Arizona State University focusing on Nitrogen Heterocycles as Potential Cancer Chemotherapy Drugs and a Ph.D. from the University of Virginia focusing on Potential Cancer Chemotherapy Drugs.

Educational Hour

Globin Proteins: The Yin-Yang of Oxygen Control in Skin

James V. Gruber, Ph.D.
 Director of Research and Market Development
 Arch Personal Care

Collagen is the principal extracellular matrix protein which provides the skin with its underlying integrity and strength. In the human body there are many different "types" of collagen that are expressed in different locations on the body. All of these various forms are controlled by genes related to the production of collagen such as, for example, COL1A1, COL2A1 and likewise, up to COL19A1. Collagen is also a key cutaneous target for UV damage and oxidative stress driven principally by overproduction of degrading enzymes such as MMP-1. At the most fundamental level, collagen is expressed in the lumen of the endoplasmic reticulum of skin cells like human dermal fibroblasts. Its resides as a small fragment within the skin cells as a water soluble propeptide called procollagen until it is extracellularly excreted. Procollagen is comprised of

(cont'd on pg. 3)

January 2006
 Volume 36 Issue 1

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

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MONTHLY MEETING

Details on Page 2

Tuesday, Jan. 24, 2006

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

Reservations:

Call D-D Chemco
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Reservations a **MUST** by
3:00 p.m. FRIDAY, Jan. 20th. No shows WILL BE BILLED!

Buffet Style-no menu preselection required.

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Meeting Details Inside
 (Page 2)

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

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National Office
120 Wall Street - Suite 2400
New York, NY 10005-408

Deadline for the February Cosmeogram is Jan. 15th. All information is to be sent to Karen Garruto at Croda Inc.

MONTHLY MEETING DETAILS:

PLEASE NOTE LOCATION CHANGE

Proud Bird
11022 Aviation Blvd.
Los Angeles, CA 90045
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Cost:

- \$35 All members with reservations AND first time guests with a member-sponsored reservation. **(Member must also have a reservation!!!) THIS IS FIRST TIME ONLY!** After that, non-member prices will be charged.
- \$43 Members without reservations
- \$43 Non-members w/reservations
- \$53 Non-members w/o reservations

Menu:

Menu Selection is Not Required

Buffet Style

Hospitality Corner

Tina-Marie Lesko would like to welcome the following new members to our Chapter.

Williaert Phillippe *Silab, Inc.*

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

Announcements

HELP FOR HURRICANE KATRINA VICTIMS

Help for Hurricane Katrina Victims
The California Chapter of the Society of Cosmetic Chemists continues to urge our members and companies to do their part to help the victims of Hurricane Katrina. All donations are greatly appreciated, especially cosmetic items from our industry would be appropriate such as shampoos, conditioners, shower gels and toothpastes. Please check with your company to see if they would like to donate. You can make donations to the Salvation Army (<http://www.redshield.org/crisis/>) or American Red Cross (<http://www.redcross.org/>). Your help is needed!!

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- **Shineblend** Fluids Economical Shine Enhancers
- **Chemburst** Antifoams
- **Chemsil SP** Specialty Products

Job Opportunities

(cont'd from pg. 19)

• **Account Manager (#0601-08).** DSM Nutritional Products, Inc., the successor to Roche Vitamins, Inc., the recognized leader in vitamin nutrition, and a leading supplier of vitamins and carotenoids to the feed, food, pharmaceutical and cosmetics industries, offers a challenging California-based opportunity to a skilled sales professional with the motivation to successfully promote and sell our Personal Care products to key customers in our West Coast territory. Working with companies who purchase Personal Care line of vitamins, UV filters and Specialty ingredients, you will develop and maintain knowledge of customers' product formulations and communicate evaluation of sales potentials to management. Responsible for customer management at assigned accounts. Implements sales action plans, sets territory goals, and objectives in accordance with sales management. To be successful, you must have a bachelor's degree, preferably in a Technical Science or Business area, and 2-5 years experience in the personal care industry, coupled with strong communication and organization skills. Additionally, you must demonstrate a positive track record in territory development, market expansion and time management. Extensive travel required. We offer a competitive salary and comprehensive benefits. Interested candidates should forward your resume with salary history to: DSM Nutritional Products, Inc., Attn: Human Resources-RF, 45 Waterview Blvd., Parsippany, NJ 07054 or e-mail to Human-Resources.parsippany@dsm.com; DSM Nutritional Products, Inc., is an Equal Opportunity Employer.

• **Quality Control/Regulatory Affairs Manager (#0601-09).** A Chatsworth based cosmetics company is seeking an experienced and qualified Quality Control/Regulatory Affairs Manager. Operation's compliance with cGMP practices based on Domestic and International policies and Regulatory requirements. Performs duties to inspect, analyze, and approve samples of finished products, raw materials, and Packaging components. Develop, maintain, and execute all relevant documentation for Quality Control standards. Work with third party testing facilities to perform necessary product evaluations. Candidate must be a team player who can easily interact with the company's various departments. Must be self motivated and hands on with strong communication, organization, and computer skills. Microsoft and Excel knowledge are a must. Relevant work experience of 2 - 5 years with a Bachelor's Degree. Salary commensurate with skills and experience. References required. Email resume to: gerib@lolacosmetics.com. Please do not send resume if no cosmetics/personal care experience.

