

# On Becoming a Cosmetic Chemist

How to Survive and Thrive in your  
career

Perry Romanowski

02/08/18

# Perry Romanowski

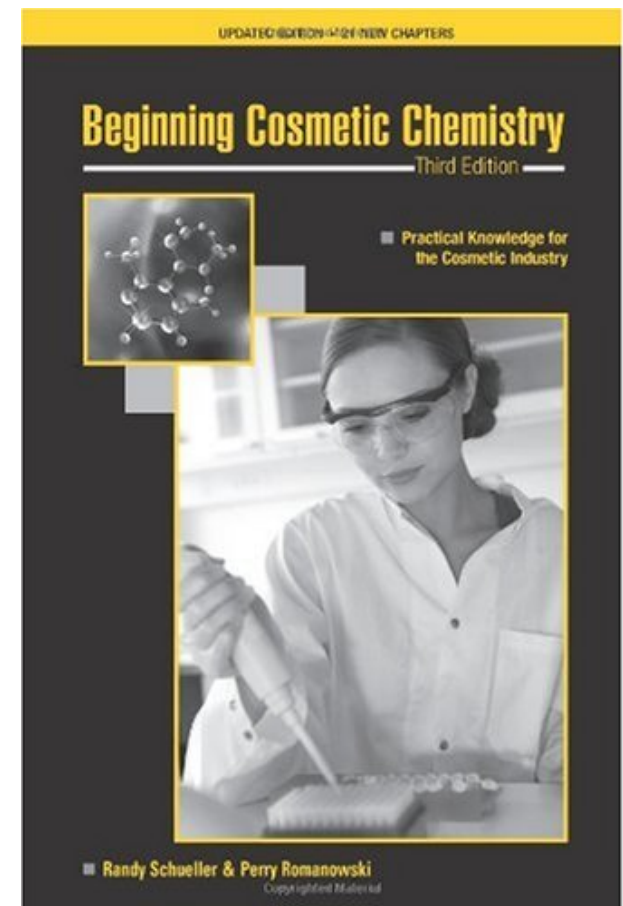
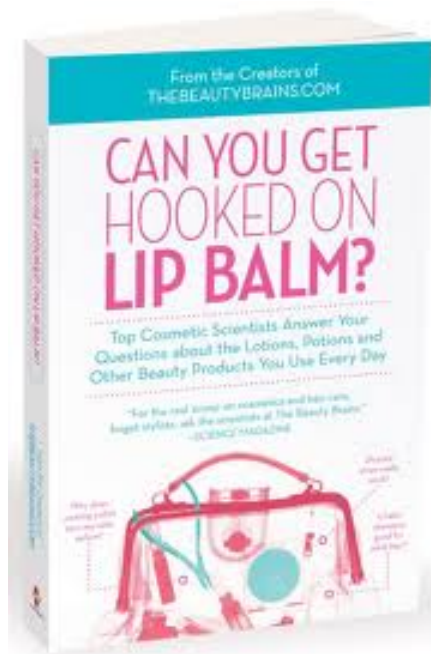
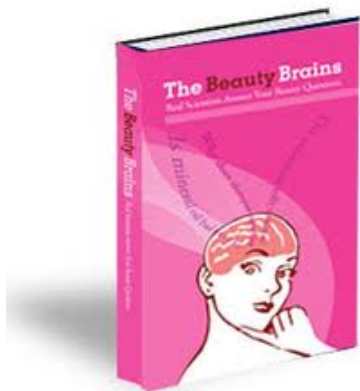
- DePaul University
- Degree in Chemistry
- Formulator
- Instructor
- Author
- Creator
  - ChemistsCorner.com
- President SCC





# What I do Now

- Write books
- Continuing Education courses
- Expert witness
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- Websites



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## Battling baldness: how close is a cure?

by THEBEAUTYBRAINS on OCTOBER 22, 2013

It may not be a cure for cancer, but science is getting close to banishing baldness. Here's a quick summary of recent research on hair regrowth.

### The 3D Spheroid Solution

A joint program between the University of Durham and Columbia University Medical Centre has found a [new way to grow new hairs from tissue samples](#).

Historically this has been tricky because when the cells are grown in the lab they tend to produce more skin instead of hair fibers. But the team figured out that by clumping the cells into "3D spheroids" they could increase the number of hairs produced. Problem yet to be solved: how to prevent the spheroids from becoming cancerous! Researchers say that "It's hard to say exactly how long that would take."



## Free Beauty Report!



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Cosmetics are  
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## 7 Non Formulating Skills Every Cosmetic Chemist Needs to Develop

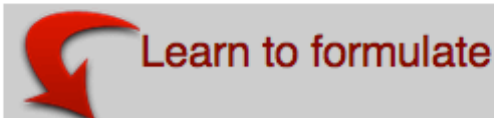
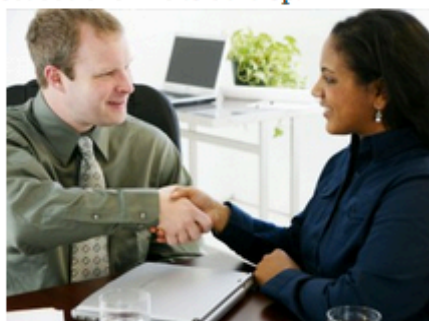
by PERRY ROMANOWSKI [EDIT]

If you want to succeed in the world of cosmetic science, it typically requires more than knowing raw materials and being a brilliant formulator.

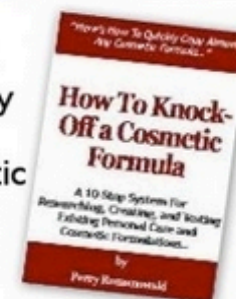
Success in any company will require general knowledge of business and people skills. Here are some of the most useful skills to develop.

### 1. Getting along with all people

As far as career success goes there is nothing more important than learning how to deal with other people. In truth, the people who succeed best at a job (even cosmetic formulating) are the ones who know how to get along with as many different people as possible. This means you do everything in your power not to make enemies with anyone at your company. There will be plenty of people that you may not like but never let that be known. The better you get along with people, the more likely you will be to succeed at your job. This is not the kind of thing you learn in science classes but it is a lesson that everyone should learn.



