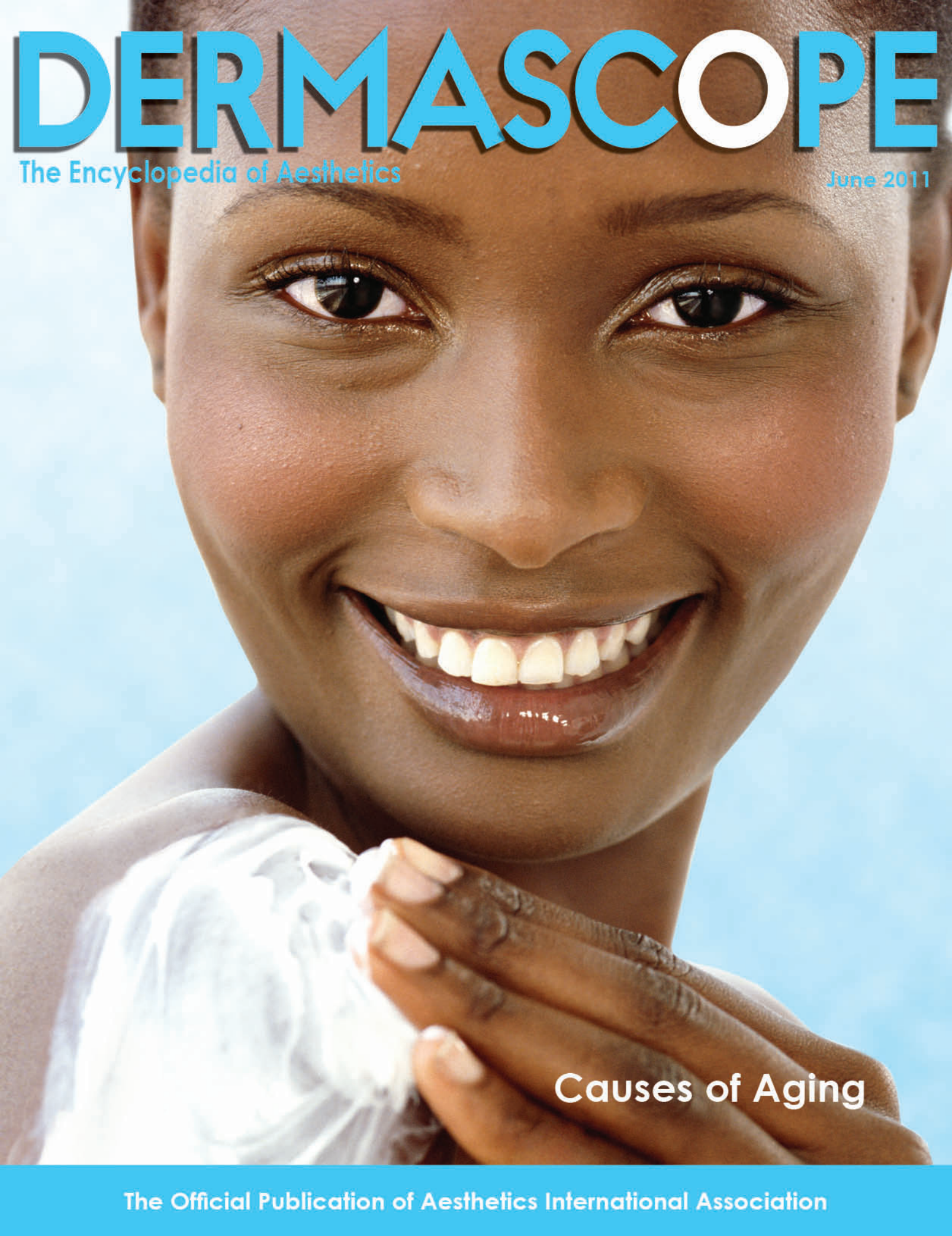


# DERMASCOPE

The Encyclopedia of Aesthetics

June 2011



Causes of Aging

The Official Publication of Aesthetics International Association

# Take Note



## NEW FACES AND SPACES



Cathy Andersen

**Cathy Andersen** was recently promoted to vice president of human resources and facilities for **Universal Companies**. In her new role, Anderson will continue to be responsible for all aspects of human resources including planning and development, compensation and benefits, employee relations, recruiting, and retention, in addition to focusing on facilities and related project work that will better align Universal Companies in the marketplace. Andersen is a seasoned professional with over 20 years of human resource management experience.



