

# dermalogica additives

**dermalogica**<sup>®</sup>

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# introduction

Customization has never been more in demand or more expected by today's consumer. It's said that customization is "the next big thing" for gaining and retaining a new generation of clients. But as a Dermalogica Professional Skin Therapist, this may seem like old news; together, we've been customizing experiences for nearly three decades!

Tools like Face Mapping® skin analysis and the Dermalogica Skin Treatment demonstrate the power of customization. When you leave the cookie-cutter services behind, you create unshakable client loyalty – all while delivering better skin health.

One of the most exciting elements of customization is the massage. It not only relaxes your clients, it helps open the door to sharing your knowledge and starting a conversation about benefits of regular skin treatments.

Dermalogica professional Additives are integral to the massage portion of your skin treatments, as their powerful aroma profiles will inspire even the shyest of clients to ask what you're using on their skin. By incorporating the latest ingredient technology and our knowledge of skin physiology, we've reformulated our exclusive trio of professional-use Additives to be even more powerful and therapeutic, with more scientifically proven skin health benefits than ever before. Turn the page to learn just how much science goes into them, and how far they help you take your treatments!



# the power of touch

We all know it feels good to be touched by another human being. But why is that?

It all begins with the skin, our largest organ. The skin is highly-complex, multi-functional and dense with receptors. These receptors receive messages about pressure, temperature, pain and more, which are relayed all over the body and to the brain through bundles of nerves.

When we experience supportive touch, such as massage, the brain releases chemicals into our bloodstream that result in soothing feelings. In particular, touch has the power to flood the body with the “feel-good” hormone known as oxytocin.<sup>1</sup> Oxytocin is a neuropeptide that promotes feelings of trust, bonding and love. Therapeutic massage, in addition to providing myriad health benefits, can help increase oxytocin levels. In the brain, this is compounded with more messages that stimulate a reward pathway, resulting in a biological foundation for human connection via the act of touch.

Touch can help reduce levels of a hormone called cortisol.<sup>1</sup> This is especially important today, when typical stressors such as work and family are compounded by multitasking and time constraints. This also helps explain why people seek out skin treatments and other forms of supportive touch, and why they often feel compelled to return for more.

Dermalogica's exclusive massage techniques are built upon the power of touch, which can help lower stress levels; stimulate lymph flow, circulation and tissue regeneration; alleviate pain and ultimately improve the condition of the skin.<sup>1</sup> Dermalogica Additives provide the option to further enhance massage techniques by creating a transformative experience for both the skin and the senses.



# the science and art of aromatherapy

Aromatherapy is the therapeutic application of plant essences, or essential oils, for healing purposes. Oils have been used for centuries to treat various health concerns. In the skin care and massage profession, oils are often used to moisturize the skin, remove make-up and impurities, and balance sebum production. Oils that are particularly aromatic are often associated with aromatherapy. Dermalogica Additives contain an exclusive blend of pure essential oils at 20% strength that deliver superior aromatherapeutic benefits from enhanced relaxation to alleviation of sinus tension.

Essential oils are pure extracts of plants and herbs known more accurately as plant hormones. Only nature can produce these oils, and their composition depends on a variety of factors such as growing conditions, climate, harvest and extraction methods.

While the nature of aromatherapy is often more in the realm of holistic medicine than traditional western treatment modalities, scientists are continuing to provide research that supports the use of essential oils in many different treatment therapies. Anecdotal evidence was the basis for the use of these oils for thousands of years. Today, we are discovering the scientific basis for their use. In fact, studies have revealed that dental patients who inhaled Lavender before their scheduled appointments showed lower levels of anxiety compared to patients who did not inhale Lavender. And, when massage with Lavender, Rose and Clary Sage was performed over the abdominal region, it reduced menstrual pain to a greater extent than an Almond Oil placebo.<sup>2</sup>



# the science and art of aromatherapy (cont'd)

## the mind-body connection

Essential oils can enter the body in a variety of ways, the fastest of which is via the olfactory system (the nerve endings at the top of the nasal passage). (See Figure 1.)