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<http://chemistscorner.com>

# CHEMISTS CORNER

## Cosmetic Science Forum

From The Cosmetic Chemist's Resource Site

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### Welcome to the Forum

**Announcement** 70 comments Most recent by PerryR October 2 General

### How to use the forum

**Announcement** 2 comments Most recent by PerryR May 3 General

### Supposedly "better" emulsions

2 comments Most recent by PerryR 8:00AM Cosmetic Industry

### What paraben-free and formaldehyde releaser-free conservative to use?

3 comments Most recent by Duncan 3:24AM Skin Care products

### Substitution of SLES and SLS

10 comments Most recent by Duncan 3:16AM Cosmetic Science talk

### Tanning beds increase melanoma in young women

3 comments Most recent by Duncan 3:07AM Cosmetic Industry

### Water based hair/scalp tonic – still need an emulsifier

3 comments Most recent by dess October 11 Hair Care products

### Formulate Differently

4 comments Most recent by Eliza October 11 Innovation

### Natural? Organic? Weigh-in please.

3 comments Most recent by Eliza October 11 Cosmetic Science talk

### Natural/Organic Preservative for toothpaste

5 comments Most recent by Yulya October 10 Cosmetic Science talk

### Material/Actives for Formulators

1 comment Started by FormulatorSamples October 10 Skin Care products

Start a New Discussion

### Categories

All Discussions	313
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Cosmetic Industry	44
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General	42
Hair Care products	24
Innovation	9
Makeup products	11
Member-to-Member Joint Ventures	2
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### Bookmarked Discussions

Water based hair/scalp tonic – still need an emulsifier

3 October 11 dess

Testing of handmade soaps, anhydrous products and products containing more than 35% ethanol

# 30 Days to Become a Better Cosmetic Chemist

- 30 lessons
- Topics covered
  - Formulating
  - Raw materials
  - Cosmetic industry
  - Career
  - Cosmetic science



<http://chemistscorner.com/babcc-sign-up/>



# PRACTICAL COSMETIC FORMULATING

[HOME](#)[PRE-MODULES](#)[MODULES](#)[RESOURCES](#)[CAREER](#)[BONUS MATERIAL](#)[FORUM](#)[HELP PAGE](#)

## Modules

### Course Description

Practical Cosmetic Formulation is designed to introduce the student to the principles of cosmetic science and formulation, including: understanding cosmetic form and function, the basics of cosmetic chemistry, cosmetic terminology and techniques, the product development process, formulation of specific cosmetics, an understanding of raw materials and their use, cosmetic product testing, product scale-up and government regulations affecting cosmetics and the consumer.

### Course Frequency

New lessons will be published every other week. A Q&A session will be held monthly.

### Modules

If you want to get up to speed on the basic Math, Biology, and Chemistry you will need to

### Free Bonuses

If you want to download your free bonuses, just [click here](#).

### NAVIGATION

[Resources](#)[Pre-lessons](#)[Career](#)[Forum](#)


<http://chemistscorner.com/formulating-cosmetics>

# Agenda & Objectives

- Cosmetic Industry – What to know
- Jobs in the cosmetic industry
- Career tips for chemists
- Misinformation in the Beauty Business

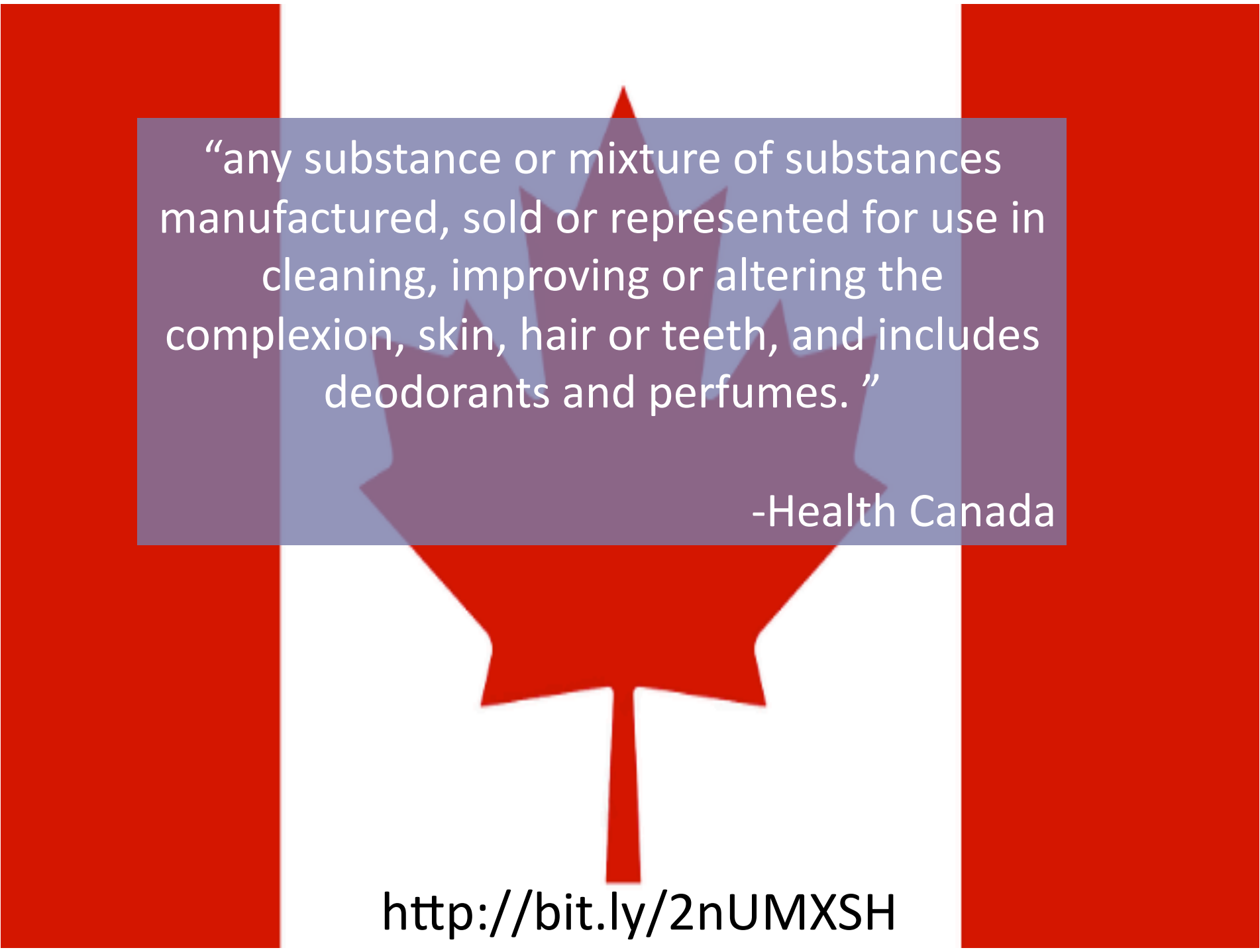


What are  
Cosmetics?



