

Dear Friends,

I love summer! The butterflies and bees and songbirds are out in full force now. A clan of Cardinals has claimed ownership of the feeders outside my office window. The two feeders are set in the middle of a small garden of *Camellia sinensis* plants, various perennials and annuals, a birdbath and the sunflowers they planted earlier in the season. Several generations of cardinals feast all day long and play among the plants—often feeding one another. I have counted ten or more around the feeder at one time! One of the just-turning-red and not-so-small males, still sits for his smaller mother to feed him!

Summer in South Carolina means hot weather. Even the hummingbirds have to sit on the fence and rest a while. It is a good thing we have had lots of cold, sweet watermelon and cantaloupe for after gardening refreshment. To beat the heat, I have also been treating myself to a late afternoon delight—fruit smoothies---yummy! I have to thank my Canadian friend, Sherri, who inspired me with her decadent sounding raspberry milkshakes. We cannot grow raspberries very successfully here in the south, so I used our own southern specialties---peaches and blueberries! I make them with fresh peaches, our own blueberries, some turbinado sugar or honey, and vanilla yogurt. So easy, so good for you and absolutely delicious!

Our moving has kept us from doing as much gardening this summer as we had planned. Just a couple of weeks ago, I finally sowed seeds for red okra that I have been looking forward to seeing and trying. They germinated in a couple of days and are now ready to transplant into the garden. Okra loves hot weather and will be killed at the first frost, but they may have just enough time to mature. The crowder peas should have been sown in late June, but I planted some a couple of weeks ago anyway. Crowder peas are legumes, called southern peas. They are delicious with onions and rice and then in the winter with with collards and cornbread! Crowder peas taste a little bit like boiled peanuts---another southern delicacy! I did not have time to plant the huge border of zinnias that I have done every single year for the past eight or so. But in several areas they have come up on their own and the plants are especially lovely! The summer would not be complete without at least a few of those happy flowers. The butterflies and I are so appreciative of their wonderful visit to our garden! It is just about time to sow the rye and clover winter cover crops. Our southern winters are short, but grey and brown nonetheless. The lovely green rye and clover nourish both the earth and my soul over the winter. The seasons come and go so quickly.

Movers and Shakers!

This issue of The Herbarie Update continues our new segment called Movers and Shakers. Each segment will highlight individuals and companies in the realm of cosmetics, toiletries or related fields.

We are pleased to introduce you to Bella Luccè Skincare! Bella Luccè Skincare <http://www.bellalucce.com/> is an international company specializing in wholesale and retail skincare products, such as moisturizers, scrubs, soaps and other bath essentials. Bella Luccè products and the company behind them are forging a new path in the industry thanks to their decidedly different approach to skincare.

Their philosophy is based on excellence in product and a commitment to community and the environment.

Bella Luccè owner, Lela Barker, of Columbia, South Carolina, shares her personal story on how Bella Luccè was created. "My older sister developed odd tumors in her breast several years ago. She underwent surgery to have them removed and I began my journey to figure out why my sister was plagued with these and what had caused them. One of her doctors gave us a list of possible causes, among them some components of popular skincare products in this country. That started me down the path to research the ingredients of some of the skincare products that are commercially available. I decided to create products with a more natural emphasis for use by my sister and extended family. A hobby was born and, years later, I decided to turn that hobby into Bella Luccè and launch a full-scale business."

But how does one go about turning a great idea into a viable business? I asked Lela this question. "In 2001, as a divorced single mother of two small children, I moved across the state to be closer to my parents. I did not want to put my children in childcare, so I began to think creatively about how to earn an income. That's when I decided to take what had been a hobby and go full-scale with it. I took literally ALL the money I had as a single mother (a few hundred dollars) and started the company. I made a list of only the most basic supplies needed to start and it was a huge effort to stretch those dollars. I bartered for services, asked family to lend their talents (product testing, photography, marketing ideas, etc.), and refused to hire anyone for a task I could possibly do myself. It took 9 long months to get the company off the ground--we launched September 2003. Every dime of my first sale went back to the company. And that was the way it was for a bit- I took every dime that came in and used it to upgrade the website, launch a new product, buy a better printer, etc. When you start with limited capital, you really have to watch every penny, purchase only what you need and become a jack-of-all-trades. It's a strategy that's worked well for us: nine months after our launch, Bella Luccè has accounts in 14 states and distribution in the UK...and it all started with a few hundred dollars."