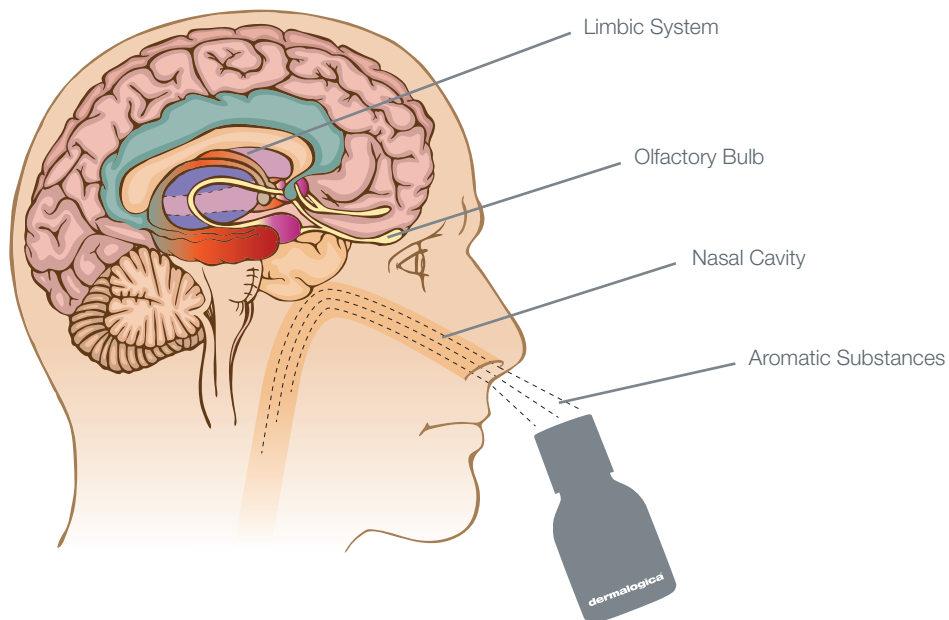
When we breathe in essential oils, they enter the brain and affect the limbic system, which is the primitive (or animal) part of the brain responsible for memories, instincts and vital functions. This is why when some people inhale Lavender, for example, it can remind them of a specific experience that initiated happiness and calm. Responses to essential oils can be both psychological and physiological, stimulating hormonal activity, clearing sinuses, improving digestion, easing muscle pain and more.

Penetration by inhalation is rapid and highly-effective on emotions such as anxiety, stress and happiness. First, essential oil molecules are dissolved in nasal mucous, which is produced by the outer tissue of the nose (olfactory epithelium). This tissue has an area of less than 1 square inch (6.45 cm<sup>2</sup>) but is packed with millions of sensory receptors.

Next, nerve impulses travel along fibers through the ethmoid bone in the roof of the mouth and into the cranial cavity. Here, the nerve fibers combine to form the olfactory bulb and pathways that lead back into the limbic system.

Through inhalation, essential oil molecules also enter the lungs and alveoli (tiny air sacs where oxygen and carbon dioxide are exchanged), where they are then picked up by the circulatory system and delivered throughout the body.

Figure 1. How inhalation works.



# the science and art of aromatherapy (cont'd)

## essential oils and skin penetration

Essential oils may also enter the body through the skin. Once applied to the skin, it can take 20 to 100 minutes for an essential oil to penetrate via one of two methods (see Figure 2.):