“Articles intended to be rubbed, poured, sprinkled or sprayed on or introduced into or otherwise applied to the human body or any part thereof for cleansing, beautifying, or promoting the attractiveness , or altering the appearance, and articles intended for use as a component of any such article”

-FDA Code of Federal Regulations



“any substance or mixture of substances manufactured, sold or represented for use in cleaning, improving or altering the complexion, skin, hair or teeth, and includes deodorants and perfumes. ”

-Health Canada

<http://bit.ly/2nUMXSH>

# Color Cosmetics



# Hair Products



# Skin Products



# Perfume & Fragrances



# Personal Care



Toothpaste

Deodorant



# Not Cosmetics in US



Supplements



Soap

# Monographs

- Gives allowed active ingredients
- Levels of ingredients
- Claims that can be made
- Labeling rules

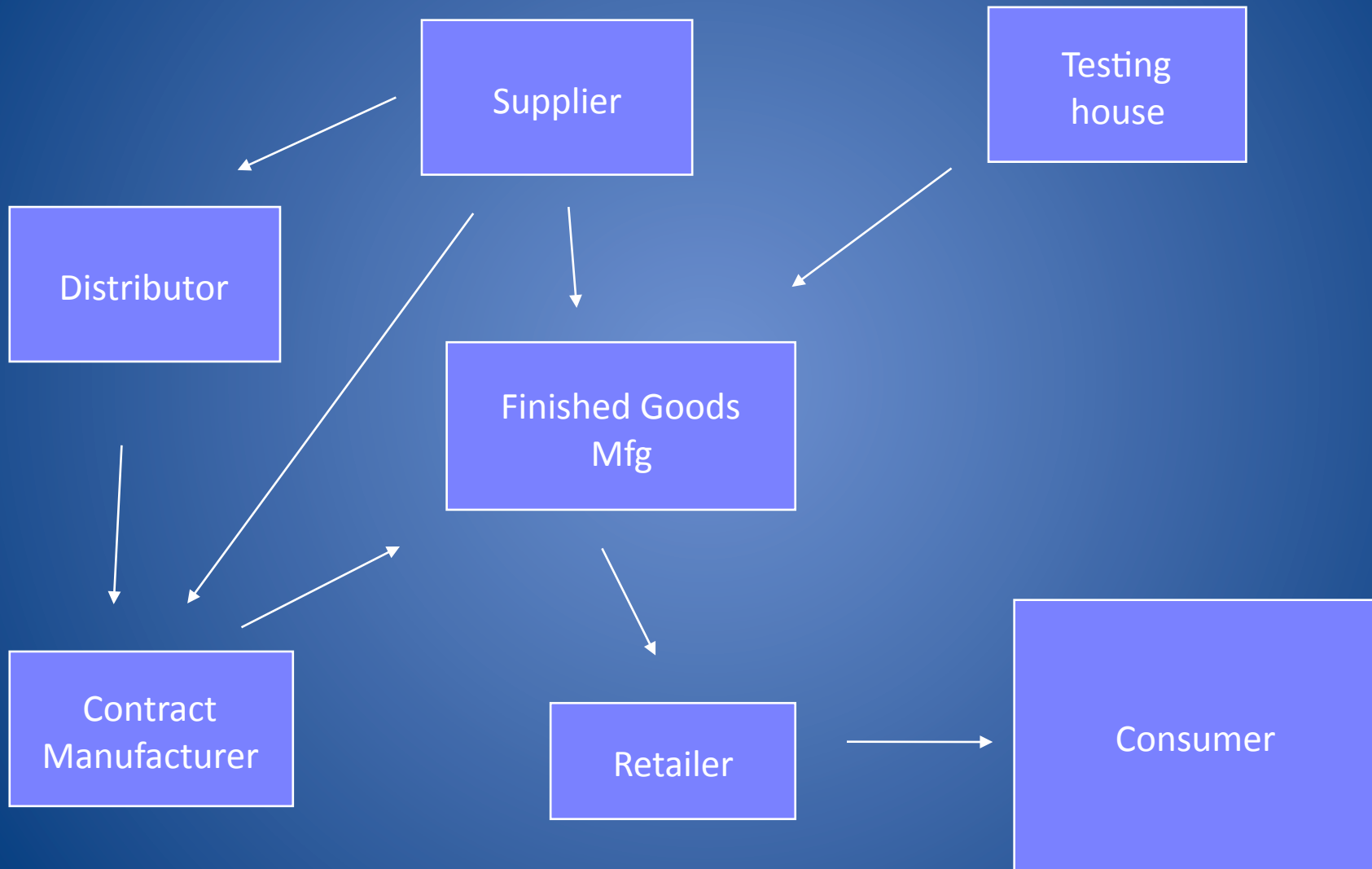
# Classified as Drugs

- Sunscreens
- Dandruff Shampoos
- Fluoride containing toothpaste
- Antiperspirants
- Anti-acne products

# Jobs



# Where are the Jobs?



# Finished goods makers

- Companies that make cosmetics
- Industry leaders
- Customer to industry suppliers
- Come up with new products, set prices, marketing, advertising
- Company size depends on annual sales
  - L'Oreal, Estee Lauder



# Top US Cosmetic Companies 2016\*

1. L'Oréal	\$27.6 billion
2. Unilever	\$22.3 billion
3. Procter & Gamble	\$18 billion
4. Estée Lauder	\$11.3 billion
5. Colgate-Palmolive	\$10.7 billion
6. J&J	\$7.1 billion
7. Shiseido	\$6.3 billion
8. Beiersdorf	\$6 billion
9. Kao	\$5 billion
10. LVMH	\$5 billion

