



The SCC Ontario Chapter's Newsletter



October 2021

Volume C

2021 Ontario Chapter Officers

Chair

Shahin Kalantari d'Avicenna Inc 80 Cornerbrook drive, Toronto, ON. M3A 1H7 Ph: (416) 567-6572 shahink@davicenna.com

Chair Elect

Mary Seifi Grant Industries Inc Ph: (416) 726-2702 mseifi@grantinc.com

Secretary

Andrea Boylan
Andicor Specialty Chemicals
Corp.

590 Abilene Drive Mississauga, ON L5T 2T4 Ph: (905) 795-0911 Fax: (905) 795-0912

andrea.boylan@andicor.com

Treasurer

Robert Castillo
Univar Canada
64 Arrow Rd.
Weston ON, M9M 2L9
Ph: (416) 740-5300
Fax: (416) 740-2227
Rob.Castillo@UnivarSolutions.com

Past Chair

Saina Taidi Ph: (647)622-7344 saina.taidi@gmail.com

Directors Area II

Christine Daraska Croda Inc. Ph: (312) 607 6278 Christine.Daraska@croda.com

Kayla Ivey iveyk@gojo.com Ph: (330) 869-1285 iveyk@gojo.com

IN THIS ISSUE...

• SCC ONTARIO CHAPTER MEETING	page 1,2
• 2022 MEMBERSHIP DUES REMINDER	page 5
• EDUCATION DAY RECAP	page 8
• "Advances in Antioxidant Technology for Skin Care"	page 11
DID YOU KNOW?	page 13
• JOB SEARCH	page 19
CALL FOR ADVERTISERS	. page 22
UPCOMING EVENTS	page 23

ON-LINE SCC CHAPTER MEETING

"New Perspectives on Aging Skin"
- Howard Epstein

November 4th, 2021 4PM ET

PRE-REGISTER FOR THIS VIRTUAL CHAPTER MEETING

As this particular event is "On-Line" simply click on the button below which will take you to our registration page. You will receive a calendar invite with the link to the meeting.

Click Here

To Register



ON-LINE SCC CHAPTER MEETING

"New Perspectives on Aging Skin"
- Howard Epstein



November 4th, 2021 4PM ET

Join live event

LIVE On-Line

Upon registering you will be sent a calendar invitation that will connect you to the presentation

FREE for SCC Members
Free for Students

Abstract:

New Perspectives on Aging Skin

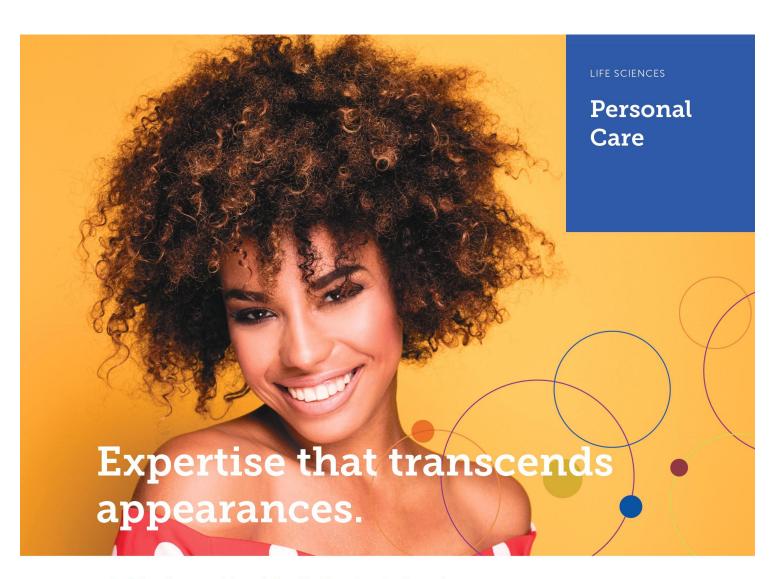
The world's population of people over 60 years of age is rapidly increasing as is life expectancy. For this reason, the cosmetics industry is interested in understanding the biology of aging skin with a goal to fight the appearance of aging skin and ultimately slow down the aging process.

Aging is a complex series of events that occur slowly over the course of time. Both internal and external factors influence aging skin. There are variations in the way people age that are associated with genetics, gender, ethnicity and lifestyle.

This presentation will discuss photoaging associated with chronic inflammation, UV, IR and blue light-induced photoaging, protein oxidation and why the impact of each may result in a difference of aging skin in various skin types. Understanding the molecular mechanisms associated with the variation of aging including the variation in appearance of aging skin will help in product development of improved personalized skin and hair care products

Bio:

Howard Epstein is Director of Technical Services for EMD Electronics, Surface Solutions, Philadelphia, PA., an affiliate of Merck KGaA, Darmstadt, Germany. He was a scholar in residence at the University of Cincinnati department of dermatology and received his Ph.D. in Pharmacognosy from the Union Institute & University in Cincinnati, Ohio during that time. He has been in the cosmetics industry for many years since he began his career formulating cosmetics for Estee Lauder, Maybelline, Max Factor, Bausch & Lomb and Kao Brands. In addition to his interest in botanicals Howard previously served as editor of the Journal of the Society of Cosmetic Science and is a member of the International Academy of Dermatology. He is on the editorial board of the dermatological journals Clinics in Dermatology and SKINmed representing the cosmetics industry to dermatologists. Howard has authored chapters in various cosmetic technology textbooks including various chapters in Harry's Cosmeticology, and holds eight patents and two patent applications. He received the Maison G. deNavarre Medial Award in 2020, the society's highest honor supporting the best interests of the cosmetics and personal care industry.