• **Personal Care Account Manager (#0601-10).** Looking for someone who wants to be part of a fast paced, highly challenging sales environment. The ideal candidate will have a technical degree, (i.e. chemistry, biology or other scientific background), and have had some work experience in personal care sales or product development. The position is based in our Southern California/Vernon office, serving the ingredient needs of the rapidly growing personal care market. The company is a privately held regional chemical distribution company with over 50 years experience satisfying the needs of highly innovative personal care market. Our suppliers and their products are considered to be leading edge in their field of performance attributes. We are an equal employment organization with a very attractive and industry competitive employment package. All interested individuals should send their resume to: Mr. Jim Collins, General Sales Manager, at Jimcollins@pcchem.com.

This monthly listing is a free service to all members of the SCC. To place a technical job listing in the CosmeGram, a maximum of 100 words, please e-mail your job listing to **John Garruto, Employment Chair** at jgarruto@radicaltechnology.com or Danielle Barker at dbarker@radicaltechnology.com. Please limit to technical positions only. When the position is filled, please notify Danielle Barker to have the listing deleted. If we do not hear from you, it will be removed after two months. To place an ad in the next issue, information must be received by **January 20th**. **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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Educational Hour

(cont'd from pg. 1)

various amino acids that link together in different sequences depending on the type of collagen being produced. However, of fundamental importance to the stable production of collagen, regardless of type, is the amino acid hydroxyproline (Hyp). Hydroxyproline is manufactured within dermal fibroblasts from proline via an oxidative reaction that requires the presence of a heme-containing enzyme called prolyl-4-hydroxylase. In order for this enzyme to convert proline to hydroxyproline, oxygen must bind to the heme (iron) active site of the enzyme. How oxygen is transported from the microcapillaries to the enzyme is the source of some significant research and in this regard, a newly discovered protein called cytoglobin may play a fundamental role in delivering the needed oxygen to this (and other) important oxygen dependent enzymes [1]. Green plants also express globin proteins and legumes in particular express a globin protein, called leghemoglobin, that is structurally identical to the human protein cytoglobin [2]. This paper will examine the influence that a globin protein, derived from symbiosomes located on the roots of pueraria lobata (kudzu) has on production of collagen in human dermal fibroblasts.

About Our Speaker

Dr. James V. Gruber is presently Director of Research and Market Development at Arch Personal Care where he works to develop new technologies and products for both skin and hair care applications. He is presently investigating a variety of patent-pending active botanical and yeast-based extracts directed towards controlling oxidative stress in the skin. He has also been working to develop the use of single nucleotide polymorphisms as a means of measuring oxidative stress in the skin to more precisely develop active raw materials for skin care that are based around an individual's fundamental genetic ability to resist such stress. His work involves development of new spectroscopic and microscopic technologies for personal care including Arch's recent investigation of hair fibers using three-dimensional digital volumetric imaging. Dr. Gruber graduated from the University of Illinois in Organic Chemistry.

Message From The Chair

Happy New Year!

Welcome to the 2006, the 61st year of the Society of Cosmetic Chemists. I hope this finds everyone still in the glow of the holiday season; warm, happy and well fed. December of 2005 was a great time to be in New York for the national meeting. I was glad to see a lot of California faces at the NY SCC scientific seminar, and I hope you all gained some new technical knowledge to take back to your companies.

We had a wonderful year last year, thank you to all who made all of our events run so smoothly. Thank you again to the committee board for helping run the chapter last year. A special thank you to our executive board of 2005: Sidney Hornby, Susan Allen, Kimberly Smith, and Micki Olsen. I look forward to seeing everyone at the first meeting of the year on January 24th.

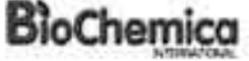
Warm Wishes for the New Year.

... Jessica Dynda

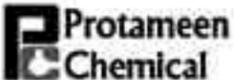
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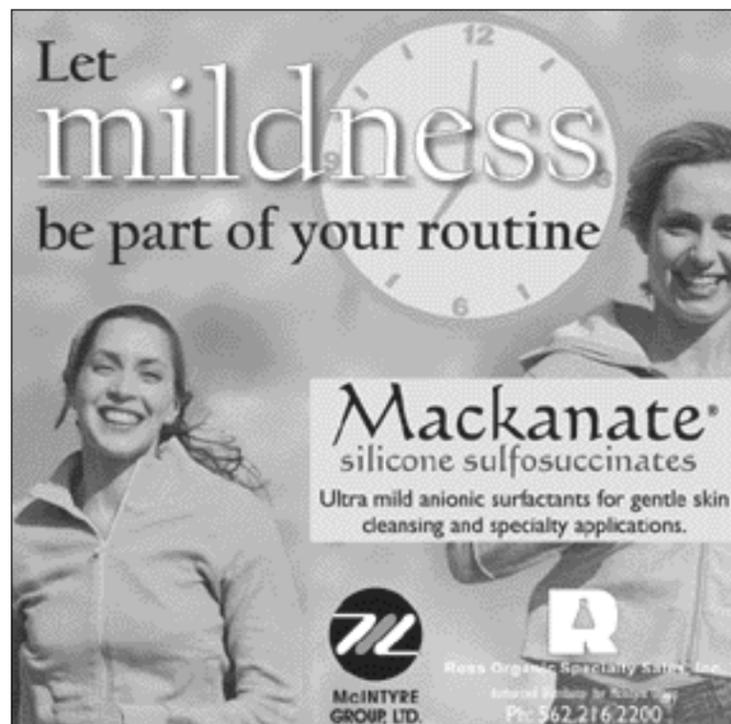