Since September 2003, Bella Luccè has grown to include a production assistant and five sales reps. "My reps are scattered across the country, but my production assistant is local to me and helps measure ingredients, apply labels to finished products, mold bath bombs, etc. Right now, we are working with a lab to manufacture some of our hydrous products and that's allowing me to delay the process of hiring new people to help me manufacture. We have a great program designed specifically for spas who want to utilize our products in-house, and we do that in addition to our traditional wholesale and retail business. Bella Luccè's best sellers in the retail line are our collection of scrubs. I only offer a few varieties (Wildberry, Cranberry-Yuzu and Green Tea with Crushed Rice), but they're huge sellers. I use an emulsified scrub base...the concept behind emulsified scrubs was born on several soap boards by some brilliant formulators. I took that concept and developed my own formula, adding some interesting additives in great fragrances with sleek packaging. All the scrubs have done really well for us."

I asked Lela about the toughest and most enjoyable aspects of running Bella Luccè. "The toughest is definitely finding the time to do it all. This job is incredibly demanding and I live it 24 hours a day.

We have grown much faster than I anticipated and I often feel as if I am treading water to keep up. I recently set up office hours for myself and that has truly helped discipline me; it is so easy to be consumed by a business of this nature. While I really enjoy creating new products, my first love is the marketing. I probably only spend 10% of my time on production, with the rest being divided between product formulation/research and creating marketing tools and incentives to help us obtain new accounts and then keep those accounts moving product out the door."

For all of us enterprising entrepreneurs, Lela offers some inspiring words. "There is so much to learn in this business and it is still a huge learning process for me everyday. I think my best advice is two part: 1) Be like that which you want to become and 2) treat it like a business. I have always been very careful about the image I wanted my company to project because I wanted to portray us a serious contender for large accounts. Bella Luccè was fortunate enough to be approached by some well-respected spas almost as soon as we started the company, and I made a very concentrated effort not to appear as a small business crafting lotion in my kitchen- they never would have accepted that. It is not about being dishonest, but it is about taking yourself (and every aspect of your business) seriously so potential clients will too. One mistake I made was initially offering too many fragrances- I couldn't keep up that variety in any serious production volume. And I chose the cutest Malibu tubes for my packaging, but the equipment in most labs could not fill those tubes, so I had to totally revamp my packaging so that we could move forward with lab production. It pays to think way ahead if you are planning to expand. Dream BIG and then go after it! The second part of my advice is to "treat it like a business." Look carefully at every aspect of your company---- from your product offerings to the phone number and address you list on your business cards and website, to the way you approach and manage accounts, to the way you package your products and manage your finances. If it is a business, you have to treat it as such. For me, that meant limiting the number of fragrance options I chose to offer, establishing a bank account, phone number and PO box specifically for this business, selecting packaging I could get consistently from several manufacturers (in case one discontinued an item), and keeping a consistent collection of products."

"I have found inspiration and guidance in many places: talking to chemists, touring labs, reading books at the library and joining several internet forums. But one of my most invaluable resources is The Herbarie. Their formulary is an incredible tool that I access often as a "jumping-off" point when developing a new formula. Angie herself has been wonderful, offering advice on particular ingredients or formulas whenever asked. And I appreciate that The Herbarie offers a wide variety of quality ingredients- many of which I cannot find anywhere else in these quantities. In a fiercely competitive and often over-saturated marketplace, the specialized ingredients I find at The Herbarie have really helped give my company an edge."

So, what kind of plans does Bella Luccè have for the future? "I would love to have a lab completely take over the manufacturing and I am always working to secure more wholesale accounts. Hmmm- being on Oprah would not be too bad and Sephora is welcome to pick up the line whenever they are ready. Hey, I told you we dream big around here!"

Lela Barker
Bella Luccè Skincare
phone: 800.485.3079
fax: 800.485.3079
PO Box 1288
Columbia, SC 29063

Congratulations to Bella Luccè and best wishes for continued success!

[Bella Luccè Skincare](#)

New Products from The Herbarie!

As promised, we have several new products to offer. The Herbaries newest hydrosol/distillate -- Rosemary Hydrosol, the new Chamomile Extract, Potassium Sorbate, and Vitamin C (Ascorbic Acid).

[New Products](#)

Chamomile Extract

Soothing, skin conditioning water-soluble extract. Excellent for dry skin. Use in toners, lotions, creams and other skin care products.