Building the expert foundation that true beauty depends on.

Azelis Canda Inc., an Azelis Americas Company, shares your passion for transforming beauty through profound technical and market expertise.

Now backed by the Azelis Group's network of resources, application labs and services we can shape the future of cosmetics even more. Combining our strengths and services, Azelis Canada will offer you even more resources, more commitment and more added value. Locally and globally. Creating a unique synergy for you, but also with you. And that is the real beauty of it all.

Azelis Canada Inc. An Azelis Americas Company

1570 Ampère, Suite 106 Boucherville, QC, J4B 7L4 106 Summerlea Rd Brampton, ON L6T 4X3 235 Advance Blvd Brampton, ON L6T 4J2



Innovation through formulation

Azelis Canada



visit azeliscanada.com



Meet demanding market needs with the help of Brenntag Personal Care.

Brenntag sets our customers up for success with formulation assistance, a complete application & development centre, high quality ingredients, R&D specialized chemists, and strong supplier relationships.

Biofunctional actives, colorants, UV filters, cosmetic powders, emollients, conditioning agents, waxes, clays, film formers, and preservatives are just a portion of the ingredients we offer into the Personal Care markets. To learn more, visit brenntag.com, email contactus@brenntag.com, or call (800) 263-8365.

ConnectingChemistry





SCC Membership Dues Renewal

Renewal notices for 2022 were mailed out recently. Final notices will be sent at the end of November. Dues fees are US\$160.00.

Please note you can now renew ON-LINE! Go to

https://www.ontarioscc.org/join.htm

As a member your login is your email address on file and your password is your two initials in CAPS followed by your membership number.

Members who do not renew by December 31st will be made inactive.

Membership Programs and Privileges

Journal - Membership includes subscription to the Journal of Cosmetic Science, the Official Journal of the Society of Cosmetic Chemists. The Journal contains technical papers on topics of interest to cosmetic scientists and is distributed six times per year.

Meetings & Seminars - The Society holds its Annual Scientific Meeting each December. The Meetings and Seminars provide a forum for an exchange of current findings and technology on topics of global interest in cosmetic science.

Continuing Education Programs - Our CEP Programs are short courses taught by practicing cosmetic scientists and perfumers, all acknowledged experts in their disciplines.

Chapters - Each member is assigned to one of nineteen Chapters throughout the United States and Canada, according to his or her geographic location. Chapters hold local scientific meetings throughout the year, and many publish their own newsletters.

I.F.S.C.C. - The Society of Cosmetic Chemists is one of 42 member organizations within the International Federation of Societies of Cosmetic Chemists.



A Division of the Tennant Group of Companies

Distributing Chemicals Delivering Solutions Developing Partnerships Canadian distribution since 1932

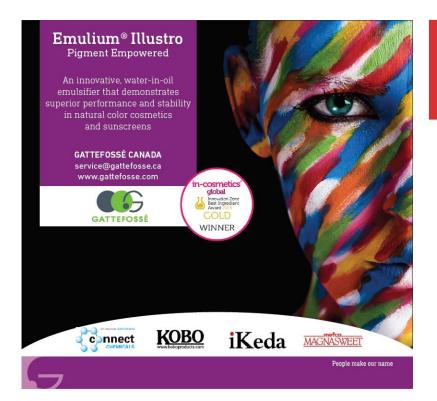


Your technical partner for Personal Care skin care • hair care • sun care • color cosmetics





TORONTO MONTREAL VANCOUVER EDMONTON CALGARY WINNPEG www.ctc.ca 416 741 9264 | 514 631 8580



MAKING WAVES IN THE POND









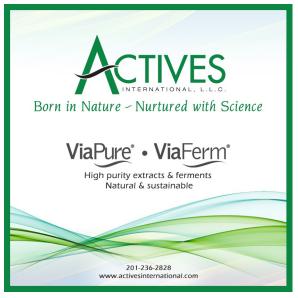
Distributor of innovative cosmetic raw materials to meet market trends and growing consumer demands

Substantiated solutions for a meaningful impact on your formulations



For more info: andrea.boylan@andicor.com









SOCIETY OF COSMETIC CHEMISTS

SERVING GREATER NORTH AMERICA SINCE 1945

Univar Personal Care offers unique expertise and ingredients to nourish your inspiration.

- Simplicity and reliable local service
- Global presence and reach throughout Canada and the rest of the world
- Dedicated team and first class specialized Personal Care laboratory
- Unparalleled technical and regulatory expertise
- Sustainable and innovative solutions
- Extensive and diverse ingredient portfolio with natural ingredients and chemical specialties to offer the best of both worlds





Contact your local representative or visit us at www.univar.com.

© 2016. Univar Inc. All rights reserved. Univar, the hexagon, and the Univar logo are registered trademarks of Univar Inc.



Education Day Recap September 21-22



On September 21st and 22nd SCC Ontario held their annual Education Day. This 2 day virtual event was a CEP (Continuing Education Program) produced for the Ontario Chapter by the SCC National.



We were pleased to host **Karl Popp** who presented the course, "**GMPs for Cosmetics in Canada**" which provided an overview of current Good Manufacturing Practices for both Cosmetic and OTC products. Karl reviewed the salient aspects of the cGMP regulations for drug products as well as global GMP regulations for cosmetics. The course was specifically designed not only to introduce GMPs to those new to the industry, but also as a review for those experienced in this regulatory area. Participants came away with an appreciation of the intent of GMP regulations and knowledge of factors impacting the organization and personnel, buildings and equipment, cleaning and sanitization activities, component and process controls, laboratory and production documentation, packaging

and label controls, as well as complaint and recall management. Other topics covered were SOPs, components of a stability program, importance of process water for manufacturing, what is meant by process validation, and the importance of internal audits.