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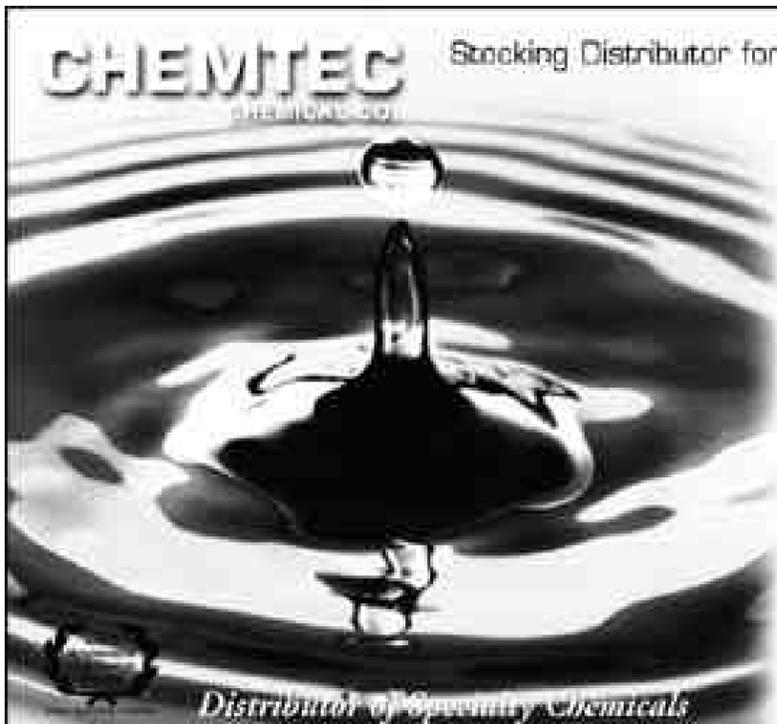
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Regulatory Affairs

Janet Winter Blaschke
International Cosmetics and Regulatory Specialists, L.L.C.

The Latest News on VOCs and CARB

California Air Resources Board (CARB) has been dutifully reviewing all of our submissions of the "2003 Consumer Products Survey", calculating Volatile Organic Compounds (VOCs) contributed by specific categories of products.

With the data compiled from the Surveys submitted, they have issued a report on their findings. CARB's regulations and raison d'être is to lessen emissions from products, vehicles, and manufacturing. The emissions are quantified in units that measure Tons per day. There is a theoretical level of tons that must be reduced to lessen the amount of smog in California.

The following are the results of many of the Cosmetic categories tabulated from the Survey, based on the percentage of VOCs and total 2003 product sales in California.

Product category	VOC tons per day	Product category	VOC tons per day
Antiperspirants	1.290	Other facial and body treatments	0.029
Deodorants	0.669	Deodorant Body Sprays	4.130
Foot Deodorants	0.092	Personal fragrance products, 20% fragrance or less*	3.285
Feminine hygiene deodorant	0.108	Personal fragrance products with 20% fragrance or less**	1.369
Other antiperspirant/deodorant products	0.000	Personal fragrance products with more than 20% fragrance***	2.539
Anti-microbial dry hand washes	0.452	Personal fragrance products with more than 20% fragrance*	0.049
Anti-microbial hand/body cleaner/soaps	0.871	Personal fragrance products with more than 20% fragrance**	0.027
Aromatherapy bath or shower products	0.030	Personal fragrance products with more than 20% fragrance**	0.044
Astringents and toners (Medicated)	0.248	Other fragrance products	0.060
Astringents and toners (non-medicated)	0.448	Hair Mousses	0.698
Body washes/mousses/gels/soaps/foams/scrubs	0.566	Hair sprays	13.827
Body wipes/towelettes	0.216	Aerosol Temporary Hair Colors or Glitters	0.226
Chemical peels	0.001	Rubbing Alcohol	4.659
Exfoliant/peels/polishes (for skin)	0.025	Topical Anti-fungal products	0.864
Eye makeup remover	0.002	Witch Hazel	0.694
Face wipes/towlettes	1.100	Mascaras	0.050
General use hand or body cleaners or soaps	0.562	Base coat/under coats (for nails)	0.021
Hand wipes/towlettes	0.105	Nail polish/lacquer/paints	0.489
Other face soaps/cleaners/scrubs	0.012	Nail treatment products	0.032
Other hand cleaners, sanitizers, and soaps	1.766	Top Coats (for nails)	0.043
Aromatherapy/mist products	0.003	Aftershave products	0.394
Depilatories	0.022	Electric shaver cleaning/lubricating products	0.000
Self tanners	0.011	Aerosol Shaving Cream	0.127
Skin colorants (including body paints)	0.000	Non-aerosol Shaving Cream	0.000
Skin lightener	0.001	Non aerosol Shaving Cream	0.000
Skin protectants/lubricants/humectants	0.089	Shaving Soaps	0.000
Spray on Stocking	0.000	Other shaving products	0.006