[Chamomile Extract](#)

Rosemary Hydrosol (Rosmarinus officinalis)

The herb of Remembrance--fresh, green, balsamic Rosemary! The herb contains constituents that are anti-microbial and analgesic and it has a variety of traditional uses. The Herbaries Rosemary Hydrosol is hydrodistilled from our own fresh plants and is exceptionally lovely. It is useful in many skin and hair care products. It can be used as part of the water phase in formulations or diluted for use in a spray for skin or hair. Very nice combined with Melissa Hydrosol!

[Rosemary Hydrosol](#)

Ascorbic Acid (Vitamin C)

Food grade antioxidant. Useful for adjusting pH in formulations.

[Ascorbic Acid \(Vitamin C\)](#)

Potassium Sorbate

Forms sorbic acid when dissolved in water and is the most widely used food grade preservative. It is effective up to pH 6.5, but is more effective as the pH decreases and becomes more acidic. Potassium sorbate is effective against yeasts, molds, and some bacteria. It is used in the food industry from 0.025 to 0.10%. Can be used to increase the pH in formulations. If potassium sorbate is used as a preservative, the pH of the finished product may need to be reduced for potassium sorbate to be effective.

Potassium sorbate is not a broad spectrum preservative for cosmetic use. All cosmetic products should undergo microbial testing to ensure the efficacy of any preservative system.

[Potassium Sorbate](#)

Exciting New Group - The CosmeticLab!!

Announcing a new and exciting group -- The CosmeticLab! This yahoo group is dedicated to the art, science and technology of formulating cosmetics and toiletries:

<http://groups.yahoo.com/group/CosmeticLab/>

The CosmeticLab is a friendly place to learn about raw materials, and exchange ideas, concepts, and formulas for cosmetics and toiletries. The list owner, Maurice Hevey, is an experienced cosmetic chemist who brings a wealth of knowledge and information to the group. The membership is diverse and the only requirement is to be willing to learn! Please take a look -- I hope to see you there!

[The CosmeticLab](#)

From the The Herbarie Formulary!

Here are a few formulas that I would like to share with you. They are not yet in our Formulary since I wanted to share them with you first!

Bergamot Bath and Shower Gel

Lovely clear gel with a squeaky clean afterfeel! This is a simple and easy formula that is gently cleansing and high foaming. Decyl Glucoside is a natural source, ultramild nonionic surfactant that is recommended in formulas for sensitive skin. Sodium Coco-Sulfate is often used as a natural source, high foaming, anionic cleansing surfactant. These two natural source surfactants make a dynamic duo in this formula!

Part A

Decyl Glucoside 15% = 75 grams

Sodium Coco-Sulfate 5.5% = 27.5 grams

Crothix 1.0% = 5.0 grams

Glycerin 3.0% = 15 grams

Distilled Water 69.5% = 347.5 grams

Part B

LiproSilk 3.0% = 15 grams

DI Panthenol 2.0% = 10 grams

Bergamot FCF essential oil 0.7% = 3.5 grams

Liquid Germall Plus 0.3% = 1.5 grams

Total 100% = 500 grams

Part C

Ascorbic Acid (Vitamin C) (approximately 0.3% or as needed to adjust pH to 5.5)

This is a very easy formula that can be made in one pot. It does not require separating heating of phases. It does require the use of a pH meter to adjust the finished pH. Decyl Glucoside and Coco-Sulfate are both alkaline. Without adjusting the pH, the finished formula will be 8.5-10.0.

Begin by weighing and combining all ingredients from Part A. Heat until Crothix is melted/dissolved. Cool to 120F or less. Add Part B with mixing. Add Part C (or other acid) to adjust pH to 5.5.

My Silk and Shine Renew Shampoo

This formula was created especially for me! It is a wonderful combination of very mild surfactants, nutrients and conditioners that make hair sooo silky and shiny! This shampoo is perfect for color-treated or very dry hair. Disodium Cocoamphodiacete (2C) and Polyfactant DLS are THE mildest surfactant combos that are currently available. GuarSilk and VenaSilk are both hydrocolloids that provide silkiness and excellent conditioning; they also increase viscosity and boost foam. Botanical Complex HC, Rosemary Hydrosol, Hydrolyzed Wheat Protein and dl Panthenol help hair to retain moisture. These water-soluble ingredients also help hair to resist damage by smoothing the hair cuticle and adding shine. The Herbaries nutrient-rich ester, Botanical Complex LHC, helps with wet-combing and leaves hair shiny and soft. Rosemary essential oil, complements the overall formula.