Pierre-Yves Lorand

**Yon-Ka® Paris** announces the appointment of **Pierre-Yves Lorand** as general manager for the U.S. territory and he will be based out of the Yon-Ka® USA national headquarters in Rockaway, N.J. In his new executive position, Lorand will oversee all operations for Yon-Ka® in the U.S., including sales, marketing, distribution, and branding strategy. Educated in France and the U.K., Lorand has extensive international experience in business strategy, operations, and management, including particular expertise and a good track record in sales and marketing, account management, and commercial excellence programs.



## AWARDS AND CELEBRATIONS



The 2011 Crystal Award, sponsored by **Les Nouvelles Esthétiques & Spa** to recognize the efforts and longevity of those individuals who have given so much to the profession, was awarded to the late Hubert Lam, OMD, and his wife and business partner of 42 years, Pat Lam. Hubert Lam was a legendary entrepreneur and leader in the skin care industry, a highly respected educator, inventor, and acute businessman who fought tirelessly to advance the rights of the aesthetic profession. He was among the first to bridge the gap between the aesthetic and medical fields. Pat Lam is a CIDESCO Gold Medal award recipient, and was initially inspired by her husband's involvement in the industry. She later grew into an accomplished aesthetician and well-respected educator. She has used her passion for health and fitness to develop educational DVDs and books on wellness for the skin care professional. The Lams represent true pioneers in the skin care and spa industry. Their work has opened doors for many aesthetic professionals around the world.



**académie scientifique de beauté** is happy to announce that they are the recipient of the **H. Pierantoni Innovation Prize 2011**. This prize is awarded by a jury, composed of doctors, journalists, press attachés, cosmetologists, and aestheticians. They study and test products, tools, machines, and concepts to identify those representing a real innovation in skin care, capable of transforming the practice and conception of aesthetics, as well as of improving the quality of the services offered to the customers.



## IN THE NEWS

**Marinello Schools of Beauty** is proud to present the **American Red Cross** with \$25,000 to help rebuild Japan after the devastating earthquake and tsunami. The funds are a result of a companywide **Cut-A-Thon** fundraiser, which took place in March and April. As part of the Cut-A-Thon, 45 Marinello campus locations offered \$5 haircuts to the public and \$2 wristbands with 100 percent of the proceeds benefiting the American Red Cross. Marinello's Burbank campus came out on top giving 241 haircuts; coming in second place was the Ontario campus and in third place was the Layton, Utah location. "With all our campuses joining together for the greater good, we are pleased Marinello can help quake victims in Japan," said Dr. Nagui Elyas, president and COO of Marinello Schools of Beauty. "We'd like to extend a thank you to the clients who participated in the Cut-A-Thon. We couldn't have done this without their help."



From Left to Right -  
Miriam Stone, Marty Stevens-  
Heebner, Jane Wurwand, and  
Allison Long

**Jane Wurwand**, founder and owner of **Dermalogica®**, recently gave the keynote speech at the annual **Women in Entrepreneurship Brunch** at the **UCLA Anderson School of Business**. Wurwand challenged the audience to push beyond the comfort-zone in order to succeed as entrepreneurs, not just with hard work but with unconventional thinking.

The **Mehaz Professional** Facebook page, [www.facebook.com/mehazpro.com](http://www.facebook.com/mehazpro.com), is gaining popularity among nail and skin care professionals around the world. The site is a great way to keep up with what is happening with Mehaz, connect with other professionals, and maybe even win Mehaz implements.

**Rhonda Allison Cosmeceuticals** introduces the new Peptide 38, a powerful complex of next-generation peptides and potent antioxidants that actively corrects the signs of aging using the latest in cosmeceutical technology. The name, Peptide 38, is derived from one of the formula's primary and most powerful, cutting-edge ingredients – Synthe '6 (Palmitoyl Triptide-38 Complex).



For the second year in a row, employees of leading spa supplies distributor **Universal Companies** observed **Earth Day** by planting trees, herbs, and perennials. Universal Companies is a **Guiding Star Sponsor** of the **Green Spa Network**, the only non-profit spa industry resource devoted to bringing greening and sustainability to the health, wellness, and beauty community.

**Spilo Worldwide** is very pleased to announce the recent and generous donation the company made for 2010. Every year, Spilo Worldwide offers their customers a selection of pink products to support breast cancer research. Spilo promotes these products for six months, from July through December and a portion of the proceeds goes to **Expedition Inspiration** in support of breast cancer research.

