

# How to Add Value to Shea Butter?

Margaret Haven, Speaker



# AGENDA

- **Introduction**
- **Purpose of the Workshop**
- **Ingredients Selection and Blending**
  - **Raw Material**
  - **Packaging**
- **Ingredients Evaluation and Testing**
  - **Raw Material**
  - **Packaging**
- **Mixing and Packaging Fundamentals**
- **Final Product**
- **Demo – Show and Tell**

# INTRODUCTION

## **Educational Studies**

- BS Food Science and Technology minor in Chemistry
- Nutritional Studies
- Cosmetology
- Herbal Science

## **Work Experiences**

- Over twenty five (25) years in the cosmetic, food and educational arenas as a
  - Cosmetic Scientist
  - Food Scientist
  - Plant Manager
  - Quality Assurance and Control Manager
  - Microcomputer Specialist
  - Trainer/ Educator



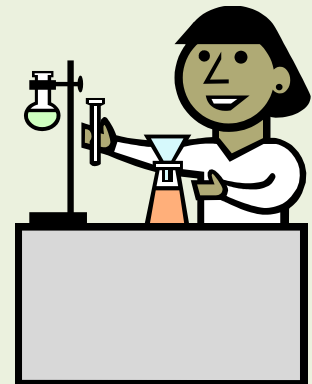
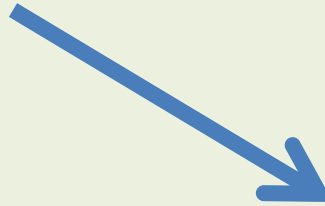
**Margaret Haven**  
*Cosmetic Product  
Developer*

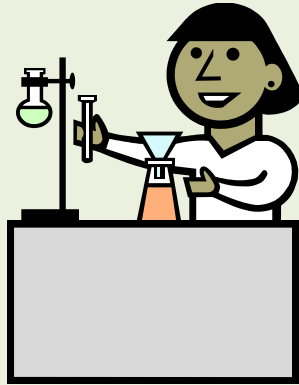
# PURPOSE

The purpose of this workshop is to give exposure to the fundamentals of researching, developing and quality assurance and control processes in manufacturing various Shea Butter products

This course is designed to provide the attendee a platform for producing various Shea Butter products.

# Marketing Strategy





# **INGREDIENTS SELECTION AND BLENDING**

# When Making a Product Consider... Latest Regulatory Requirements

- Food Drug and Cosmetic
  - [www.fda.gov](http://www.fda.gov)
- Any Local State, County requirements i.e.
  - California Safe Cosmetic Program (CSCP) -  
<http://www.cdph.ca.gov/programs/cosmetics/Pages/CosmeticsCompanies.aspx>
- Watch groups i.e.
  - Environmental Working Group (EWG) -  
<http://www.ewg.org/>



# When Making a Product Consider....

- Target Market
- Latest Trend
- Cost
  - High end
  - Middle end
  - Low end





# When Making a Product Consider Product Expected Functions

- Moisturizer
- Firming
- Relaxing
- Exfoliating
- Sun-Screen
- Sun-Block
- Stimulating
- Peeler
- Healer
- Protector
- Trendy
- Toner



# When Making a Product Consider....Types of Raw Ingredients

- **Moisturizers**
  - **Humectants**
  - **Barrier**
- **Emulsifiers**
- **Emollients**
- **Thickener**

- **Waxes**
- **Oils**
- **Active ingredients**
  - **Surfactants**
  - **Anti-oxidants**
  - **pH adjusters**
  - **Additives**

# When Making a Product Consider....Types of Raw Ingredients

## Preservatives



## LET'S TALK



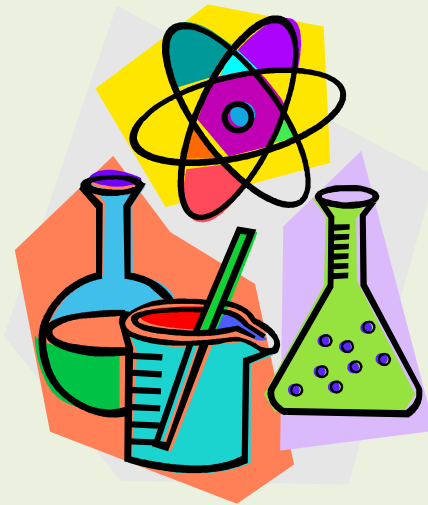
# When Making a Product Consider....