Part A

Distilled Water 28.0% = 141.5 grams
Rosemary Hydrosol 10% = 50 grams
Botanical Complex HC 5.0% = 25 grams
Hydrolyzed Wheat Protein 5.0% = 25 grams
GuarSilk 0.5% = 2.5 grams

Glycerin 3.0% = 15 grams
VenaSilk 1.0% = 5 grams

Part B

Polyfactant DLS 20% = 100 grams
Disodium Cocoamphodiacetate (2C) 17% = 85 grams
Crothix 1.3% = 5 grams
Botanical Complex LHC 3.0% = 15 grams

Part C

DI Panthenol 5.0% = 25 grams
Rosemary essential oil 0.8% = 4 grams
Liquid Germall Plus 0.4% = 2 grams

Part D

Citric acid (as needed to adjust pH to 5.5)

Total 100%

Since this formula has several steps, it is not recommended as a beginning shampoo formula. There are different ways to put this formula together, but I will explain the compounding procedure I used and the equipment needed.

Equipment: digital scale with accuracy to a tenth of a gram (0.1g), pH meter, thermometer, two stainless steel pots, small weighing dishes, glass or stainless steel stir rods, spatula. I use direct heat from a stovetop or hotplate, not a microwave or a double boiler.

Step One:

- Using one of the stainless steel pots, weigh distilled water.
- Using one of the weighing dishes, weigh GuarSilk.

-Add GuarSilk to room temperature, distilled water with mixing. Continue to mix periodically for approximately 10 minutes keeping mixture smooth—a whisk may be used, but do not use a stickblender or other highshear mixer. Do not allow clumps to form! When mixture begins to thicken—after approximately 10 minutes, add remainder of Part A ingredients in the order they are listed, except for VenaSilk and Glycerin. Weigh VenaSilk and Glycerin and combine in a small weighing dish, mixing into a paste. Add this paste-like mixture to the stainless steel pot with other Part A ingredients. Mix and set aside.

Step Two:

-Combine all ingredients from Part B in a stainless steel pot and heat until Crothix is dissolved/melted—usually around 170F. Heat Part A ingredients to approximately 165F, combine Part A and Part B ingredients and mix gently.

Step Three:

Remove from heat and cool until mixture reaches 120F. Add Part C ingredients.

Step Four:

The pH will be approximately 7.5-8.0. Add citric acid from Part D or other acid until pH is around 5.5. As pH is decreased, the shampoo will thicken somewhat, but will still seem thin. Due to the nature of some of these ingredients, viscosity will increase over time—usually overnight.

My hair is long, medium brown, somewhat dry with gold highlights from chemical treatment and sun exposure. The following substitutions are recommended for blond or red hair:

- Chamomile Extract for Rosemary Hydrosol
- Calendula Extract w/s for Botanical Complex HC
- Calendula Extract o/s for Botanical Complex LHC

This shampoo should be followed with a daily conditioner, such as Amy's Ultra-Conditioning Conditioner. At least once a week, a deep conditioner is recommended for very dry hair.

Tips for Making Shampoo and Body Wash

-The methods and procedures vary with each formula. Sometimes there are separate phases and sometimes all ingredients can be combined and heated together.

-A scale that weighs to 0.1 gram is an essential tool for making cosmetics and toiletries.

-A pH meter is an essential tool for making cosmetics and toiletries, especially shampoo/body wash.

- Crothix is water-soluble and can be heated with the liquid surfactants or with the distilled water.

Crothix may need to be increased or decreased slightly for personal preference, but I have never used more than 2% in a shampoo/body wash. Depending on the formulation, 1.0% to 1.8% is my suggested range. - Keep in mind that the shampoo will build viscosity over time.

-Hydrocolloids—gums and starches, like GuarSilk and VenaSilk---work by absorbing water and very often a too-thin shampoo will be perfect by the next

morning.

- The pH is important and will effect the viscosity of shampoo.
- Fragrance or essential oils will effect shampoo and body wash.
- Oils will compromise foam and should be used sparingly (if at all) in shampoo.
- Emollient esters will add shine to hair and provide ease in wet-combing.