*First sold in California prior to 1/1/1994

**Date of first sale in California between 1/1/1994 and 1/1/1999

***First sold after 1/1/1999

Since the goal of CARB is to reduce emissions in tons per day, it is not difficult to see which product categories will be targeted for the next set of regulations. Although there are other factors weighing in for future regulations, one parameter clearly will be the highest contributing categories. Based on the Survey, those would be:

• Hairsprays • Rubbing Alcohol • Deodorant Body Spray • Personal Fragrance products

Among others which may be considered:

• Hand cleaners/Sanitizers/Soaps • Antiperspirants • Face wipes/Towlettes

It is also interesting, yet concerning, that there are very few tons of VOCs that can come from one product category. Since CARB has definite goals to meet, this could create an even more detailed process in an effort to reduce VOCs.

If your company has any products in the categories listed in the chart (regardless of whether or not they have VOCs) and you have not filed the Survey, you must file. The requirement is enforceable by law, and some companies already have discovered the stiff fines that are levied for non-compliance.

The next set of draft regulations is expected to be published in 2006.

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

... Janet Winter Blaschke
Regulatory Affairs Chair

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Job Opportunities

(cont'd from pg. 15)

• **Assistant Production Manager (#0512-08).** Montage Cosmetic Laboratories, Inc., a small innovative company, is currently seeking a qualified individual to fill the position of Assistant Production Manager. The successful candidate will have 3-5 years experience in cosmetic manufacturing, specifically in compounding and scale-up processes. The duties of this position will primarily consist of managing and overseeing the compounding and manufacturing of all products, and the setting up and managing all filling and packaging operations. The ability to effectively communicate in English and in Spanish is a must. Will report directly to VP of Manufacturing and will also assist with inventory control of all raw materials and packaging components, labor analysis, and maintaining production schedules. Montage is located near Cal State Dominguez Hills and the Home Depot Center. Small business environment allows for much flexibility and personal growth. Salary and benefits are commensurate with experience. Please email resumes to bert@montagelabs.com.

• **R&D Chemist (#0512-09).** Private Label Company is seeking an intelligent, creative skin and hair care professional with 0 to 2 years industry experience in the Carlsbad, CA area. Job essential duties and responsibilities include but are not limited to the formulation and development of new products as well as adjustment and trouble shooting of current finished goods. This person will be responsible for updating and reporting directly to the R&D Director. Degree in Chemistry or related field and a creative/artistic side for fragrances and color preferred. If interested, please send resumes to jgrundy@randallinternational.com or fax to (760) 438-2560, Attn: James Grundy.

• **Regional Account Managers (#0601-01).** As a result of continued growth in the personal care industry, Alban Muller International, specialist in creation and production of natural products for beauty and healthcare industry is currently seeking to fill four new positions in the personal care and cosmetic business for its US subsidiary. East Coast Regional Account Manager, West Coast Regional Account Manager, Midwest Regional Account Manager, South East Regional Account Manager. The requirement for this newly created position is a minimum of 5 years prior cosmetic chemical sales experience. Chemical or related degree also required. Ideal candidates for this demanding although rewarding position, should be creative, highly motivated and have demonstrated proven past success in the industry. Requirements for position are excellent phone/interpersonal as well as organizational skills. Please submit resume with salary requirements to usa@albanmuller.com. Salary commensurate with experience. For further information on AMI, please go to www.albanmuller.com.

• **QA/Regulatory Specialist - Santa Monica (#0601-02).** Responsible for organizing, coordinating & supporting all activities for beauty related to quality assurance & regulatory compliance. Development & maintenance of formulation library, product development binders, vendors audit reports, and raw material data. Initiating & tracking regulatory reviews & reports, claims substantiation & legal submissions. BA or BS, or 5+ yrs relevant work experience. Must have good verbal & written communication skills, detail oriented w/excellent follow-through abilities. JWhite@guthy-renker.com.

• **Entry Level/Lab Technician (#0601-03).** A growing personal care company has an immediate opening for R & D chemist with one to two years experiences in personal care industry. The candidate will be responsible for formulating new products, conducting stability testing, troubleshooting and upscale formulations. A team player with good communication and computer skill are required. Bachelors of Science degree in Chemistry and/or Biochemistry preferred. Please fax or e-mail your resume to Eko Handoko at (951) 683-2680 or Ehandoko@trademarkcosmetics.com.

• **R&D Personal Care Supervisor (#0601-04).** Herbalife International of America, Inc., a billion dollar global public company that offers a range of science-based weight management products, nutritional supplements and personal care products, is seeking an R&D Personal Care Supervisor in our Personal Care R&D department in Los Angeles, CA. Job responsibilities include the following: Direct interaction with Vendors for technical information. Review in-coming documents for accuracy, analyze data, collect data and enter into our proprietary database. Track and maintain all documentation, create spreadsheets, organize R&D filing for raw materials, finished goods and testing. Interface with R&D, Marketing, QA, QC as needed. Requirements: Minimum college degree in science, Chemistry ideal. 3 + years experience in science, and/or laboratory experience in quality control, assurance preferably in personal care/cosmetic industry. International regulatory FDA requirement knowledge a big +. Fluent in MS Word, PowerPoint, Outlook, Excel and Filemaker Pro. Must have strong reasoning skills with ability to grasp new concepts quickly, a problem solver. Organized with a strong command of the English language, read, write, speak.