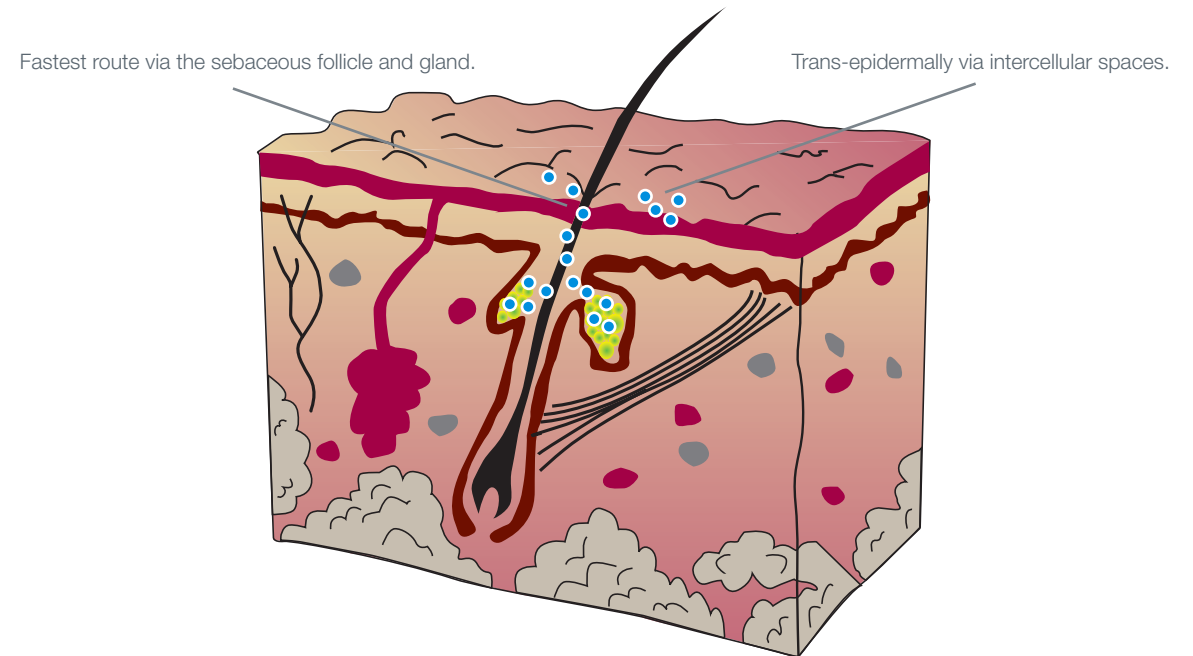
1. Through the intercellular lipid portion of the sebaceous gland. This is the fastest route, whereby remaining oil components are absorbed via the follicle.
2. Trans-epidermally through intercellular spaces. It should be noted that the skin has a poor capacity for this means of entry.<sup>3</sup> Most essential oils, unless they are water-soluble, enter via the first method.

## how to choose and apply essential oils

Crafting the right combination of essential oils to apply to human skin is a creative process that requires advanced expertise.

Each essential oil has an individual therapeutic dosage for use on the body, and is chosen for its specific effect or action. Pure essential oils cannot be applied directly to the skin, with the exception of Lavender. Instead, they should be applied via a base or carrier oil. Blended essential oils should be 5%–35% strength in order to have a significant effect on the body, and a maximum of 20% when used on the face and neck.

Figure 2. Skin penetration methods of essential oils.



# new and improved! dermalogica additives

Powerful and potent, these professional-use-only Dermalogica Additives use sophisticated, synergistic oil technology to take customization to new heights! Now you can count on more skin health benefits in each formula and new aroma profiles to share with your clients during their Dermalogica Pressure Point Massage or European-style massage, or one of your Touch Therapy techniques. This means the next time your clients ask what that amazing smell is, you'll have the opportunity to explain how you've customized their treatment with pure therapeutic oils that help decongest, revitalize or soothe their skin, depending on their needs.

*All Additives are packaged in aluminum to protect them from light and heat, and formulated without artificial fragrances, colors or parabens.*



## clearing additive



description

An anti-bacterial blend of essential oils in a plant oil base that helps purify and balance breakout-prone skin.



benefits

- Helps control breakouts, and control excess oil production.
- Helps detoxify the skin.
- Helps reduce inflammation and aids healing.



key ingredients

- Moringa Oleifera (Moringa) Seed Oil: Contains antioxidant and anti-inflammatory properties.
- Cananga Odorata (Ylang Ylang), Aniba Rosaeodora (Rosewood) and Cymbopogon Schoenanthus (Lemongrass): Clarify and detoxify the skin.\*

## revitalizing additive



description

A therapeutic blend of essential oils in a plant oil base that helps renew, smooth and protect mature, dry skin.



benefits

- Renews lackluster skin.
- Promotes circulation and gently stimulates skin tissues.
- Alleviates skin dryness.
- Helps promote relaxation and strengthen mental concentration.



key ingredients

- Camellia Japonica (Rose of Winter) Seed Oil: Rich in essential fatty acids; aids in collagen synthesis.
- Santalum Album (Sandalwood), Citrus Aurantium (Neroli) and Lavandula Angustifolia (Lavender): Aid in skin renewal and hydration.\*

## soothing additive



description

A calming blend of essential oils in a plant oil base that helps reduce redness and skin sensitivity.