Kayla's Hair Conditioner

This formula was created for Kayla, who handles our packaging, processing and shipping at The Herbarie. Kayla has beautiful dark brown, very long, very thick, naturally wavy hair. She washes her hair everyday and it had become dull, dry, unmanageable, with a tendency to frizziness. After two weeks of using a variation of Amy's Favorite Shampoo and Amy's Ultra Conditioning Conditioner it was much more manageable and had a healthier look, but still needed more conditioning. We came up with the idea for this deep conditioner that can be used as often as needed. Her hair has regained its natural lustre, her curls are manageable and there is no frizz. We love the results!

Part A

Distilled Water 34.7% = 173.5 grams
Botanical Complex HC 10% = 50 grams
Rosemary distillate 20% = 100 grams
Glycerin 5% = 25 grams

Part B

BTMS 4.0% = 20 grams
BTMS-50 3.0% = 15 grams
Jojoba Oil 5% = 25 grams
Virgin Coconut Oil 5% = 25 grams
Botanical Complex LHC 3% = 15 grams

Part C

Germall Plus Liquid 0.3% = 1.5 grams
dl Panthenol 5% = 25 grams
Hydrolyzed Wheat Protein 5% = 25 grams

Total: 100% = 500 grams

This formula is a simple emulsion and is easy to make.

1. Combine ingredients in Part A and heat to 175F.
2. Combine ingredients in Part B and heat to 175F.
3. Add Part A to Part B with high shear mixing.
4. Cool emulsion to 120F or less. Add Part C with mixing.
5. Emulsion will be quite thick, but can be bottled for ease in dispensing.

Herbarie BTMS Botanical Cream

The Herbarie BTMS Botanical Cream is extra moisturizing, nourishing and has a soft, velvety feel. This formula features our new Melissa, Rosemary, and Honeysuckle Hydrosols! The Herbarie Hydrosols are distilled from fresh botanicals that are traditionally used in skin care. The antiseptic qualities of these hydrosols make this cream especially useful as a gardener's hand cream. Shea Butter, Jojoba Oil, Meadowfoam Oil, Olive Squalane and Botanical Complex LSC contribute to the richness of this cream, while the excellent substantive properties

of BTMS-Conditioning Emulsifier leave skin silky smooth. Hydrolyzed Oats provide extraordinary moisturizing qualities and excellent feel to any skin care product. Studies have shown that hydrolyzed oats retain significantly more moisture no matter what the humidity, and gain up to 50% more moisture at relative low humidity-when extra moisture is most needed.

Part A

Melissa Hydrosol 18% = 90 g
Rosemary Hydrosol 15% = 75 g
Honeysuckle Hydrosol 5% = 25 g
Distilled Water 36.0% = 180 g
Glycerin 3.0% = 15 g
Hydrolyzed Oats 2.0% = 10 g

Part B

Emulsifying Wax NF 3.0% = 15 g
Conditioning Emulsifier 5.0% = 25 g
Shea Butter 7.0% = 35.0 g
Jojoba Oil 2.0% = 10.0 g
Meadowfoam Seed Oil 0.5% = 2.5 g
Olive Squalane 0.5% = 2.5 g
Botanical Complex LSC 2.0% = 10 g

Part C

Germall Plus (preservative) 0.5% = 2.5 g
Rosemary Essential Oil 0.5% = 2.5 g

Total 100.0% = 500.0 grams

Heat Part A to 75C/170F. Heat Part B to 75C/170F. Add Part A to B with mixing. Continue to mix and cool to 50C/122F or less. Add Part C with mixing.

Herbarie BTMS Botanical Cream is easy to make. Many variations of this cream are possible and encouraged—experimentation can be so interesting! Some possible substitutions/additions include allantoin for a Gardener's Hand Cream or Peppermint essential oil for a soothing, cooling foot cream.

SMC Taurate Price Reduction!

We are now purchasing larger quantities of SMC Taurate and are able to reduce our pricing on this luxurious, mild surfactant.

[SCM Taurate](#)

Website MSDS

We have recently added MSDS for our products to the website and will continue to add more. We will also be adding a section of Technical Data sheets -- so stay tuned!

[MSDS](#)

New Webpage - About Us

We have recently added a descriptive page about us and our company.

[About Us](#)

Wishing you a wonderful August!

We hope you have enjoyed this issue of The Herbarie Update! Your comments and suggestions are welcome!

Angie Turner

The Herbarie at Stoney Hill Farm, Inc.
630 Turner Road
Prosperity, South Carolina 29127

Phone: 803.364.9979

Fax: 803.364.9974

Web site: <http://www.theherbarie.com>

E-mail: angie@theherbarie.com