Karl F. Popp, R. Ph. founded KPopp Consulting, LLC in 2010 as a consulting firm providing services to pharmaceutical, cosmetic and allied industries. He also is a practicing retail pharmacist.







EMBRACING BEAUTY | SUPPLIERS' DAY 2021

IN PERSON: NOVEMBER 10-11 VIRTUAL DAY: NOVEMBER 12







SCC ONTARIO EMAIL REGISTRATION

Interested in receiving
periodic emails to keep you up to
date on your SCC
Ontario Chapter, including
newsletter notifications?
If so please visit the following link
to register your email
address;



Please note your email information will be used for SCC information purposes ONLY!



Contact Vera at vera@plantpower.ca



From product development to launch, our technical and marketing experts are here to help you meet the demands of consumers worldwide.

www.charkit.com | 203-299-3220





SURVEY SAYS...

Please keep an eye out

for our "post meeting" opinion surveys following our Chapter meetings and special events. Each year the Ontario Chapter is privileged to host many fine speakers and we would like to recognize them for their efforts. Following each meeting attendees will receive a very short survey asking to rate the speaker. Responding gives you a chance to win a \$25 qift card!

At the end of the year we will tally the results and present one of them with an award as "Speaker of the Year".





Your Unique Boutique for

Active Ingredients, Botanical Oils, Emulsifiers, Emollients, Specialty Ingredients, Pigments, HA, Perfumes.



Independent company, SILAB creates, manufactures and sells to the Cosmetic Industry, efficiency-proved and conformed to international regulations active ingredients. With the most sophisticated research, devel opment and industrial tools, SILAB launches several innovative products yearly.



OLVEA Group is a leading supplier of vegetable and fish oils. Argan Oil, Grapeseed Oil, Jojoba Oil, Coconut oil & complete range of Shea Butter.



Sodium hyaluronate cosmetic and food grade (low, medium and high molecular weight). Hyaluronic acid solution of 0.5%,1% et 2%. GMP standards.



Perfumes express an emotion, a passion that Vanessence cultivates and develops day after day.



Floratech provides innovative botanical ingredients to formulators of stable, functional and quality cosmetic and personal care products worldwide. Botanical esters and emollients, biodegradable exfoliating beads, botanical emollients. Discover the new o/w emulsifier Emulsun!



applechem.com

A cosmetic technology supplier with a diverse range of ingredients and intermediates for cosmetics, personal care, and sun-care formulations.

SUDARSHAN

A leading color & effect pigment manufacturer with experience of over 60 years.



Squalane, Squalene, Exotic Butters, Vegetable Waxes. Alternatives to Silicone, Petrolatum, Ianoline & beeswax.

Contact Us
Kashif Mazhar

E-mail: kashif@vivachem.ca Tel: (416) 624-8566 www.vivachem.ca

Advances in Antioxidant Technology for Skin Care

Roger L. McMullen, Ph.D.

In the last two decades the role of antioxidants in skin care has radically changed. In the early 2000s, it was typical to find finished formulas on the shelf that contained butylated hydroxytoluene (BHT) or butylated hydroxyanisole (BHA), which were mostly added to enhance the shelf-life of the product. As time went on, formulas containing vitamin C and vitamin E (alpha-tocopherol) became more common since many studies carried out during that period demonstrated the invaluable benefits provided to the skin by these antioxidants.

As the personal care industry entered the end of the first decade in the new millennium, naturally derived ingredients started to become more and more common. Of course, most of these ingredients were based on botanical ingredients, which are chock-full of polyphenols and other ingredients with antioxidant properties. Antioxidants have also become key components of sunscreen formulas, as research demonstrated unique benefits from the addition of antioxidants in addition to any UV absorption properties. Further, a great deal of research has gone into delivery systems for antioxidants, which provide targeted delivery and stability for antioxidants. Nowadays, one can find antioxidants in just about every type of skin care product in the marketplace. In this article, we will review some of the latest advances in antioxidant technology in the skin care arena.

Skin Protection by Antioxidants from Natural Sources

Topical and oral administration of antioxidants for the skin is still a very active field of research [1]. In the personal care industry and academia, a great deal of understanding has been accomplished in the area of topical antioxidant treatments. There are a host of different molecules that have proven to be efficacious for the protection of skin. Some of the most commonly studied antioxidants for topical skin treatment consist of ascorbic acid (vitamin C), alpha-tocopherol (vitamin E), and catechins from green tea. Some other popular ingredients include lycopene, carotene, genistein, rutin, and caffeine [2].

