
MARKETING GUIDE
FOR
COSMETIC - PHARMACEUTICAL
INDUSTRIES

PLAINTIFF'S
EXHIBIT
WCD-49

GLOSSARY OF TERMS

BACTERIA CONTROL - or the indication "B.C." designates that the product was processed in some way to eliminate or control bacteria or mold present. WC&D control is usually 0 colonies of gram positive type bacteria and less than 100 colonies per gram of mold. Any discussion on this subject or correspondence must be handled through our laboratory not by salesmen or sales desk personnel.

C.T.F.A. - denotes a specification, standard, or test method to control purity to cosmetic industry requirements. C.T.F.A. stands for Cosmetic, Toiletries and Fragrance Association. (formerly called T.G.A.).

D & C COLORS - means organic colors certified for use in cosmetics, mostly lipstick and cannot be used around the eyes. These colors are all dispersible and not water soluble as are F D & C (food colors). We do not sell food grade certified colors.

F.C.C. - Food Chemical Codex is a compilation of standards for food grade chemicals.

F. D. A. - Food and Drug Administration - a federal department charged with setting controls on food and cosmetics and regulate many of our products. For example, they certify our D & C colors.

F. D. & C. - Food, Drug & Cosmetic - these are certified colors for use in Food products and are usually water soluble. They are also used in cosmetics and drugs but we do not sell this type color.

GRAS - a term not now generally used but means "generally regarded as safe" because of past history of safety.

N.F. - stands for a specification control listed in the National Formulary another source of control for the pharmaceutical industry. This source of information is quite the same as U.S.P. but ruled by a different group. Products can be listed as both N.F. and U.S.P. Some materials are listed as N.F. and not U.S.P. or vice versa.

OSHA - stands for Occupational Safety and Health Act. This is a federal department responsible to control safe conditions for workers. This would refer to dust, asbestos, arsenic, lead, or other limits of harmful substances as relates to our products.

continued

Glossary of Terms - continued

U. S. P. - a notation in the nomenclature of a product indicating a specification standard listed in the United States Pharmacopoeia to control products for use in drugs but also used by other industries such as cosmetics or foods.

GENERAL AND CONTINUING GUARANTY - is a method we use for customers who request a check or statement from us that our product meets specifications - this letter eliminates the necessity of sending confirmation on each and every shipment.

CERTIFICATE OF ANALYSIS - a certificate stating our product meets standards requested such as U.S.P, C.T.F.A., N.F. or even our own specification. Sent on request only.

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Blanc Fixe - Barium Sulphate, Precipitated "French White"

Bentonites - Mineral Colloid - Powdered - Granular
U.S.P. and Technical

Calcium Carbonates - Precipitated U.S.P. Chalk & Calcite

Calcium Sulphates - Anhydrous, Hydrous N.F.

Clay - see Kaolin

Colors - "Thomasset Colors" - Certified Organic for lipsticks
Purified Inorganic Pigments "B.C.", Lo-micron

Fullers Earth - Powdered - Granular

Hydro-Magma Paste - Magnesium Hydroxide in water

Kaolin - Colloidal - Airfloated - Lo-micron
Domestic - English - N.F.

Lime - Hydrated N.F.

Magnesium Carbonate - Light, Heavy, N.F.

Magnesium Hydroxide - N.F. Powdered and Paste

Magnesium Oxide - Light, Heavy U.S.P.

Mica - Water Ground cosmetic grade, Bacteria Controlled

Mineral Colloids - Albagel - Albagen - Bentolite
U.S.P. and Technical

Soapstone - see Talc

Stearates - Aluminum, Magnesium, Calcium, Zinc, U.S.P.

Talc - DOMESTIC, Alabama, North Carolina, Metropolitan, Texas
IMPORTED, Italian, French, Korean

Special grinds for bath powders, press powders, tablet-coatings,
aerosols, lo-micron

U.S.P., C.T.F.A., Bacteria Controlled, Technical

Titanium Dioxide - Purified C.T.F.A., U.S.P., N.F. - Bacteria Controlled
Water dispersible, Oil dispersible

Zinc Oxide - U.S.P.