• **R&D Assistant (#0601-05).** Santa Monica, CA - Guthy-Renker Corp., one of the world's largest direct response television companies and a leader in the Personal Care industry, has an immediate opening for an R&D Assistant to support the Executive Director of R&D as part of an innovation team creating new products, concept to launch. The incumbent will assist in coordinating formula development, product testing, analysis of competitive products and new technology, and documentation for safety and claim review. College degree in a science field is required, with at least 3 years experience in the cosmetic or pharmaceutical industry. Position requires strong computer skills, good oral and written communication, proactive mindset, organization, and ability to multitask in a fast-paced and exciting environment. Qualified candidates, please send resumes to: jobs@guthy-renker.com or fax to (760) 568-3582.

• **Director of Research & Development (#0601-06).** An excellent opportunity for a creative R&D Manager with min 8-10 yrs bench experience in skin care to head up the R&D and Quality Assurance Lab. Will manage & expand the R&D team, interface with marketing, manufacturers & QA. Must be creative, well versed in technological advances in skincare, able to conceptualize new products, & troubleshoot with process engineers in the scale-up phase. Send resume & salary history to hotjobs@dermalogica.com. FAX (310) 900-4007. Dermalogica provides a rich benefits program where compensation matches contributions. Visit us at www.dermalogica.com.

• **Vice President, Sales & Marketing (#0601-07).** Seeking experienced, energetic, professional to round out our creative team. We are ready to launch a host of skin, body care & aromatherapy products for the consumer market. Primary responsibilities will include calling on major national accounts & working with regional sales brokers. Salary commensurate with experience, plus override on all sales, we are offering equity participation based on performance, vested over 5 years, travel required, salary history required. Responses to: info@californiainsideout.com.

(cont'd on pg. 22)

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JANUARY

27 SCC Chapter Meeting

Proud Bird, Los Angeles

FEBRUARY

9-12 SCC Chapter Ski Trip

14 BIW Monthly Meeting

Crowne Plaza Los Angeles Airport

24 SCC Chapter Meeting

Proud Bird, Los Angeles

MARCH

15 BIW Monthly Meeting

Crowne Plaza Los Angeles Airport

28 SCC Chapter Meeting

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APRIL

8 SCC Chapter Meeting

Irvine Marriott, Irvine

25 SCC Chapter Meeting

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Historian's Column

Guy Langer "A Little Science & A Little Sizzle"

Guy Langer, currently the Vice President of Marketing for DD Chemco (Northridge, CA), is one of the California Chapter's most distinguished members and arguably it's most hilarious. Perhaps best known for his incredible wit and ability to make almost anyone laugh, Guy is certainly more than just the industry "court jester." In speaking with him one-on-one a different Guy Langer emerges - intensely intelligent, deeply introspective and furiously creative. Very serious about his work and proud of his accomplishments he fervently believes that laughter is the best medicine... "Unless you've had an appendectomy" and always looks for the positive in everything. With boundless energy and flawless skin he is a walking advertisement for cosmetic chemistry: a man who seems to defy the aging process (yes he does use skin care products).



Guy Langer was born and raised in New York. However, his father's career as an importer/consultant in the wine business as took the family to Encino, CA in 1967. In High School (Birmingham High School in Van Nuys), Guy was a part of the Knowledge Bowl team, a predecessor to the Academic Decathlon. Guy went to school at Pitzer, one of the five Claremont Colleges in Claremont, CA, and studied Political Science and Economics. After his time at Pitzer, Guy went on a "fantastic voyage" of sorts, working for a short time with his father in the wine industry, then moving on to positions in health insurance, at a health food store, Chippendales and Integrated Health (amino acid supplements & testing company). WAIT! Yes, you did just read the word Chippendales. And no it's not what you think. For almost three years, a young Guy Langer was an Emcee for the Los Angeles Chippendales show. Additionally, he acted as their Public Relations spokesman doing television and radio interviews and was one of the creative writers for the original Chippendales' greeting cards line.

And finally, in the career change of the century, Guy left the spotlight and glitter behind and began his employment with DD Chemco as a sales representative. Over the past 14 years, Guy has earned a solid reputation in the industry as the company's "ace" sales person. Such was his success that over that time he elevated himself to become the company's Director of Marketing. Guy Langer is a natural public speaker and writer and can do more than greeting cards. He's given four presentations on a variety of subjects to Nutracon, part of the Natural Expo West in Anaheim (2000-2004). He's lectured at the SCC-sponsored UCLA course on sunscreen technology. And, his most recent article "Anti-Aging Skin Care: Past, Present and Future" was recently published in the September 2005 issue of Functional Foods magazine.

