WHAT'S NEW AT Q

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FROM THE COO's DESK

You may have noticed above my head here and on my signature line below that my title has changed. In all previous issues of this newsletter I have been identified as President. Q Laboratories, Inc. has enjoyed steady, rapid growth over the past decade or so and we are continually making changes to accommodate that growth while at the same time expanding. and optimizing the services we provide. With that in mind, I have brought on board Mr. Jeff Rowe as the new President and CEO of Q Laboratories, Inc. Jeff has a tremendous amount of experience running large, very successful companies and his business acumen will help us maintain the level of excellence we have come to demand, even as we continue to grow. I have transitioned into the position of Chief Operations Officer, overseeing the day-to-day function of all our laboratories. As owner of the company I have always had to manage the business side of things first and did not have time to spend providing hands-on management of the laboratories, although I am a Chemist by trade. I have hired Jeff to manage the business side of things and allow me to get involved directly with laboratory operations. While this represents a significant change, one thing has not changed and that is our unwavering commitment to providing our clients with the highest level of customer service combined with cutting-edge scientific capabilities. I believe bringing Jeff on and subsequently assuming this new role for myself will only help to improve the services we provide.

David G. Goins

David G. Goins, COO

GET THE LEAD OUT

In December 2016, the FDA released two documents addressing lead levels in cosmetic products, *Draft Guidance for Industry: Lead in Cosmetic Lip Products and Externally Applied Cosmetics: Recommended Maximum Level*, and *Supporting Document for Recommended Maximum Lead Level in Cosmetic Lip Products and Externally Applied Cosmetics.* The Draft Guidance establishes a recommendation of a maximum level of 10 parts per million (ppm) for lead in cosmetic lip products and externally applied cosmetics marketed in the United States. The Supporting Document's purpose is, "to present the scientific and legal background and rationale for the FDA's recommended maximum level of 10 ppm for lead as an impurity in cosmetic lip products and externally applied cosmetics," as described in the Draft Guidance. The Draft Guidance states, "a maximum level of 10 ppm for lead as an impurity in cosmetic lip products and externally applied cosmetics should be readily achievable by manufacturers that source their ingredients appropriately and use good manufacturing practices. Modern analytical capability permits determination of lead at ppm levels, thus enabling manufacturers to avoid the purchase of ingredients with unacceptably high levels of lead and to determine whether lead is introduced into their products during the manufacturing process."

NEW APPOINTMENTS

August Smithmeyer. has been promoted to Microbiology-Pharma Laboratory Supervisor at Q Laboratories, Inc. August will oversee the day-to-day operation of the Micro-Pharma lab including maintaining training levels and analyst excellence. He will also be tasked with identifying new avenues of revenue by acquisition of new technology and capabilities or by identifying new potential markets. August has previously served as Microbiologist and Microbiology-Pharma Laboratory Group Leader at Q Laboratories, Inc.

Holly Hubble has been named Microbiology-Pharma Laboratory Group Leader at Q Laboratories, Inc. Holly will be tasked with maintaining sample flow through in the lab, assuring turn-around times meet expectations, as well as communicating sample status to clients. She will also assist with workforce scheduling and quality compliance. Holly moves from her role as Microbiologist II to her current Group Leader position.

Michelle Kelly has been appointed Vice President of Sales and Marketing at Q Laboratories, Inc. Michelle is in her 13th year at the lab where she has served as Microbiologist, Microbiology Laboratory Supervisor and Microbiology-Pharma Laboratory Supervisor. In her new role, Michelle will manage the Customer Service, Sales, and Marketing Departments at Q Laboratories, Inc.

MALDI-TOF TECHNOLOGY

Q Laboratories, Inc. has added another tool to our microbial identification capabilities by acquiring the Bruker MALDI Biotyper®. The instrument utilizes matrix assisted laser desorption/ionization time of flight (MALDI-TOF) mass spectrometry technology, which allows for rapid, cost-effective, accurate identification of thousands of microorganisms (including yeasts and filamentous fungi). It can be used for environmental, product and/or research and development applications. Classification and identification are based on proteomic fingerprinting using high-throughput mass spectrometry. Turnaround time can be as little as one day. We have also recently opened a new dedicated microbial identification laboratory as part of our ongoing facility expansion. This space will house the Bruker MALDI Biotyper® as well as traditional biochemical identification technology and will allow for additional microbial identification capability in the future. Call Q Laboratories, Inc. today to discover how we can use MALDI-TOF technology for your microbial identification needs.

TRADE SHOWS

Q Laboratories, Inc. will have representatives at the following industry events in the upcoming months:

- **Interphex 2017** March 21-23, New York **(Booth# 1256)**
- **Ingredient Marketplace,** April 19-20**,** Orlando, FL; (**Booth# O44)**
- **NYSCC Suppliers Night** May 2-3, New York, (**Booth# 1142)**

IT'S EASY BEING GREEN

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