<u>Code No.</u>	<u>Product Description</u>	<u>Uses</u>
604	Alumina, Hydrated "Hydral 710", 1 micron)))
614	Alumina, Hydrated C-331)) As abrasive
617	Alumina, Hydrated)) Toothpaste - Skin Products
619	Alumina, Hydrated C-33)) etc.
639	Alumina, Hydrated C-31)) controlled particle size
647	Alumina, Hydrated "Hydral 705" ½ micron)))

<u>Code No.</u>	<u>Product Description</u>	<u>Uses</u>
1525	Barium Sulphate Imported "Blanc Fixe"	Bulk Density control White Filler - sometimes referred to as "French White"
2278	Barium Sulphate Imported "Blanc Fixe"	
49	Bentonite, Technical Grade	Not recommended for cosmetic or pharmaceutical use. Use for filtration and waste control
344	Bentonite, Technical Grade 30-40 mesh Granular	
670	Bentonite U.S.P. 5 micron	Low cost USP Montmorillinite. Use for facial mask-gelling and suspension-Grit free-High Gel type
4430	Bentonite "Bentolite H"	High Gel-excellent white color
4439	Bentonite "Albagen"	Mineral colloid of highest quality and purity for food, cosmetics and pharmaceutical uses.
4444	Bentonite U.S.P. "Albagen Premium"	
4446	Bentonite "Albagen Regular"	

<u>Code No.</u>	<u>Product Description</u>	<u>Uses</u>
64	Calcium Carbonate, Precipitated) USP - English - Dense) 76 - 86 lbs./cu.ft.)	
300	Calcium Carbonate, Precipitated) USP, Light 12-13 lbs./cu.ft.)	
2048	Calcium Carbonate, Precipitated) USP, heavy mix)	Toothpaste, tablets, capsules, cosmetic make-up
2064	Calcium Carbonate, Precipitated) USP, extra heavy)	products.
2090	Calcium Carbonate, Precipitated) USP)	Controls density in tableting
2923	Calcium Carbonate, Precipitated) Heavy, 23-29 lbs./cu.ft.)	
2924	Calcium Carbonate, Precipitated) USP, extra light 14 lbs./cu.ft.)	
2925	Calcium Carbonate, Precipitated) USP, medium 13-15 lbs./cu.ft.)	
2931	Calcium Carbonate) Food Grade (complex))	

Calcium Carbonates - controlled density prepared to customer's specification are also available.

164	Calcium Sulphate) Anhydrous)	Nutrient in food and beverages
255	Calcium Sulphate N.F.) Hydrous "Terra Alba")	Use as a binder in tablets, etc.
256	Calcium Sulphate N.F.) Hydrous "Terra Alba")	
115	Fullers Earth) 110 mesh (coarse))	Attapulgate Type - used for absorption, filtration, filler, etc.
2829	Fullers Earth) "Min-U-Gel 400")	

<u>Code</u> <u>No.</u>	<u>Product Description</u>	<u>Uses</u>
347	Kaolin, English Colloidal N.F. White	Use for suspension lotions
825	Kaolin, Medicinal	facial talcum powders
2462	Kaolin, White Domestic "Hydrite #121"	face products - creams, lotions
2747	Kaolin, Colloidal Fine N.F. - B.C.	Internal absorption -
2749	Kaolin, Colloidal N.F. - B.C.	pharmaceutical lotions and creams
802	Lime (Calcium Oxide) Chemically Hydrated	
309	Magnesium Carbonate Light - N.F.	Antacid - Bulk agent Fragrance retention
320	Magnesium Carbonate Heavy - N.F.	Buffer - Conditioning agent
314	Magnesium Hydroxide Paste Standard Viscosity	Milk of Magnesia base and Antacid
370	Magnesium Hydroxide N.F. Powder	
310	Magnesium Oxide Heavy - USP	Use in Antacids
311	Magnesium Oxide Light - USP	
280	Mica, Water ground, white Cosmetic Grade B.C.	Use for slip and glitter in powders & makeup products

<u>Code No.</u>	<u>Product Description</u>	<u>Uses</u>
907	Aluminum Stearate) Standard Medium Gel)	Also available))
2285	Aluminum Stearate) Non gel)	in) Lubricants & Gel) Low and High Gel)
1345	Calcium Stearate)	Both Calcium and Magnesium
2307	Calcium Stearate) "Food Grade", also "Kosher")	
905	Magnesium Stearate) USP)	Stearates are used for making tablets, Magnesium
2311	Magnesium Stearate) USP Food Grade)	Stearate is usually preferred for this.
695	Zinc Stearate USP)	Pharmaceutical Tablets. Lends adhesion to powders. Anti-caking body agent in shaving creams and lotions.