benefits

- Relieves skin sensitivity from hay fever, asthma, pollution, smoking and allergies.
- Soothes stressed skin.
- Helps quiet the mind and alleviate sinus tension.



key ingredients

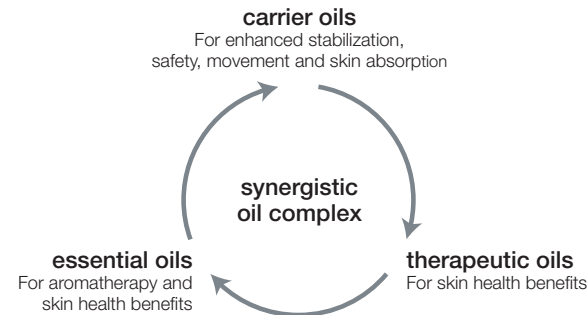
- Avena Sativa (Oat) Kernel Oil: Helps soothe skin and reinforce the barrier lipid layer.
- Lavandula Angustifolia (Lavender), Eucalyptus Globulus (Eucalyptus) and Cupressus Sempervirens (Cypress): Calm the skin and promote healing.\*

\*See chart on p. 11 for a comprehensive list of essential oils in this formula.

# products and key ingredients

Dermalogica Additives use a synergistic, concentrated blend of naturally-derived oils sought after for their light textures, pleasant aromas and therapeutic benefits. Each carefully-blended formula contains:

- A unique trio of carrier oils
- Individual plant-based, therapeutic oils for skin health benefits
- 20% essential oils for optimum efficacy and mind-body therapy



## carrier oils

Carrier oils and extracts are needed to dilute the intensity of essential oils. Pure, undiluted essential oils are typically derived from plant leaves, flowers, roots and bark. As they are highly-concentrated, they can irritate the skin when used incorrectly. Carrier oils also help stabilize and prevent the evaporation of essential oils upon contact with the skin, and provide a lubricant base that aids in movement and skin absorption during massage.

The following trio of carrier oils and extracts is used in each Dermalogica Additive:

**Limnanthes Alba (Meadowfoam) Seed Oil:** From the Willamette Valley of Oregon. Due to its unique chemical composition (it contains 98% long chain fatty acids, three of which are found in no other oil), it is a very stable oil that provides exceptional moisturizing properties to the skin. It also helps reduce trans-epidermal water loss (TEWL), which is water that evaporates from the body through the skin.<sup>4</sup>

**Argania Spinosa (Argan) Oil:** From Argania trees in southwest Morocco. It is extracted cold and is rich in Linoleic Acid, polyphenols, tocopherols and Squalene, helping to replenish the skin's barrier lipid layer while fighting against free radicals.

**Oryza Sativa (Rice) Bran Extract, Rosmarinus Officinalis (Rosemary) Leaf Extract, Helianthus Annuus (Sunflower) Extract and Tocopherol:** This combination provides superior oxidative protection for therapeutic oils and essential oils in the Additives.

## therapeutic oils

Each Dermalogica Additive contains a specific plant-based, therapeutic (non-volatile) oil for proven skin health benefits:

**Moringa Oleifera (Moringa) Seed Oil:** Found in Clearing Additive. Commonly known as Drumstick Tree Oil in Nigeria, this oil is rich in free-radical-fighting antioxidants and an excellent carrier oil for skin care products. It is also used for its anti-inflammatory properties.<sup>5</sup>

**Camellia Japonica (Rose of Winter) Seed Oil:** Found in Revitalizing Additive. This member of the tea family of plants is called Dongbaek in Korea and Tsubaki in Japan. The oil we use is cultivated from the island of Jeju in South Korea. It is cold pressed and used specifically to treat sensitive, mature and dry skin.

Rose of Winter Seed Oil is a rich source of fatty acids (Linoleic Acid, Oleic Acid, Palmitic Acid and Stearic Acid), and provides antioxidant protection similar to Vitamin C and Olive Oil. Studies have shown Rose of Winter Seed Oil to increase collagen synthesis and decrease collagenase activity in a dose-dependent manner. Independent research studies showed anti-wrinkle properties (after 12 weeks); skin roughness was also reduced.<sup>6</sup>

Additional studies indicate Rose of Winter Seed Oil to be an excellent anti-inflammatory oil. It is also better than Bisabolol at soothing irritated skin, and more beneficial for protecting the skin barrier function and reducing TEWL.<sup>7</sup>

# products and key ingredients (cont'd)

**Avena Sativa (Oat) Kernel Oil:** Found in Soothing Additive. This rich source of antioxidants and skin barrier repair agents contains soothing Vitamin E derivatives including alpha-Tocotrienol and free Tocopherol, which inhibit lipid peroxidation by scavenging free radicals. Alpha-Tocotrienol is three times more effective at scavenging free radicals than pure Vitamin E (Tocopherol).