- Product's odor
- Product's final appearance
- Packaging final appearance



# When Making a Product Consider....

- **Quality Assurance and Control**
  - Shelf Life
  - Repeatability
  - Compatibility
    - Raw Ingredients
    - Packaging



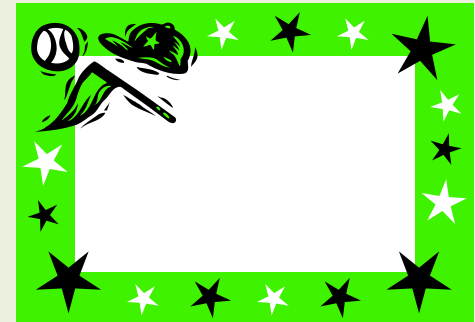
# When Making a Product Consider....

- **Logistic Management**
  - **Alternate Supplies**
  - **Availability of the ingredients/ packaging**
  - **Production Schedule**
  - **FIFO ( First In First Out) LIFO ( Last In Last Out)**



# When Making a Product Consider...Label

- Correct product net weight
- Product information
  - Claims
  - Organic versus
    - Natural ,
    - Chemical,
    - Raw, ( Unrefined)
    - Refined
- Universal Product Council ( UPC code)
  - Container
  - Shipper



# When Making a Product Consider...Label

## ORDER OF INGREDIENT DECLARATION

**DESCENDING ORDER OF PREDOMINANCE  
EXCEPTIONS...**

**ACTIVE DRUG INGREDIENTS  
INGREDIENTS WITH LESS THAN 1%  
CONCENTRATION  
COLOR ADDITIVES  
"AND OTHER INGREDIENTS"**

**21 CFR 701.3(a), (d), (f) (2), (f) (3)**





# **INGREDIENTS EVALUATION AND TESTING**

# Ingredients Evaluation and Testing

- Read the Material Safety Data Sheets (MSDS)
  - Contact with Skin
- Read the Technical Specs and Test methods
  - pH
  - Specific Gravity
  - Viscosity
  - Appearance
  - Active Ingredient (s)
  - Other tests

# Ingredients Evaluation and Testing

- Read literature from reliable sources
- Select Test Methods
- Correlate Test Results
- Aging Studies – Shelve and Accelerated
- Perform Compatibility Studies
  - Ingredient
  - Packaging



# MIXING AND PACKAGING FUNDAMENTALS

# Mixing and Packaging Fundamentals

- Home-craft



- Small Manufacturing base



- Written procedures
- current Good Manufacturing Practices (cGMP)
  - Lot Tracking
  - Cleanliness
  - Recordkeeping
  - Retainer Samples
  - Adequate storage room and temperature

# Mixing Fundamentals to Consider

- **Kettles\Mixers or Tanks**
  - New or Used
  - Electrical requirements
  - Stainless Steel (SS) versus other material
  - Jacket or unjacketed
  - Tank slope
- **Water Type**
  - Reverse Osmosis (R/O)
  - Tap
  - Deionize
- **Personnel**
  - Desire
  - Training



# Mixing Fundamentals to Consider



- **Production House\Facility**
  - Plant\House layout
  - Ease to clean/sanitize
    - Equipment
    - Processing Area
- **Pumps or .....**
- **Type of Mixing /Agitation**
  - Whip
  - Homogenizer/ Hand or Stick Blender
  - Paddle

# Packaging Fundamentals to Consider

- **Packaging Lines**
  - New or Used
  - Electrical requirements
  - Containers/minute
  - Ease of operation
  - Ease to clean/ sanitize
  - Safety features
  - Ease of repair
- **Repair parts**
  - Cost
  - Availability