In recent years, most of the focus on new antioxidant product development has been in the botanical arena [1, 3, 4]. Phytochemicals are molecules that are produced by plants. Much effort has gone into understanding their antioxidant, anti-inflammatory, and anti-carcinogenic potential for skin care. There are several recent examples in the literature where the biological activity (antioxidant properties) of botanical ingredients applied to the skin or in cell culture is demonstrated (see Table 1)

Table 1. Examples of studies utilizing botanical ingredients for the treatment of skin

Source	Key Components	Efficacy Measurements	Reference
Moringa oleifera seed oil	Alpha-tocopherol; plant sterols; fatty acids	DPPH free radical scavenging assay; skin hydration, erythema melanin values, and elasticity	[5]
Brown algae	Laminarin (polysaccharide)	Collagen fiber density, superoxide production, and expression of antioxidant enzymes in UVB-exposed murine skin	[6]
Hibiscus syriacus L. (Malvaceae)	Anthocyanin-enriched polyphenols	UVB-induced apoptosis, endoplasmic reticulum stress, and mitochondrial reactive oxygen species in HaCaT keratinocytes	[7]
Fermented Yak-Kong (a small black soybean)	Phenolic acids, isoflavones, and proanthocyanidins	Effect of UV exposure on: in vivo wrinkle formation; MMP-1, AP-1, ERK1/2, and JNK1/2 activity in HaCaT keratinocytes; and degradation of collagen in a 3D skin model	[8]

In some cases, natural ingredients have a limited shelf life or are not stable in different formulation chassis. As such, synthetic ingredients are often inspired by nature. A recent example in the personal care industry is acetyl zingerone, which is structurally similar to zingerone found in the root of the ginger plant, *Zingiber officinale* [9]. Aguirre-Cruz et al. recently demonstrated the antioxidant potential of peptides, specifically hydrolyzed collagen, to protect the skin from environmental stress [10]. The precise mechanism in which peptides act as antioxidants is not known; however, proton (or electron) donation is suspected to play a role.

In the last decade a tremendous amount of research has been conducted to determine the benefits of molecules from *cannabis*—a genus of plants from the *cannabaceae* family. There are a number of phytocannabinoids that have been identified from the hemp plant; however, cannabidiol (CBD) is one of the most studied molecules. Baswan et al. provide a comprehensive review of work conducted in relation to the topical treatment of skin with CDB [11]. It was proposed that CDB has potential to treat eczema, psoriasis, pruritis, and inflammatory conditions.

In addition to topical application, antioxidants and other essential nutrients obtained through the diet (oral consumption) play an integral role in the health state of the skin. This is especially true in regard to moisturization, care of aging skin, and protection against the effects of UV radiation. Many of these key dietary components consist of: omega-3 and omega-6 fatty acids; vitamins A, C, and E; carotenoids; polyphenols; and selenium, zinc, and copper [12].

Continued on page 15



Did You Know?

Aspirin Doesn't Grow on Trees

It is a common misconception that aspirin is found in the bark of the willow tree. A related compound called salicin does indeed occur in willow bark, thereby explaining the use of the bark as a medication since the time of Hippocrates. But salicin is very irritating to the stomach, a problem that prompted the Bayer company to look for an alternative. One of its chemists, Felix Hoffmann, synthesized acetylsalicylic acid in 1898 and found it to be a great improvement over other salicylates. A triumph of chemistry over nature!

Compliments of https://www.mcgill.ca/oss/





www.debro.com | Toll-Free: +1 (866) 294-7914

Distributing quality ingredients for 100 years Personal Care experience you can trust

Our Product Range Includes

Colourants & Pigments Conditioners **Emollients** Emulsifiers

Film Formers Functional Ingredients Humectants pH Regulators

Plant Extracts Preservatives Surfactants **Thickeners**

Proudly Representing Our Principal Partners













11 Automatic Road **Brampton, ON L6S 4K6**





INNOVATIVE, GREEN, AND NATURAL INGREDIENTS





www.SymSelect.com

Customized - Skin Care - Baby Care

- Hair Care - Pet Care cosmetic formulation - Color Cosmetics

- Natural - Organic

- Vegan - Ayurvedic



Antrim Cosmetic Solutions Inc. Cosmetic Formulation Services

Call Anjali Hardikar at 1-647-797-3474 or email at services@antrimcosmeticsolutions.com www.antrimcosmeticsolutions.com

Vegelatum®

A plant based replacement for petrolatum and waxes. Helps to build viscosity in anhydrous systems.

Works as an excellent carrier in CBD Oil and Hemp Oil based formulations.

Visit Natunola at www.natunola.com

Antioxidant Delivery Systems

Some of the challenges with the conventional delivery of antioxidants stems from their poor solubility, limited shelf-life stability, compromised photostability, and low degree of skin permeability. Delivery systems enhance the ability of antioxidants to carry out their biological function. Various types of emulsion, vesicular, lipid particle, nanoparticle, and nanocarrier systems have been studied and developed in recent years to aid in the stabilization and delivery of antioxidants to the skin.

Emulsions are dispersions of oil and water and can refer to microemulsions, nanoemulsions, and Pickering emulsions. Vesicular systems consist of liposomes, phytosomes, transferomes, ethosomes, and niosomes. Liposomes are the most popular vesicular system used in personal care applications and are composed of concentric layers of phospholipid bilayers spherically shaped with a hollow center for the active ingredient. Barba and coworkers developed nanoliposomes containing vitamin D3, vitamin K2, vitamin E, and curcumin for topical delivery [13]. On their own, these ingredients are unstable and do not penetrate into the skin very well.

Lipid particle systems consist of lipid microparticles and lipid nanoparticles. A recent study showed the utility of caffeic acid lipid nanoparticulate systems for applications in skin [14]. Nanoparticles and nanocarriers continue to be at the forefront of skin care research for their potential at stabilizing and delivering antioxidants to the skin. For example, gold nanoparticles are known for their anti-inflammatory, antiaging, and wound healing properties in skin care [15, 16]. Nanoencapsulation is another area that shows promise for the delivery of lipid soluble antioxidants to the skin [17].