Recently, Guy spoke at the December Beauty Industry West gathering on the subject of "Anti-aging trends". The audience went from complete silence to uncontrollable laughter when he opened with, "Hello, I'm Guy Langer, or Yug Regnal to my dyslexic friends." His speech regarding anti-aging trends vacillated between serious topics such as intrinsic genetic aging and environmental photoaging. Of course, he didn't miss a beat with his one-liners, "Wrinkles develop in your 30's... so play poker in your 20's" and "the industry is all about look good, feel good. Or, my interpretation, if you look good, I feel good". His knowledge of chemistry and biology is impressive but his ability to mix the science with the sizzle is truly outstanding.

Guy Langer's commitment to the SCC has been exceptional. So exceptional that he was the first person to win the prestigious Chapter Merit Award on two occasions (1998 and 2001). Awards aside, most impressive has been his fourteen years of service as the Chapter's Education Chair including stints along the way as Chapter Chair (1988), Co-Chair of the Scientific Seminar (1997 and 1998) and the Awards Committee (2003-2005). In addition, this past month he was elected the SCC Area III Director. As if his time spent volunteering with the SCC was not enough, Guy recently was appointed to the Board of the Beauty Industry West and is currently serving as their Sponsor Chair.

Despite the busy schedule, Guy "works to live" rather than "lives to work". Guy is happily married to his wife Kendra and together they have one rather large black cat, Batty. On the weekends you might find Guy at the gym strength-training, at a local museum or relaxing by the pool engrossed in the latest "self-help" book. A self-professed history buff and current events junkie, Guy has been on no less than four game shows- Sale of the Century, Headline Chasers, The Challengers and Nostalgia Quiz- winning several thousand dollars. He continually works toward improving his life and the lives of others around him. He donates significant time and financial resources to various children's, environmental and animal charities. Guy Langer sincerely enjoys making other people feel good, especially through laughter. Perhaps one day he will be working at a "Laugh Therapy Institute" but until then, the SCC will be happily entertained.

Stephanie Ross Leshney
Chapter Historian

Tech Talk

Tech Talk provides an opportunity to publish technical articles and/or information that would be of interest to our society. If you have an article you would like to have considered for publication, please submit to Karen Garruto at k.garruto@crodausa.com.

What is Rheology (and Why Should I Care)?

Having introduced the topic of rheology in my previous column, I am returning to this topic because I thought of some other points that bear mentioning. Not that the subject of formulation rheology can be covered adequately in two short columns, but at least I hope to stimulate you thinking and perhaps some further reading on the subject. Last time, I discussed how different kinds of thickeners provide different rheological effects.

The rheology of a formulation not only affects its stability, but also how it is perceived by the consumer. For example, consumers expect a hand lotion to be thick and creamy in consistency. One reason that a lotion needs to be thick is the fact that nobody wants to be in a race to apply the lotion before it runs off of their hand and onto the floor. But another important factor is that the rheological properties of the lotion help set consumer expectations about how well it will work. Thick skin care formulations are perceived as being "richer" and more efficacious than thin runny formulations. In fact consumers expect a skin cream to be significantly thicker than a lotion because creams have a higher expectation of efficacy against dry skin. On the other hand, consumers want a product that is easy to spread and that calls for a formulation that is shear thinning. In my last column, I discussed how crosslinked acrylate thickeners such as carbomer provide just this type of rheology. A formulation that is thickened with carbomer will be quite thick when is at rest sitting in the palm of your hand, but it very rapidly thins out when subjected to the high shear forces of rubbing it onto the skin. In fact, the formulator needs to be aware that if the formulation is too shear-thinning, it will feel watery when rubbed into the skin. The small amount of salt which is usually present on the skin also contributes to the shear-thinning effect because salt reduces the thickening power of carbomer. So it is necessary to manipulate other formulation components (i.e. emollients) that contribute to a rich skin feel of the lotion as it is applied.

Most lotions in the U.S. market are oil-in-water emulsions, however some products such as the original Eucerin® formula from Beiersdorf are water-in-oil emulsions. Water-in-oil emulsions have a heavier, richer feel when applied to the skin. This is partly because water-in-oil lotions contain a higher concentration of emollients (oils), but the rheology of water-in-oil emulsions also contributes to the richer feel. The rheology of these formulations is largely controlled by the ratio of water to oil in the formulation and the presence of semi-solid emollients such as lanolin and waxes in the oil phase of the emulsion. This type of emulsion is much less shear-thinning than an oil-in-water emulsion and therefore is somewhat more difficult to spread onto the skin. This contributes to the perception that such emulsions are richer and more efficacious. Many consumers find the skin feel of water-in-oil emulsions too "heavy". This can be partially overcome by using very light, volatile oils such as cyclomethicone (and a polymeric silicone emulsifier to stabilize the emulsion), but the rheology of such emulsions will never be the same as that of a traditional oil-in-water emulsion thickened with carbomer.

Typical shampoo (and body wash) formulations exhibit very little shear-thinning behavior. One reason is that they usually are thickened with a cellulose derivative such as hydroxypropyl methylcellulose, which does not give a shear-thinning effect. But like carbomer in a lotion formulation, water-soluble cellulosic thickeners contribute to the esthetics and perception of efficacy of shampoos and body washes. Cellulosic thickeners provide the thick consistency that consumers associate with a high quality formulation as well as the practical benefit keeping the shampoo from running out of the hand while it is being transferred to the hair. But cellulosic thickeners are not particularly effective for stabilizing suspended conditioning agents (e.g. silicone polymers) in shampoos because they do not provide the high resting viscosity. Carbomer (and many other acrylate thickeners) are not used in these kinds of formulations because the salt content associated with the anionic surfactants essentially inactivates the thickening action. It would be possible to achieve a very high formulation viscosity with cellulosic thickeners by increasing the use concentration, but such formulations would be hard to dispense and distribute through the hair, again because cellulose is not shear-thinning; they maintain their thickening effect even under high shear.