The efficacy and performance of the latest breakthrough products formulated by R&D company **Molecular Botanicals** for **CA BOTANA** were tested in an *in vivo* clinical trial run by German testing institute, **Derma Consult GmbH**. The tests were conducted on 20 subjects ages 36 to 64 for 28 days; their skin was evaluated at regular intervals to measure the effects of skin hydration, firmness, and elasticity, as well as the decrease in wrinkle depth. The products were found to have 90 to 100 percent effectiveness. After 28 days, impressive results were seen; wrinkle depth significantly decreased by an average of 19 percent, skin hydration increased by 47 percent, skin firmness increased by 18 percent, and skin elasticity increased by 10 percent.

In an effort to continue her hands-on education of the Christina in-cabine treatments and home care collection, creator **Christina Zehavi** traveled from Israel to celebrate the creation of Christina's U.S. company, **Christina-USA**. In an introduction and training meeting recently held in Sarasota, Fla., **Joe Contorno**, president and CEO of Christina-USA, brought together a wide range of experts to learn firsthand about Christina's professional products and treatments. Instructed by Zehavi herself, the three-day training consisted of in-depth education and hands-on training of Christina's seven multi-stage professional treatments.



**Other Zinc Sunblocks:**  
White ☹️ Greasy ☹️ Washes Off ☹️ Yuck!

**SolarexMD InviZinc:**  
Not 😊 Not 😊 Won't 😊 Yum!

InviZinc™ Spf 40 Sunblock

*Professional Formula* Once Daily Application • Matte Finish

SolRx, a 30 year veteran sunblock manufacturer, is the creator of WaterBlock®, the industry's only certified 8 hour waterproof system. Created for the esthetics / dermatology market, SolarexMD with its specific formulation group is sold only into this class of trade. With its blend of zinc, along with "regular" sunblocks, SolarexMD is the cleanest feeling, invisible zinc product in the business - paraben free, without any of the oxybenzone, avobenzone, nano particles or any of the other "bad press" raw materials. Other zinc sunblocks go on heavy, and leave a white sheen. SolarexMD SPF 40 goes on as a matte finish. Because Solarex MD is certified 8 hour waterproof, make-up goes on easily and will not need reapplication, even with swimming, exercise or perspiration.

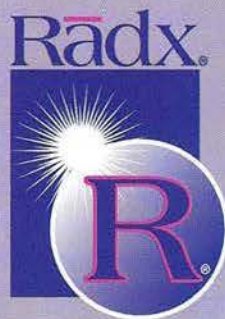
See us in **Premiere Orlando June 5-6 (booth #1816)** and **Las Vegas June 19-20 (booth #1241)**, also in **San Jose & Long Beach**.



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## RADIATION THERAPY

2% Lidocaine • Organic Aloe Vera Gel  
Anti-Reddening • Anti-Inflammatory

Radix was developed specifically for the founder's brother, who going through intensive radiation treatments, developed burn and skin irritation that the usual prescription products did not help. With 30 years in the burn relief/skin care business, and having their firm named one of the top 500 privately held American companies, the founders used their technological expertise to create

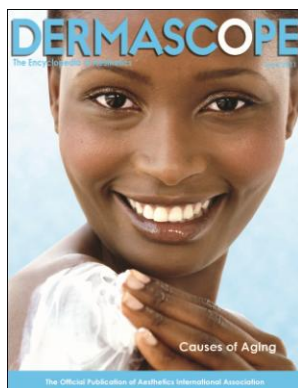
### Radix® OTC Radiation Therapy

Radix has treated several thousand cancer patients over the last 8 years and is used by hundreds of radiation treatment facilities and hospitals. SolarexMD will assist in building relationships with your spa and local oncology nurses.

Radix is now available through Spas and MedSpas throughout the U.S. and internationally. We can work with spa directors and oncologists/cancer centers to facilitate patient sampling, then have the oncology nurses refer patients to the Spa/MedSpa to buy the product. See Radix at Premiere Orlando, Las Vegas, San Jose and Long Beach Shows. For sampling, brochure or order information, please reach us at HQ.

For an e-mailable brochure and treatment protocol contact:  
[patient@radxhelps.com](mailto:patient@radxhelps.com) • [www.radxhelps.com](http://www.radxhelps.com) • 866-411-RADX (7239)

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**DERMASCOPE**  
June 2011  
Circulation: 17,000

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**CHRISTINA**  
It just works