Sunscreen Technologies Based on Antioxidants

Exposure of skin to UV radiation can cause direct damage to cellular DNA by crosslinking (UVB) or indirect DNA damage caused by photosensitization reactions (UVA). Photosensitization can occur due to the presence of endogenous (e.g., chromophores in proteins) or exogenous (e.g., UVA sunscreens) species in/on the skin. Almost twenty years ago, Hanson and Clegg demonstrated that sunscreen photoprotection could be enhanced if antioxidants were included in the formula [18]. This has become such an important area of research that the *Journal of Photochemistry and Photobiology* has recently announced that it will dedicate a special issue to the topic of endogenous photosensitizers and their roles in skin photodamage and photoprotection.

The majority of commercial sunscreen formulas contain antioxidants [1]. In part, this is due to the popularity of including botanical ingredients in skin care products. However, the presence of antioxidant species can ameliorate damage caused during and after sun exposure by reactive oxygen species. A recent review by Giacomoni presents this case in relation to the activity of molecules capable of impeding the damaging effects of superoxide anion and singlet oxygen [19].

Concluding Remarks

In the last several years, there has been significant progress in the scientific understanding of antioxidant treatment of the skin. Everly increasing numbers of studies of new ingredients continue to appear in the literature. Hopefully, in the years to come there will be some type of method harmonization across institutes and industry to more uniformly characterize antioxidant behavior from the vast array of botanical ingredients. Many antioxidants are unstable or not easily bioavailable after treatment. To circumvent these challenges, antioxidant delivery systems have been developed and show much promise in the future. Finally, antioxidants play an integral role in sun protection. They are incorporated into sunscreen formulas for their ability to ameliorate damage induced by reactive oxygen species resulting from exposure to UV radiation.

References

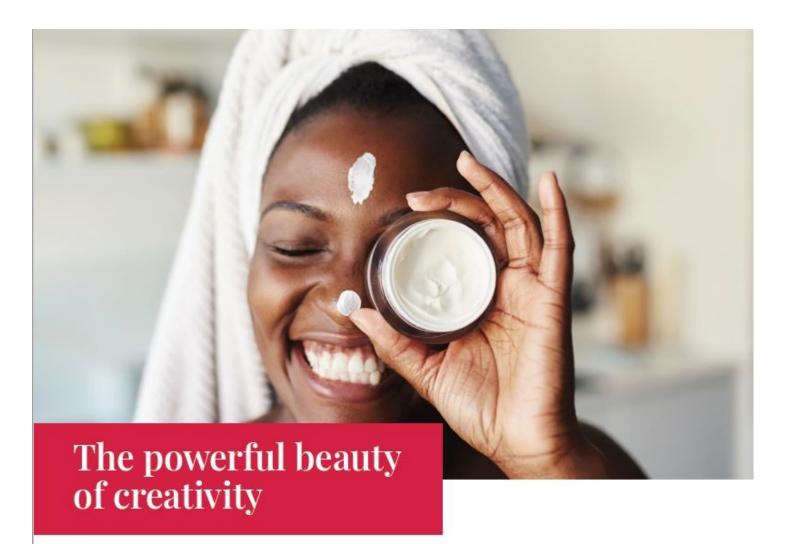
- 1. McMullen, R., Antioxidants and the Skin. 2nd ed. 2019, Boca Raton, FL: CRC Press.
- Azevedo Martins, T.E., C.A. Sales de Oliveira Pinto, A. Costa de Oliveira, M.V. Robles Velasco, A.R. Gorriti Guitiérrez, M.F. Cosquillo Rafael, J.P.H. Tarazona, and M.G. Retuerto-Figueroa, Contribution of topical antioxidants to maintain healthy skin—A review. Scientia Pharmaceutica, 2020. 88(2): p. 27.
- 3. Herranz-López, M. and E. Barrajón-Catalán, Antioxidants and skin protection. Antioxidants, 2020. 9: p. 704.
- 4. Petruk, G., R. Del Giudice, M.M. Rigano, and D.M. Monti, Antioxidants from plants protect against skin photoaging. Oxid. Med. Cell. Longev., 2018. 2018: p. 1454936.
- 5. Athikomkulchai, S., P. Tunit, S. Tadtong, P. Jantrawut, S. Sommano, and C. Chittasupho, Moringa oleifera seed oil formulation physical stability and chemical constituents for enhancing skin hydration and antioxidant activity. Antioxidants, 2021. 8(1): p. 2.
- 6. Ahn, J., D. Kim, C. Park, B. Kim, H. Sim, H. Kim, T.-K. Lee, J.-C. Lee, G. Yang, Y. Her, J. Park, T. Sim, H. Lee, and M.-H. Won, Laminarin attenuates ultraviolet-induced skin damage by reducing superoxide anion levels and increasing endogenous antioxidants in the dorsal skin of mice. Mar. Drugs, 2020. 18: p. 345.
- 7. Karunarathne, W., I. Molagoda, K. Lee, Y. Choi, S.-M. Yu, C.-H. Kang, and G.-Y. Kim, Protective effect of anthocyanin-enriched polyphenols from Hibiscus syriacus L. (Malvaceae) against ultraviolet B-induced damage. Antioxidants, 2021. 10: p. 584.
- 8. H, P., S. JW, L. TK, K. JH, K. JE, L. TG, P. JHY, H. CS, Y. H, and L. KW, Ethanol extract of yak-kong fermented by lactic acid bacteria from a Korean infant markedly reduces matrix metallopreteinase-1 expression induced by solar ultraviolet irradiation in human keratinocytes and a 3D skin model. Antioxidants, 2021. 10(2): p. 291.
- 9. Chaudhuri, R., T. Meyer, S. Premi, and D. Brash, Omni antioxidant: Acetyl zingerone scavenges/quenches reactive species, selectively chelates iron. Int. J. Cosmet. Sci., 2020. 42: p. 36-45.
- 10. Aguirre-Cruz, G., A. León-López, V. Cruz-Gómez, R. Jiménez-Alvarado, and G. Aguirre-Álvarez, Collagen hydrolysates for skin protection: Oral administration and topical formulation. Antioxidants, 2020. 9(2): p. 181.
- 11. Baswan, S., A. Klosner, K. Glynn, A. Rajgopal, K. Malik, S. Yim, and N. Stern, Therapeutic potential of cannabidiol (CBD) for skin health and disorders. Clin. Cosmet. Investig. Dermatol., 2020. 13: p. 927-942.
- 12. Michalak, M., M. Pierzak, B. Kręcisz, and E. Suliga, Bioactive compounds for skin health: A review. Nutrients, 2021. 13: p. 203.
- 13. Bochicchio, S., A. Dalmoro, V. De Simone, P. Bertoncin, G. Lamberti, and A.A. Barba, Simil-microfluidic nanotechnology in manufacturing of liposomes as hydrophobic antioxidants skin release systems. Cosmetics, 2020. 7(2): p. 22.
- 14. Hallan, S., M. Sguizzato, M. Drechsler, P. Mariani, L. Montesi, R. Cortesi, S. Björklund, T. Ruzgas, and E. Esposito, The potential of caffeic acid lipid nanoparticulate systems for skin application: In vitro assays to assess delivery and antioxidant effect. Nanomaterials, 2021. 11(1): p. 171.
- 15. Ben Haddada, M., E. Gerometta, R. Chawech, J. Sorres, A. Bialecki, S. Pesnel, J. Spadavecchia, and A.-L. Morel, Assessment of antioxidant and dermoprotective activities of gold nanoparticles as safe cosmetic ingredient. Colloid. Surface. B, 2020. 189: p. 110855.
- 16. Gubitosa, J., V. Rizzi, P. Fini, R. Del Sole, A. Lopedota, V. Laquintana, N. Denora, A. Agostiano, and P. Cosma, Multifunctional green synthetized gold nanoparticles/ chitosan/ellagic acid self-assembly: Antioxidant, sun filter and tyrosinase-inhibitor properties. Mater. Sci. Eng. C, 2020. 106: p. 110170.
- 17. Davies, S., R.V. Contri, S.S. Guterres, A.R. Pohlmann, and I.C.K. Guerreiro, Simultaneous nanoencapsulation of lipoic acid and resveratrol with improved antioxidant properties for the skin. Colloid. Surface. B, 2020. 192: p. 111023.
- 18. Hanson, K. and R. Clegg, Bioconvertible vitamin antioxidants improve sunscreen photoprotection against UV-induced reactive oxygen species. J. Cosmet. Sci., 2003. 54(6): p. 589-598.
- 19. Giacomoni, P., Appropriate technologies to accompany sunscreens in the battle against ultraviolet, superoxide, and singlet oxygen. Antioxidants, 2020. 9: p. 1091.