I hope this column as well as my previous column has piqued your interest in the subject of rheology. If you would like to read further, I recommend a book called "Rheological Properties of Cosmetics and Toiletries" that was edited by Denis Laba and published as part of Marcel Dekker's Cosmetic Science and Technology series.



Mike Starch has worked in the personal care industry for over 26 years on both the supplier and manufacturing sides of the business. He is currently working in application development at Dow Corning Corporation.



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Susan Raffy Allen and John Garruto

(Part 2 of a 2-part series)

Q. We are given projects by our marketing department and sometimes it is not always clear what is required with respect to product function, ingredients and other key criterion. Sometimes we will work on a project only to find that the lab submission is unacceptable based on factors that were not discussed at the beginning of the project. What can we do to improve the communication between R&D and Marketing to avoid these delays on future projects?

Conclusion:

Step # 4 - Submit Initial Prototype to Marketing

When the R&D chemist has completed the initial development, such that there is a high degree of confidence that the target has reasonably been met, samples of the prototype can be submitted to marketing for evaluation and comment. This procedure usually involves an in-house review team that evaluates the prototypes for sensory and performance targets as well as for overall adherence to the target as described in the product profile. If the prototype does not meet all of the criteria, R&D personnel will make the necessary modifications and resubmit samples for testing. If the prototype is generally well received, the marketing department may expand the product evaluation to a larger group within the company or to an outside panel of product evaluators or a focus group. This evaluation will continue until the marketing department has approved the product. When the product has been approved, it is always a good idea to once again calculate and restate the raw material cost of the formula. If the R&D staff has followed the required costing parameters, there should not be a problem. Assuming all is well, product testing will be initiated.

Step # 5 - Product Testing

Once the prototype has been approved, the development phase of the project gives way to product testing. This usually involves a combination of in-house and off site testing. This should include stability testing of the product in laboratory glass as well as final product packaging. The physical stability testing will most often be carried out for a minimum of ninety days and will usually include low temperature, room temperature, and elevated temperature analysis as well as freeze/thaw cycle testing. Many established criteria are evaluated and usually include parameters of appearance, color, odor, pH, viscosity, specific gravity and percent solids/weight loss. These criteria may also include testing for active substances if the product is considered an over the counter drug (OTC), such as a sunscreen, antiperspirant, acne preparation, etc. Additionally a Preservative Effectiveness Test (PET) is performed by USP, CTFA or similar protocol. There may also be performance claims made for the product, either on the package or in product advertising that will need to be substantiated, usually with an in-house or independent testing laboratory. When there is confidence that all stability/efficacy testing is well in hand and that no further formula modifications are likely, safety testing should commence. This may include Repeat Insult Patch Testing (RIPT), a controlled use study and possibly an in-vitro protocol for eye irritation or other criteria. When all testing is complete and acceptable to all departments, the formula receives final approval and the scale-up process can proceed. At this point all product copy including ingredients, claims, fill capacity, directions and label warnings, if needed, should have been reviewed and approved.

(cont'd on pg. 12)