\* [http://www.beautypackaging.com/issues/2016-10-01/view\\_features/top-20-global-beauty-companies-688974/](http://www.beautypackaging.com/issues/2016-10-01/view_features/top-20-global-beauty-companies-688974/)



# Suppliers



# Distributors

- Companies that sell other company's products
- Raw material distributors
- Work on smaller accounts
- Necessary middleman
- Examples
  - Nexeo
  - Glen Corp

# Contract Manufacturers



# Testing houses

- Independent places to test cosmetics
- Safety testing
- Consumer testing
- Claims testing
- Stability testing
- Examples
  - Intertek
  - Canadian Analytical Laboratories



# Science jobs in the Industry

- Formulators
- QA/QC
- Microbiologists
- Analytical chemists
- Process Engineering
- Regulatory
- Basic research
- Synthesis
- Tech services
- Sales



# Formulators

- Idea Generation
- Prototyping
- Scale-up
- Product testing
- Creating Claims
- Regulatory

# QA / QC

- Test raw materials
- Test products
- Approve batches



# Microbiologists



# Analytical Chemists





# Process Engineering

# Regulatory Scientists



# Basic Research



# Synthesis Chemist



# Tech Services



# Chemical Sales



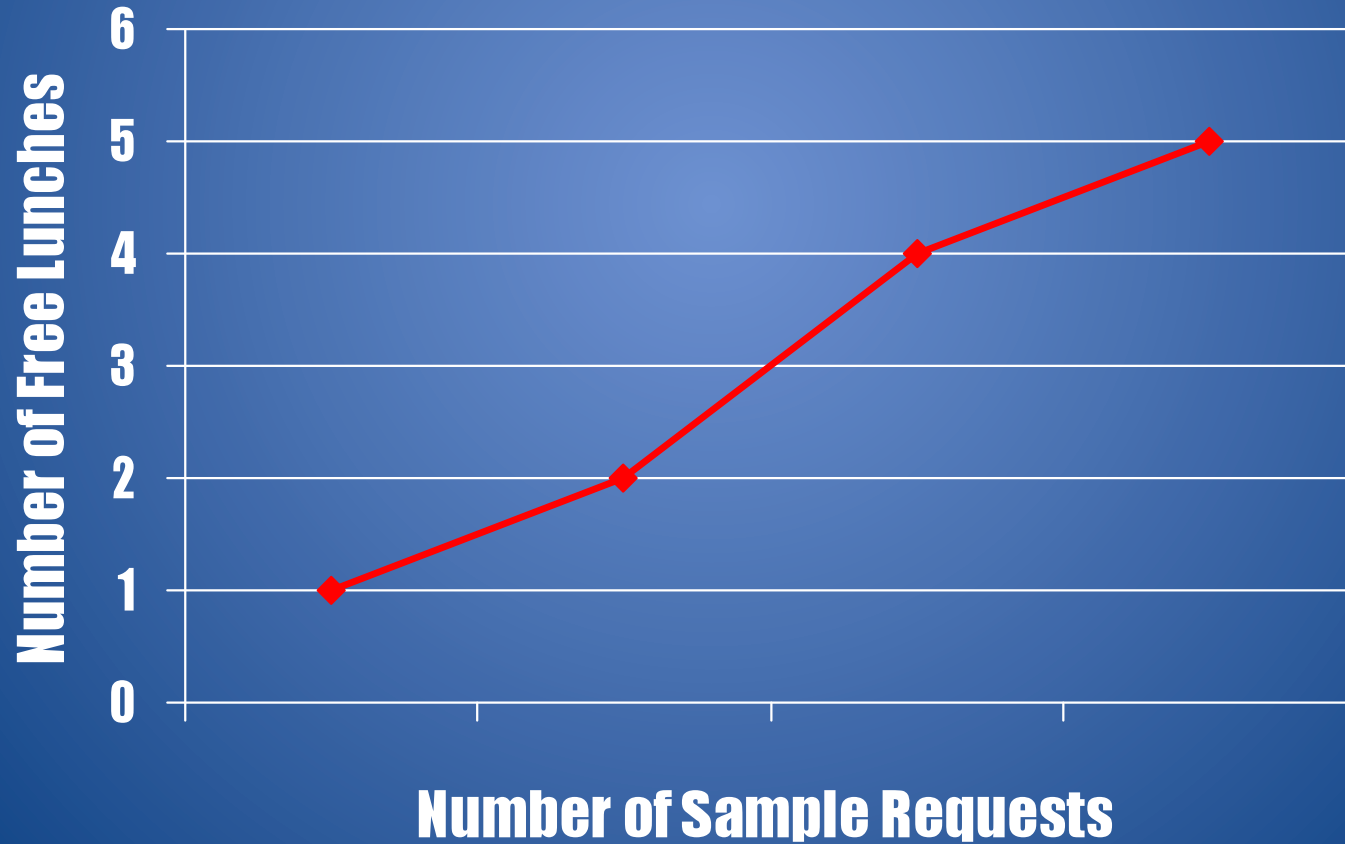
# Vendor Relations

- Valuable Technical Resource
- Important Networking Connections



# A Word About Vendor Relations

Sample requests vs free lunches...



