



In Geoff's Words...

Sophistication creeps up on us

Body products are my concern right now, but it's evident in general, too. Automobiles have more features than they did 50 years ago, and those features didn't all appear last year, they appeared gradually. We have more kinds of kitchen appliances, office machines, fabrics, television programs, shoes, sports and ethnic restaurants than ever before. In general more variety is good, and interesting, so we may not think about the downside of "new" and "improved" products. But for body care products, we should.

Everything you put on your skin will potentially be absorbed; therefore every product should be scrutinized for safety. Which ingredients are beneficial for you? Which benefit the manufacturer at your expense? Which ingredients have a history of safety? Which ones are newly approved? Which ones aren't listed on the label?

Take soap, for instance. The basic recipe is lye, water, and lard (or oil). But you can't buy plain soap off the shelf anymore. It all has additives like fragrance, deodorant, color, bactericide, or exfoliant. A good consumer should not assume that just because it was simple to buy soap in the past it is still that way. Each ingredient should be scrutinized before you can feel confident about using it on your skin. At best, each ingredient should be something you recognize as edible, because some is going in your body.



We feel good about every ingredient in our **Pearl** products. We would not hesitate to eat most of them! (I dare you to try that with your deodorant!) But it's not easy coming up with products that work using only food ingredients. How do you keep them from going bad? How do you compete with chemicals honed to perfection in extensive laboratories and testing facilities? To be honest, we can't. But we come close. For instance our hairspray uses a little gelatin for stickiness. It won't hold as well as a concocted can of chemicals, but it's pretty good, and yes, you can eat it.



We don't use much fragrance, but when we do be assured it didn't come from a laboratory. For instance our lavender scent is the oil that comes from real, crushed lavender flowers. It costs \$1.30 per tablespoon, but at least it's safe to eat. Lavender is classified as safe for human consumption by the F.D.A.¹ Same with sage.

So you can purchase **Pearl** body care products with great confidence. Every ingredient is on the label. Check the ingredients for yourself. And taste!

Do You Need More?

We are working to perfect a safe, plant-based shampoo. We know how desirable that would be, considering the frightful ingredient list shampoos usually have. Check with us next time you order.



What other body products are we missing? What would you like to see? Please let us know.

¹ 21CFR182.20 or see <http://www.accessdata.fda.gov/scripts/cdrh/cddocs/cfcr/CFRSearch.cfm?fr=182.20>