# Mixing and Packaging Fundamentals to Consider....



- **Regulatory Affairs**
  - OSHA
  - FDA
  - State/ Local inspections

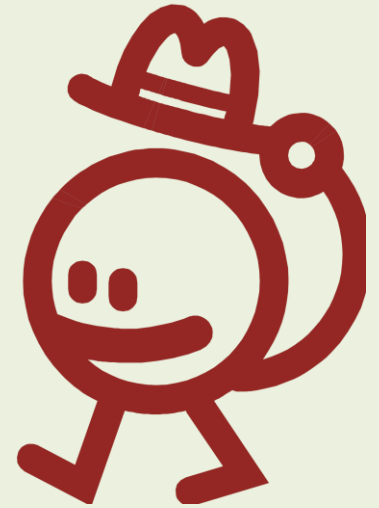
# Final Product

- **Quality Assurance and Control**
  - Lot tracking
    - Manually
    - Software
  - Retainer Sample
  - Standard Operating Procedures ( SOP)
- **Label integrity** [www.fda.gov](http://www.fda.gov)
  - Claims
  - Gram Weight
  - Ingredient list





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**DEMO -SHOW AND TELL**

# Tips

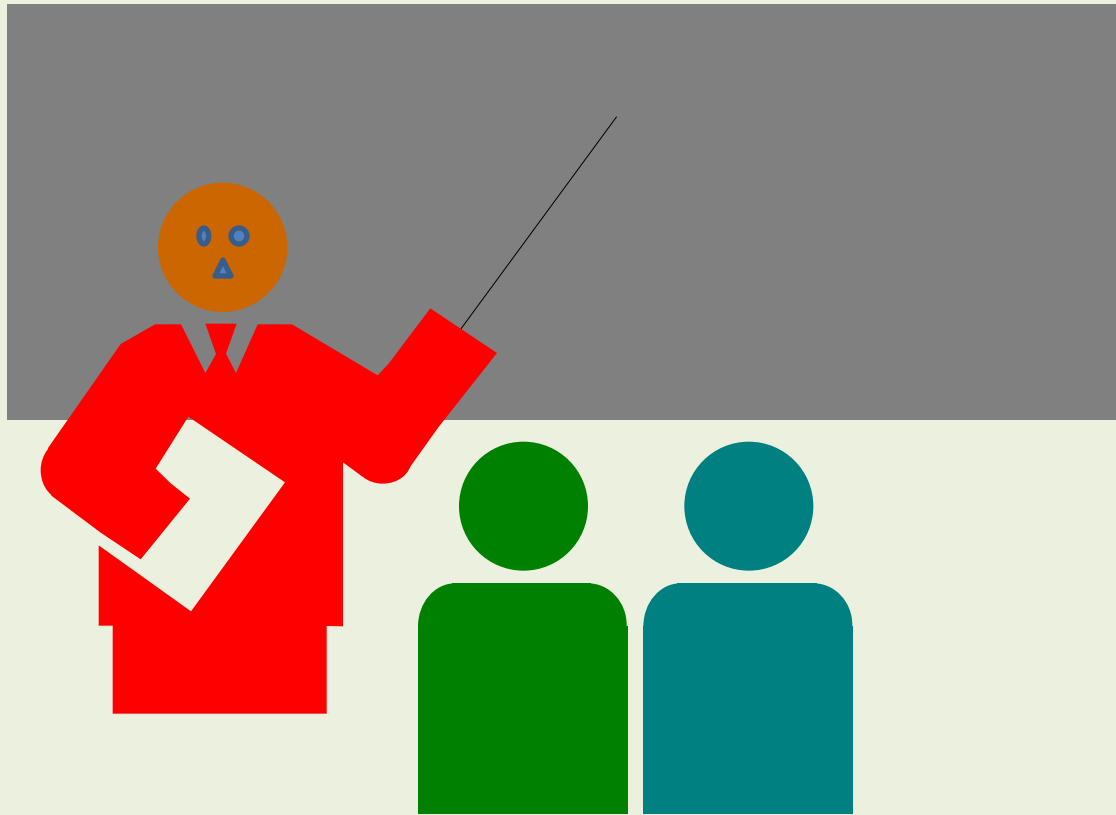
- **STORAGE OF SHEA**

- Prepare a Cool, Dry , Clean area
- Store in Stainless Steel or Plastic
- Note date of arrival
- Physical Quality Inspection

- **HAND- CRAFTING SHEA**

- Prepare Work area
- Grease Trap is a good thing
- Utensils are Plastic, Stainless Steel
- Pre-weigh raw materials prior blending
- Recordkeeping
  - Audit Trail
  - Coding
- Clean up using Dry method then proceed with water

# Questions and Answers



The background features two balloons, one light grey and one dark grey, with several long, flowing streamers and small circular confetti pieces scattered around them.

**Thanks**

**Margaret Haven**

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