# Cosmetic Chemistry is great!

- Low stress
- Inventing
- Creative
- Learning
- Fun!
- Actual Impact



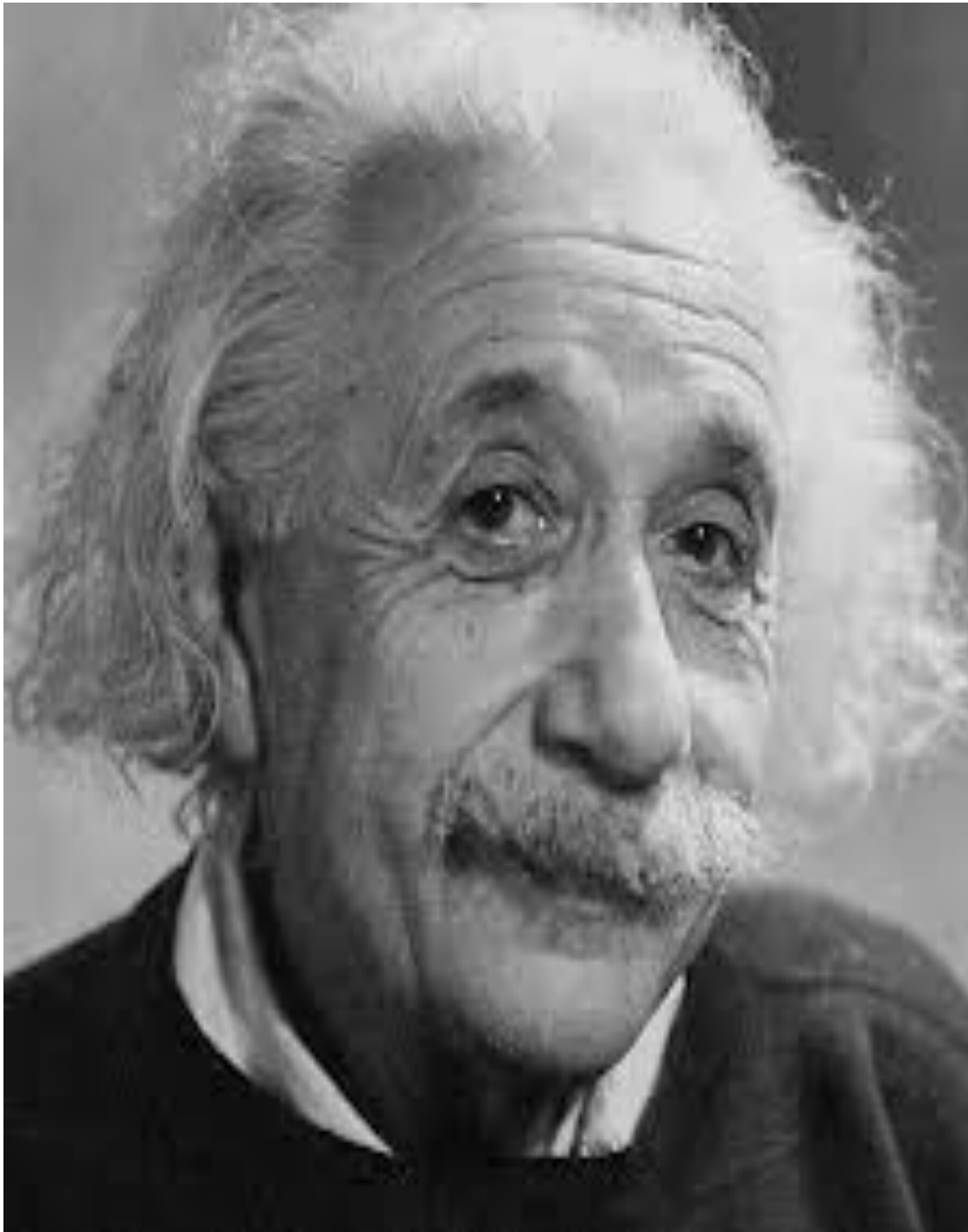


Advice – 7 Tips



## Traits of Career Advancers

1. Enjoy a challenge
2. See failure as opportunity
3. Confident
4. Optimistic
5. Listens to feedback
6. Gets a mentor
7. Adaptable
8. Results focused
9. Aspire for more
10. Good negotiators



It's true...

Being smart in a  
corporation is a  
handicap

You always work for yourself





## Tip #1

Find some  
project or  
subject you  
care about



Tip 2 - Be curious – Try different things

# Things I've studied or tried

- Statistics
- Gambling
- Juggling
- Ukulele playing
- Card manipulations
- Magic trick
- Billiards
- Ventriloquism
- Unicycle riding
- Euchre
- Hypnotism
- Horse Racing
- Number Theory
- Super Power Memory
- Drawing
- Chess
- Backgammon
- Entrepreneurship