Employment Opportunities

Please check our website for detailed job listings at http://www.ontarioscc.org/employment.htm





3V AMB Wellness Carrubba CLR Corum Givaudan

Hallstar Honeywell Solstice® Ironwood Clay Kahl LG Household Lincoln Manufacturing NK Chemicals Oxiteno Salicylates Tinci Vanderbilt Minerals

www.barentz-na.com/canada

Tel: 905-338-3172



JOB SEARCH

General Summary

The Account Manager is responsible for the profitable and sustainable growth of the assigned sales territory through new client relationships and current account expansion. With an in depth understanding of company products, industry trends and the competitive marketplace, the Account Manager is tasked with identifying and providing innovative solutions to customers' personal care needs.

Major Tasks and Responsibilities

Builds New Sales Territory and Develops New Client Relationships

- Increase profitability of assigned territory by prospecting new customers and adding new business to the portfolio
- Incorporate appropriate sales techniques when cold calling and prospecting new customers, ensuring effective communication of Barentz's brand and market position
- Secure customer meetings (virtual and in person) with purchasing, R&D, and sales & marketing contacts at potential customers
- Submit pre-call plans to Commercial Director, Product Manager, and Sales Coordinator
- Move prospects through the Barentz sales process to secure new business
- Use appropriate techniques to develops an in-depth understanding of customers' businesses, to identify potential needs
- Utilize technical expertise to demonstrate value as part of the selling process.
- Prepare and deliver sales presentations and product demonstrations, where applicable
- Address customer questions, concerns, and inquiries, with timeliness and accuracy
- Logs call information in standard format within 48 hours of customer meeting/visit
- Ensure CRM is updated with most accurate contact name, number, and email.
- Participate in weekly one-on-one sessions with Commercial Director to discuss existing opportunities and to move opportunities forward to closure
- Conduct monthly Dashboard review with Commercial Director
- Attend and be involved with local industry associations and events