Job Opportunities

POSITIONS AVAILABLE

- **R&D Product Development Chemist (#0512-01).** YG Laboratories, a 31 year old leader in the private label skincare manufacturing business is located in Huntington Beach, CA, has an immediate opening for a R&D Chemist. This individual will be responsible for formula development and evaluation relating to in-house and custom projects and investigating current and new raw materials. A team player with a broad knowledge of raw materials, good communicating and problem solving skills is desired. A minimum 3 years of experience in Cosmetic product development is preferred. Please fax or email your resume to attn: Pam Smith, HR at 714-891-0736 or pams@yglabs.com.
- **Junior Chemist/Lab Technician (#0512-02).** YG Laboratories, a 31 year old leader in the private label skincare manufacturing business is located in Huntington Beach, CA, has an immediate opening for a Junior Chemist. Work duties would include preparing formulas, conducting stability testing, claims substantiation and efficacy testing, and maintaining lab records. This position is an opportunity to learn and grow your knowledge of this industry. At least 1 year experience in Cosmetic industry is preferred. Fax or email your resume to attn: Pam Smith, HR at 714-891-0736 or pams@yglabs.com.
- **Director of QA and R&D (#0512-03).** Growing contract packaging and wipe manufacturer seeking a qualified candidate who is experienced with cosmetics/skin care R&D formulating, familiar with FDA and FDB regulation as well as client audits, capable of managing QA/R&D team to ensure continuous improvement, and experience in raw material sourcing and purchasing, knows how to control raw material inventory. The company provides health insurance and year-end bonus with good benefit such as paid vacation and sick leave. A brand new facility located in Ontario with FDA approval. Applicant must have at least 2 years experience in cosmetic product manufacture industry, B.S. in chemistry. Master degree is preferred. Send resume to Vivian Kuo, e-mail: vivian.kuo@diamondwipes.com, FAX: (909)230-9885, TEL (909)230-9888 ext. 113. Diamond Wipes Int'l, Ontario CA. www.diamondwipes.com.
- **Chemist/Lab Technician (#0512-04).** Westwood Laboratories, a private label manufacturing firm in Irwindale, CA is looking for a Junior level chemist. Responsibilities include preparation of lab batches, performing stability testing and other routine laboratory duties. Someone with 1 year experience in cosmetic/pharmaceutical industry is desired. Please fax resume to (626) 610-1290.
- **Technical Advisor (#0512-05).** Alban Muller International (AMI), developing its subsidiary based in Miami, recruits a Technical Advisor. He / She conducts research and performs investigations for the purpose of identifying, and correcting problems with manufacturing procedures or material specifications for various products. He / She handles rejections and complaints, maintains a detailed communication with French Headquarters of all problems and possible source for corrections and solutions. Utilizing knowledge of various scientific disciplines the person may collect, synthesize, study, report, and take action based on data derived from measurements or observations to identify problems. He / She maintains close communication with headquarters to be aware of latest methods used to avoid contaminations, deterioration, and latest methods for the best use of AMI materials. Responsibilities: Handle the technical part of the Customer Service; Validate customers lab protocol when applicable; Technical coordination with the French Headquarters. Submit resume with salary requirements to usa@albanmuller.com. Salary commensurate with experience.
- **Customer Service Manager (#0512-06).** Alban Muller International (AMI), developing its subsidiary based in Miami, recruits a Customer Service Manager. This candidate will manage a staff of customer service representatives and ensure that customers are retained, satisfied, and that their needs are met. The position requires a bachelor's degree in business, marketing, or related area, and previous experience in the field of Cosmetics. This person will work closely with the Sales Manager to create price structures, quotas etc. Working hand in hand with the French Headquarters, the Customer Service Manager will also have the responsibility to purchase from AMI France necessary materials and maintain stock level. Bilingual (Spanish/English) a +. Responsibilities: Order status and project development follow up; Supervise sample requests, price quotations, etc.; Create and/or maintain a customer database; Manage a team of Customer Services Assistants, 1 Technical Advisor and 1 logistic assistant. Please submit resume with salary requirements to usa@albanmuller.com, Salary commensurate with experience.
- **Customer Service Assistant (#0512-07).** Alban Muller International (AMI), developing its subsidiary based in Miami, recruits a Customer Service Assistant. This person is in direct contact with customers and Sales force, receives initial request for samples, orders, price information and stock availability and is responsible for giving proper and timely information back to customers, and maintaining good communication with other departments and salespeople. We are seeking an organized person, detail oriented, knowledgeable on all aspects of sales structures and information about our products and our industry (Cosmetics). Excellent computer skills are a must, Bilingual (Spanish/English) a +. Responsibilities: Process sample request, purchase orders, stock availability; Prepare feed back on sample, project from customers; Prepare and help gathering forecast info for purchasing. Please submit resume with salary requirements via to usa@albanmuller.com. Salary commensurate with experience.

(cont'd on pg. 19)

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Advice to the Lab Lorn

(cont'd from pg. 3)

Step # 6 – Scale-up/Manufacturing

When the final approval is given, the scale-up process can begin. A copy of the product formula and complete bill of materials is given to the manufacturing department or contract manufacturer. The formula will be used to develop manufacturing batch documents that will detail the qualitative and quantitative aspects of all raw materials in the product, as well as the required manufacturing equipment, batching procedure, and other relevant information necessary to successfully manufacture the product. This will also include any relevant processing conditions with respect to temperature, mixing speed and any filling protocol, including fill capacity, labeling, cap torque and batch coding requirements. The complete product specifications and quality testing parameters should also be detailed as well as a description of the product release procedure. If the product is to be manufactured off-site, at a contract manufacturing facility, a lab batch should be made by the contract manufacturer and approved. At this point, a pilot batch is usually manufactured in order to work out the details of the manufacturing process in a real world environment. All information relevant to manufacturing equipment and procedures should be documented, updated and kept with the master batch record. Once the pilot batch is successfully manufactured, tested and released, a full size production batch is scheduled. In the case of small production requirements, the pilot batch will serve as the full manufacturing requirement. When the product is released, it is ready to ship and be distributed to the marketplace.

Step # 7 – Sales

The most notable achievement of a product launch is certainly embodied in the fulfillment of sales goals and commercial success. While there is no guarantee of this outcome in a fiercely competitive environment, we can certainly tilt the scale in our favor with careful planning and exceptional teamwork. This often means that each step in the process is detailed with a critical path of our own design and agreement. It is vital that we move through the product development process, in a well-planned, systematic manner, while continuing to maintain a dialog with all parties involved. Nothing should be left to chance and there should always be sufficient time built into the schedule to allow for the invariable contingency that will often occur at exactly the wrong time. There is an ancient African proverb that states that we should "never test the depth of the river with both feet". Be prepared, be organized, be cooperative and you will be successful.

ASK THE EXPERTS DISCLAIMER:

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Time: 6:00 – 7:30 Cocktail Reception
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Dress: Black Tie Preferred

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