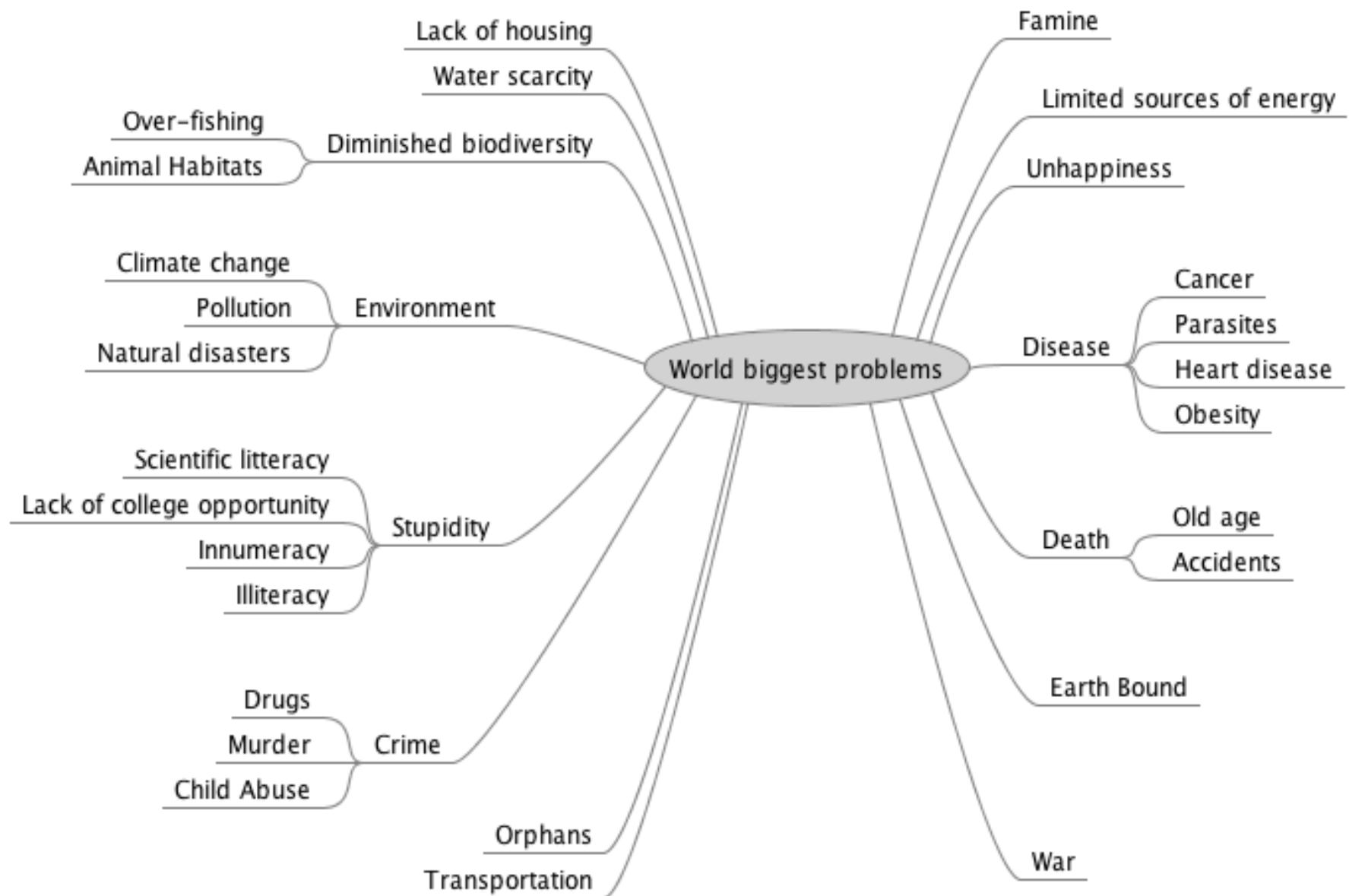
# In Cosmetics

- Hair products
- Skin products
- Color cosmetics
- Gels
- Emulsions
- Surfactants
- Nail products
- Polymers
- Preservatives

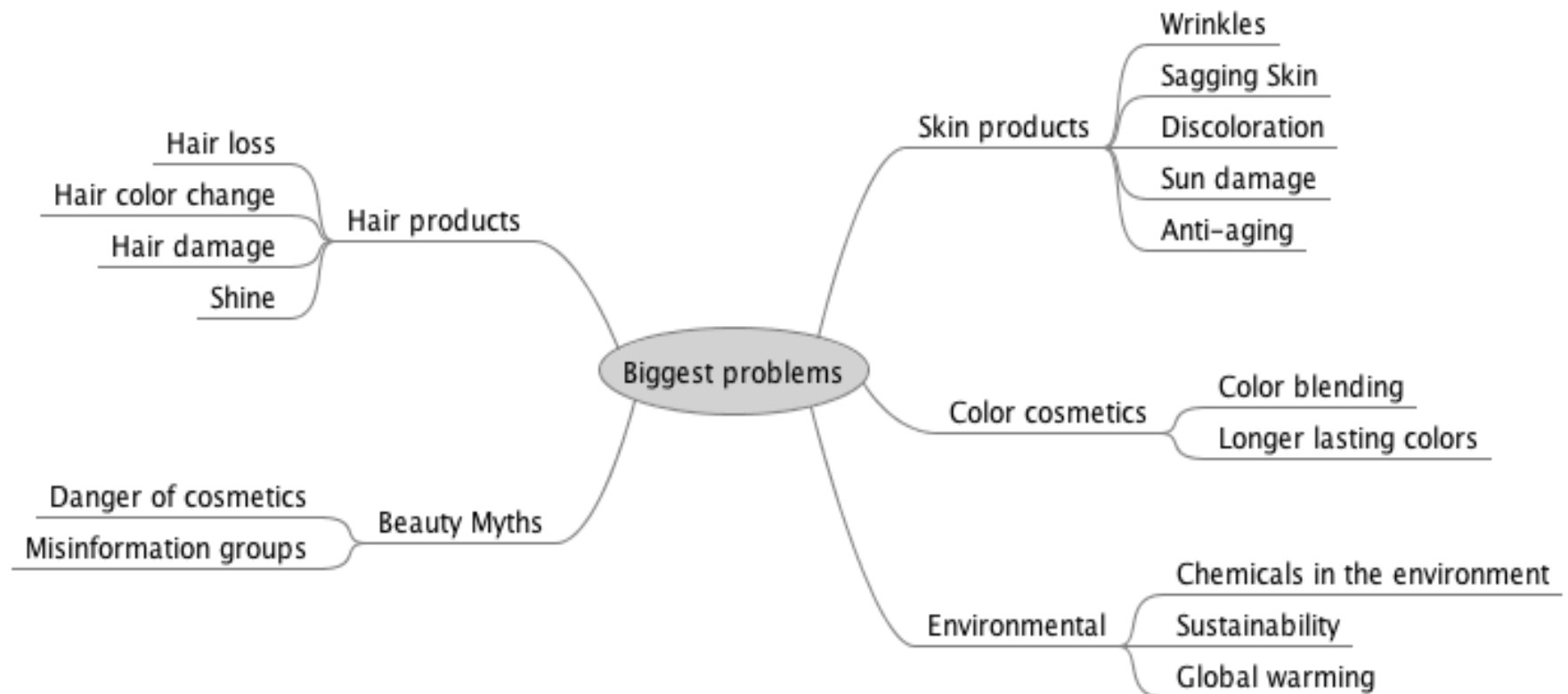


Tip 3  
Find Big  
Problems to  
work on





# Cosmetic industry Challenges



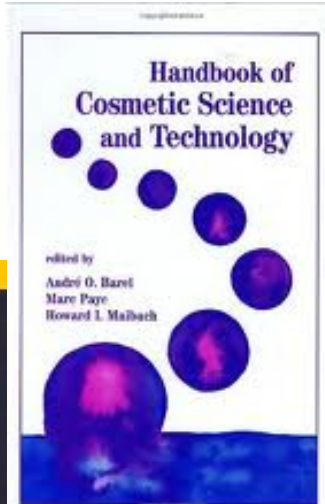
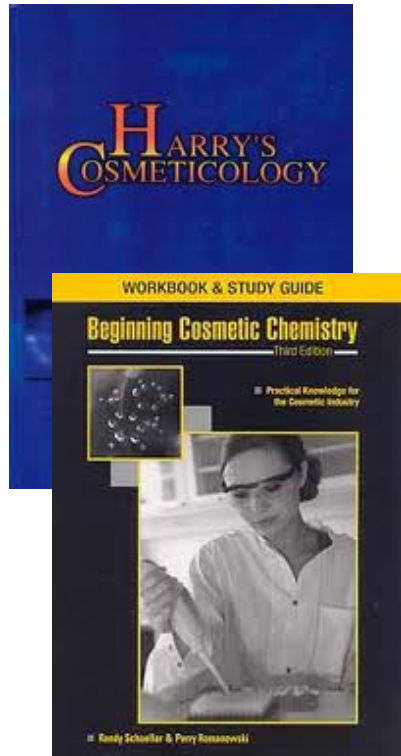
## Tip 4 - Become an expert