Maintains and Expands Current Account Portfolio

- Manage all accounts and increase profitability of assigned territory by expanding product sales with existing customers
- Continually seek to diversify product sales portfolio by initiating new projects that use existing Barentz products or require the sourcing of new products
- Develop relationships within active accounts with multiple key contacts
- Secure in-person (or virtual) customer meetings with purchasing, R&D, and sales & marketing contacts
- Submit pre-call plans to Commercial Director, Product Manager and Sales Coordinator
- Keep the sales pipeline up to date with open qualified opportunities
- Move prospects through the Barentz sales process to secure new business at existing accounts
- Research, prepare and deliver sales presentations and product demonstrations, where applicable
- Log call information in standard format within 48 hours of customer visit
- Cultivate customer relations through interactions at social events, tradeshows, and industry functions
- Address customer questions, concerns, and inquiries, with timeliness and accuracy
- Review monthly sales reports to determine any trending with increased or decreased sales by product, and by customer

Research and Market Analysis

- Provide input to marketing/market research on opportunities to exploit product positions
- Become an expert in end-product industry through research and networking
- Use acquired industry knowledge to provide innovative solutions to customers' ingredient and additive needs

Continued on next page

JOB SEARCH

Internal Relationship Management

- Engage in ongoing communication with Commercial Director, Product Manager and Sales Coordinator to ensure customer requirements are met
- Participate in status meetings to discuss key accounts and prioritize activities to maximize territory growth
- Support the internal shared resource teams (accounting, customer service, logistics, operations, marketing), as required

Administration

- Make travel arrangements, while working within policy guidelines
- Complete monthly expense reports as directed by accounting department
- Update eChempax with pertinent information
- Send out credit applications to all new customers
- Send out quotes to new/existing customers and requests samples, as required
- Support and lead by example, Barentz' culture, strategies, pillars, and fundamentals
- Participate in ongoing personal development opportunities
- Perform other duties as requested

Education, Experience, Required Knowledge and Skills

- University or College degree, preferably in Chemistry or another Science.
- Five years of industry sales experience, would be considered an asset
- Proven ability to convert prospects to new business
- Strong organization, interpersonal and presentation skills
- Exhibits good judgment and professionalism when dealing with both customers and internal team members
- Ability to negotiate win-win situations
- Self-motivated, high energy, and engaging level of enthusiasm and positive outlook
- Effective written and verbal communication skills and the ability to adapt communication style to the audience as needed
- Bilingual (French/English) is mandatory
- Act legally and ethically in all professional relationships in adherence with Barentz' values and fundamentals
- Software knowledge of Microsoft Office including Outlook, Word, Excel, PowerPoint, and Teams
- Familiarity with Customer Relationship Management (CRM) software
- Willingness to travel
- Valid Driver's License and evidence of Insurability
- Strong teamwork orientation

Barentz is a world class supplier of life science ingredients and specialty chemicals focused on improving the quality and length of life. We provide products that help our customers meet their formulary needs and achieve sustainability goals. We strive to change the conversation by creating value for our customers in a diverse range of end markets by providing technical and regulatory support and offering unique and creative solutions.

Our business leverages an infrastructure of industry leading technology, value-add services, global sourcing & logistics network, and a commitment to creating customer success. This philosophy has enabled Barentz to offer its customers and principal partners with North American capabilities while maintaining a local focus. Every day, we strive to deliver fantastic customer experiences.

Barentz offers a competitive salary in addition to a positive and collaborative corporate culture. We believe in developing people as well as growing our business and make this philosophy a priority. Please visit our website at www.barentz-na.com to learn more about us.

If you are interested in joining our team, please forward your resume and cover letter to careers@barentz.ca, Attn: AM – Personal Care

HISTORY OF OUR SOCIETY

Building a community and expanding knowledge for 75 years.

1945

Comprised of nearly 6,000 members, the Society of Cosmetic Chemists was founded in 1945 to promote high standards of practice in the cosmetic sciences. We serve as a focus and provide the proper forums for the exchange of ideas and new



developments in cosmetic research and technology. Our leadership includes a long list of <u>past SCC</u> <u>Presidents</u> who have served the organization well over the years.

1948

Since 1948 Chapters have been the lifeblood of the Society of Cosmetic Chemists. We now have 19 Chapters throughout the United States and Canada, which conduct monthly meetings, educational seminars, suppliers' days and publish monthly newsletters. These Chapters are run by dedicated volunteers who lend their time and expertise to the smooth and efficient operation of each Chapter.

1999

At the turn of the century, our Society launched their first website with a mission to reach a larger audience while extending enhanced services to our membership. By digitizing our historic journals, we have an inventory of our evolutionary progress in developing new products based on sound standards.



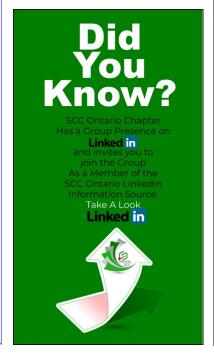
Presenters Wecome!!!

The SCC
Ontario Chapter
board is currently accepting submissions
for presentations! Interested parties can
submit a presentation
abstract and a biography. Your talk may
be accepted for either
a Chapter meeting or
Education Day.

Please send all enquiries to Andy Halasz (speaker coordinator) at

bhalasz39@gmail.com





NEWSLETTER POSTING DATES FOR 2021

Here are the dates for 2021 that the Northern Highlights Staff plan to post the 5 newsletters for the year;

- January 14th
- February 10th
- April 29th
- August 26th
- October 7th



(or as close as we can get)

Should posting dates change throughout the year the most up to date list can be found at;

http://www.ontarioscc.org/ newsletters.htm



CALL FOR ADVERTISERS!!