## 4 Key Moves to Become an Expert Scientist

# Read and Learn

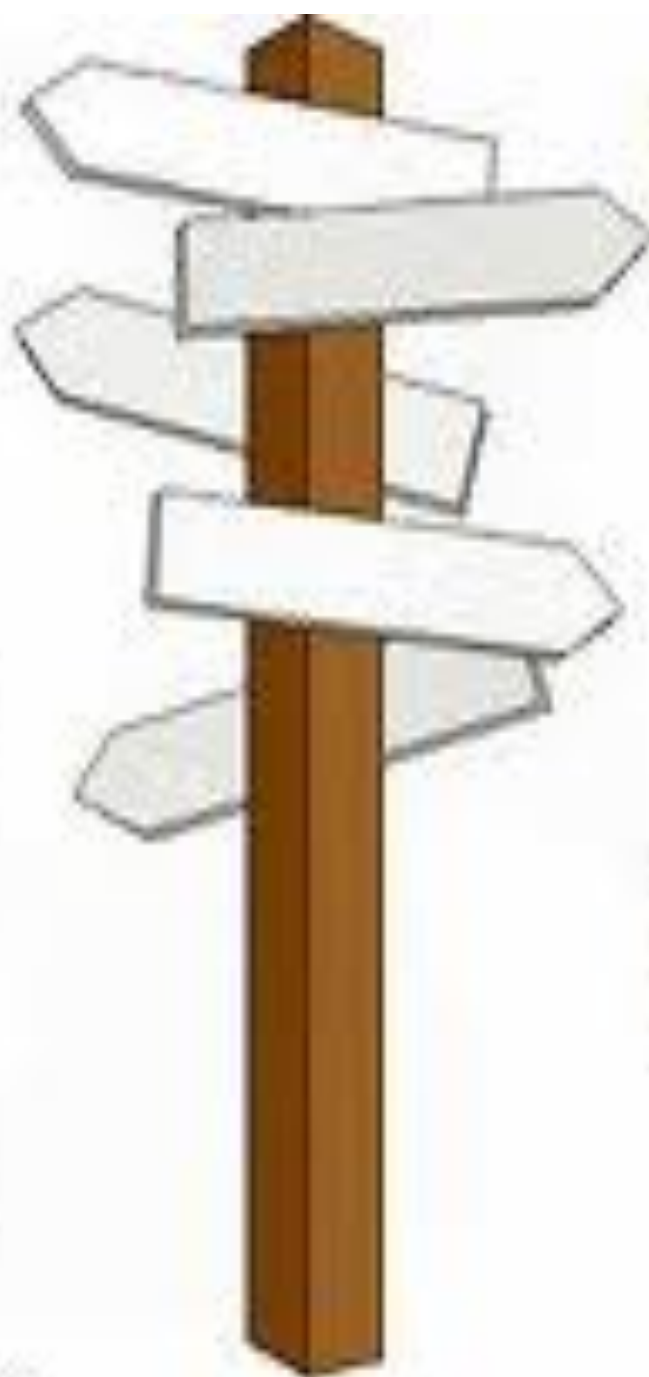


Science  
Chemicals  
Consumers





Experiment



**What  
is  
your  
NICHE?**



# Share & demonstrate your Expertise

- Give talks
- Write articles
- Attend meetings
- Communicate online
- Network



Keep Learning

## Tip 5 Learn how to work with People



Get along with  
people



# Get along with people

- Never complain
- Never criticize
- Make people feel important
- Be genuinely interested in other people
- Help people get what they want

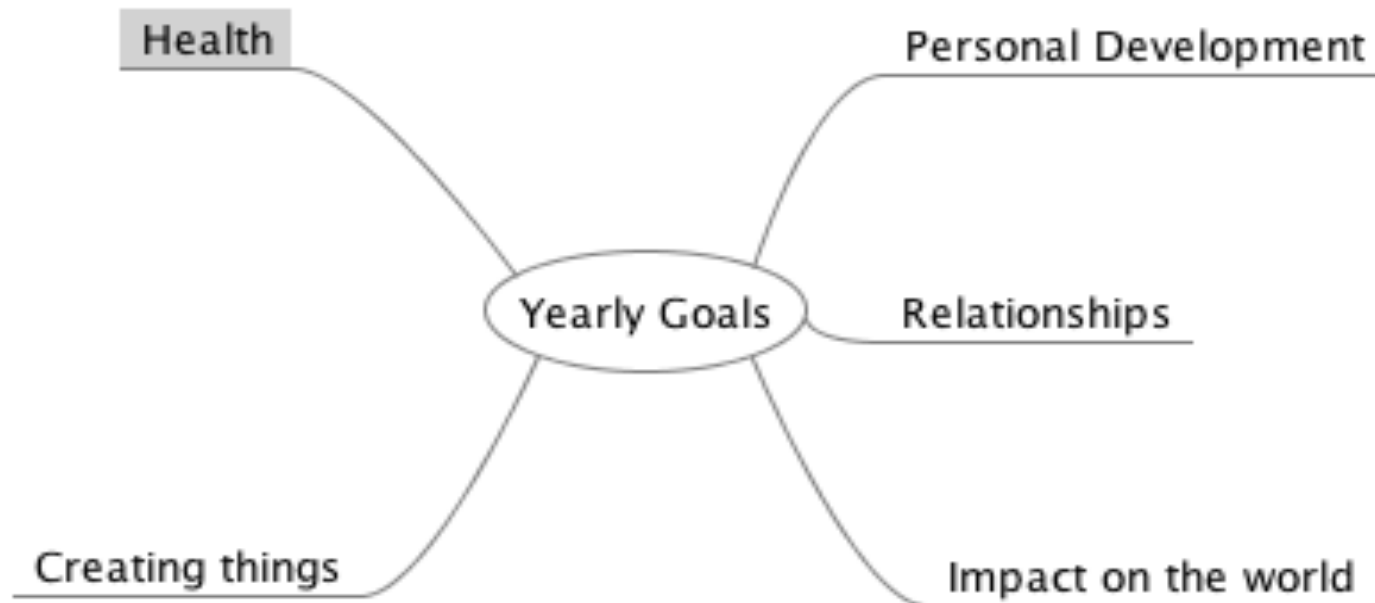




# Tip 6

## Set Goals

# 5 goal categories



Goal: Live for 107 years

November 11, 2076

21,460 days left...



You can't pick what  
you're good at but  
if you can find it,  
go out and be  
great

If you can't win the game,  
make up a new game



# Joggling

and a joggler's activities fitted with a runner's arms naturally make a joggling motion.

**THREE-BALL JOGGLING**

Joggling + jogging = joggling! Sounds easy enough, but not when taken to these extremes...

Distance	Time	Holder	Date
100 m (male)	11.68	Owen Morse (USA)	1989
100 m (female)	17.20	Sandy Brown (USA)	Jul 22, 1990
1 mile (male)	4:43	Kirk Swenson (USA)	1986
1 mile (female)	6:17	Kathy Glynn (USA)	Jul 22, 1989
10 km (6.2 miles)	36:27	Michal Kapral (Canada)	Sep 10, 2006
Marathon (26 miles; 42 km)	2:50.12	Michal Kapral (Canada)	Sep 10, 2007
50 miles (80.5 km)	8:23.52	Perry Romanowski (USA)	Oct 27, 2007

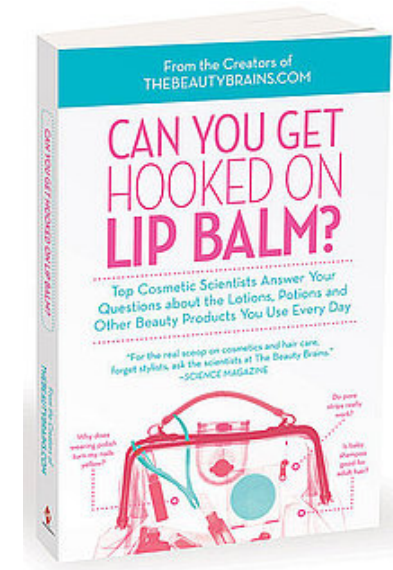


World Record Holder



Tip 7  
Build  
something  
that lasts





The New York Times



# 7 Tips for a Satisfying Career

- Find something to care about
- Be curious and try lots of things
- Work on big problems
- Become an expert
- Get along with other people
- Set goals
- Build something that will last

# Beauty Business BS



# Tradition / Superstitions

- Shaving makes hair grow back thicker





# Natural Myths

- Natural products work better and are safer

More Expensive = Better!



# Where does it come from?

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# Chemical Fear Mongers





David  
Suzuki  
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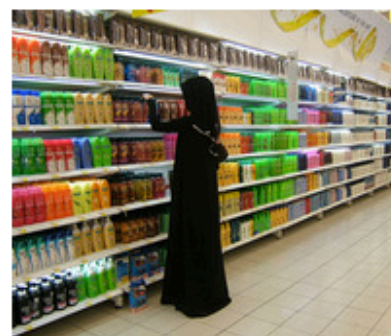
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## 'Dirty Dozen' cosmetic chemicals to avoid

Some of the ingredients in beauty products aren't that pretty. [U.S. researchers report](#) that one in eight of the 82,000 ingredients used in personal care products are industrial chemicals, including carcinogens, pesticides, reproductive toxins, and hormone disruptors. Many products include plasticizers (chemicals that keep concrete soft), degreasers (used to get grime off auto parts), and surfactants (they reduce surface tension in water, like in paint and inks). Imagine what that does to your skin, and to the environment.



(Credit: [Roberto Berna](#) via Flickr.)

We surveyed Canadians to see how many of the [Dirty Dozen ingredients](#) below appeared in their cosmetics, and [our findings](#) show that 80 per cent of entered products contained at least one of these toxic chemicals.

For more detailed information on the Dirty Dozen, please see below or check out our [Dirty Dozen backgrounder](#)

You can avoid harmful chemicals when you [use our shopper's guide](#), and audit your bathroom cupboard using this list of harmful ingredients:

### Sign up for our newsletter



### WANT MORE TIPS?

Get the lowdown on cosmetics and more in our newsletter.



Photo: smcgee via Flickr

### DONATE NOW

Your health could be at risk. Help us identify dangerous cosmetics.

Photo: Jeff Karpela via Flickr



### Related

[Environmental chemicals and cancer](#)

[Sustainable shopper's guide: 12 ingredients to avoid in your...](#)

A close-up photograph of a man with a shocked or fearful expression. He has wide, light-colored eyes and a furrowed brow. His hands are pressed against his mouth, with his fingers spread, as if he is trying to hold himself back from reacting or is in a state of disbelief. He is wearing a dark suit jacket. The background is a plain, light-colored wall.

MEDIA  
Scary stories  
are more  
interesting

# Lazy Reporters



# Doctors?



# Beauty Bloggers

*YOGA Poses  
For HAIR  
Growth*



A person with short brown hair and glasses, wearing a white shirt and a dark vest, is seen from the back, writing on a dark chalkboard with their right hand. The text "Anyone Can Write Anything About Anything On the Internet!" is written in white on the right side of the board.

Anyone Can  
Write  
Anything  
About  
Anything  
On the  
Internet!

# Problem for scientists



# How to combat the Misinformation

A strategy to control the online discussion

1. Learn about the issues
2. Create content website or blog
3. Participate in social media
4. Comment on blogs / articles
5. Monitor your online reputation



# Start a blog or website



# Participate in Social Media



Leave comments



# Caution:

## Of course there is a downside

Perry is not as well-informed or knowledgeable as he may make himself out to be. Pro-capitalists will defend profit to the bitter end, without concern to the society or environment.

Perry Romanowski, you fool! you forgot about all the allergens and HORMONE DISRUPTING CHEMICALS, corrupt greedy bastard!!!!!!!!!!”

Nothing is ever  
really deleted from  
the Internet

delete



Can we win?





Questions?



# Contact

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