The SCC Ontario Chapter would like to take this opportunity to thank all of our sponsors for the 2021 Newsletters. Now is the time to request advertising for the year 2022. We will be maintaining our rates for 2022. The rates as listed will include a minimum of 5 issues of our newsletter.

All fees will be due by December 31, 2021 and must be received in order to be included in our January 2022 issue.

Since the newsletter is offered in an electronic Adobe format, we prefer colour versions of your ads as they will translate much better and stand out to the reading public.

If you are a new company looking to advertise with us, please submit the registration form found below. <u>Currently we have a waiting list for new advertisers</u> and preference will be given to those currently on the list. When spaces open up you will be notified and given the option to submit your ad.

If throughout the year you would like to replace your ad with a more recent version this can be done at any time. The ad will be changed in the next issue of the newsletter. Newsletter posting dates can be viewed at;

http://www.ontarioscc.org/newsletters.htm

Please make all payments to the "SCC Ontario Chapter" and send your ad to Vera Matovina.

AD SIZE (INCHES)	AD CHARGE
1 X 3	\$150.00
2 X 2	\$175.00
2 X 3	\$250.00
2 X 4	\$300.00
3 X 3	\$350.00
3 X 4	\$400.00
4 X 4	\$500.00
4 X 8	\$700.00
8 X 8	\$1200.00

CONTACT

Submit all advertising inquiries to:

vera@plantpower.ca

N
•

	ERTISING REGISTRATION FORM
NAME:	MAIL TO: 64 Arrow Rd.
COMPANY NAME:	Weston ON, M9M 2L
AD SIZE:	
AMOUNT ENCLOSED:	<u>Make cheques</u> <u>payable to</u> :
	SCC Ontario Chapt

UPCOMING EVENTS

September 21st-22nd, 2021 On-Line Webinar	SCC Ontario Education Day— Online CEP Course: GMPs for Cosmetics in Canada—Karl F. Popp, R. Ph
November 4th, 2021 On-Line Webinar	SCC Ontario Chapter Meeting— "New Perspectives on Aging Skin" EMD Performance Materials— Howard Epstein, Ph.D.
November 26th, 2021 The Venetian, Vaughar Ontario	Annual Holiday Dinner Dance
February 3rd, 2022 The Venetian, Vaughan Ontario	SCC Ontario Chapter Meeting— "Formulating Dioxane-Free Products" Dennis Abbeduto
March 10th, 2022 The Venetian, Vaughan Ontario	SCC Ontario Annual Regulatory Meeting—TBA
May 26th, 2022 The Venetian, Vaughan Ontario	SCC Ontario Chapter Meeting— TBA
July 2022 Caledon Woods Golf Club	TBA
September 22nd, 2022 The Venetian, Vaughan Ontario	SCC Ontario Education Day— TBA
November 3rd, 2022 The Venetian, Vaughan Ontario	SCC Ontario Chapter Meeting— TBA



ONTARIO CHAPTER SCHOLARSHIP PROGRAM SOCIETY FOR COSMETIC CHEMISTS

The support of Cosmetic Science Education and Research are central to the goals of the Society of Cosmetic Chemists (SCC). The Ontario Chapter has developed a Scholarship Program available to students planning to complete

cosmetic science research in Canada. In the past, the \$1000.00 award has been presented to students from Seneca College, University of Toronto, University of Waterloo, University of Guelph and McMaster University. The program began in 2003 and over 20 students have received awards.

Interested students are invited to submit a brief one page outline to Dennis Zuccolin, Director of Scholarships at dzuccoli@estee.ca. The scholarship applications will be reviewed by the SCC Ontario Chapter Board members. Students awarded a scholarship can also apply for additional support (up to \$1000.00) to cover research and development costs, training and conference expenses.

The Ontario Chapter has supported the Seneca College Cosmetic Science Program and students by providing several scholarships. Students of the Seneca School of Biological Science and Applied Chemistry will also be supported with a new award starting in the current school year.

Successful scholarship and award candidates are encouraged to attend SCC meetings, volunteer at events, collaborate with members, prepare a poster presentation, write an article for the newsletter and make an oral presentation on their research at a chapter meeting.

NORTHERN HIGHLIGHTS STAFF

PUBLISHER: ROB QUINLAN ph: 905-595-2618 rob.quinlan@azelis.com

AZELIS CANADA INC

EDITOR: ANDREA BOYLAN ph: 905-795-0911 andrea.boylan@andicor.com

ANDICOR SPECIALTY CHEMICALS CORP

ADVERTISING: VERA MATOVINA ph: 416-766-1254 vera@plantpower.ca

PLANT POWER

MEMBERSHIP

For those who would like to become members, yearly fees are \$160 US. Applications are available from your Executive Committee or on-line at;

http://www.scconline.org/membership/

Please return the completed form at your convenience and reap the benefits of the SCC. For renewal memberships, please send payments directly to the SCC National Office. For your convenience, National will accept payment by **VISA**, **Mastercard or AMEX**. Please contact National for details.

Presentation Library

Peruse our wide selection of presentations from previous meetings

http://www.ontarioscc.org/presentations.htm

ATTENTION MEMBERS

Unemployed and Emeritus members may continue to attend monthly meetings free of charge.

Please contact the registra-

Please contact the registration booth upon arrival.

Unemployed membership is free of charge by submitting the renewal form with unemployment details.



Address Changes??

Throughout the year many of our members change jobs or relocate

and forget to notify the National Office. Without notification, these members may not receive important mailings and eventually are made inactive. If you know of someone who has moved, please ask them if they have contacted the National Office regarding their address change.