This oil's free fatty acid fraction contains 25%–52% Linoleic Acid to support barrier lipid function in the epidermis. And finally, Oat Kernel Oil is a source of active avenanthramides, the principle components responsible for reducing skin irritation and redness.<sup>8</sup>

## essential oils

Because there are many anecdotal stories passed down through generations citing the therapeutic benefits of essential oils, and because many unsupported claims are attributed to essential oils in the skin care industry, we have used only essential oils proven to have bioactive functional properties that benefit the skin.

Each Dermalogica Additive contains pure essential oils at a 20% combined strength, with different oils represented in different formulas. The chart on page 11 indicates which essential oils are present in which Additives.\*

**Juniperus Virginiana (Cedarwood) Oil:** A highly-effective anti-inflammatory agent with wound healing properties.<sup>9</sup>

**Aniba Rosaedora (Rosewood) Oil:** Studies have demonstrated that this essential oil exhibits high antimicrobial properties.<sup>10, 11</sup>

**Lavandula Angustifolia (Lavender) Oil:** Has antiseptic or antibiotic properties, especially when used in combination with other essential oils such as Citrus Aurantium, Geranium, Rosemary and Ylang Ylang.<sup>12</sup> Also demonstrated to be an anti-inflammatory agent.<sup>13</sup>

**Cananga Odorata (Ylang Ylang) Oil:** Has antiseptic properties, especially when used in combination with other essential oils such as Lavender.<sup>12</sup>

**Santalum Album (Sandalwood) Oil:** Stimulates wound healing by affecting scent receptors that ultimately trigger increased cell proliferation and cell migration.<sup>14, 15</sup> Has anti-inflammatory properties, specifically the ability to suppress inflammatory mediators involved in the inflammatory process.<sup>16</sup> Also very effective as an antimicrobial agent.<sup>12</sup>

**Cymbopogon Schoenanthus (Lemongrass) Oil:** Provides antioxidant, antimicrobial and anti-acetylcholinesterase activities.<sup>17</sup> (Acetylcholinesterase is an enzyme that breaks down principal neurotransmitters in the brain and central nervous system.)

**Citrus Aurantium (Neroli) Oil:** Inhalation of this essential oil helps relieve menopausal symptoms in post-menopausal women.<sup>18</sup> It also has extensive antioxidant, anti-tumor and anti-inflammatory properties.<sup>19</sup>

**Pelargonium Graveolens (Geranium) Oil:** Has antiseptic properties, especially when used in combination with other essential oils such as Lavender,<sup>12</sup> as well as significant antioxidant activity attributed to its high level of phenolic compounds.<sup>20</sup>

**Cupressus Sempervirens (Cypress) Oil:** Possesses antioxidant, antimicrobial and anti-glycation properties.<sup>21, 22</sup> Used as an antiseptic or antibiotic, especially in combination with Lavender.<sup>12</sup>

**Eucalyptus Globulus (Eucalyptus) Oil:** Also known as Blue Gum Oil, this essential oil contains 60-75% 1, 8 cineol or eucalyptol, which is responsible for its therapeutic properties and characteristic aroma.<sup>23, 24</sup> It also shows antimicrobial and anti-inflammatory properties.<sup>25, 26, 27</sup>

# products and key ingredients (cont'd)

Each Dermalogica Additive contains pure essential oils at a 20% combined strength, with different oils represented in different formulas. The chart below indicates which essential oils are present in which Additives.\*

Essential Oil	Clearing Additive	Revitalizing Additive	Soothing Additive	Anecdotal Claims	Supported Claims
Juniperus Virginiana (Cedarwood)	X	X		acne, eczema, astringent, antiseptic	anti-inflammatory, wound healing
Aniba Rosaeodora (Rosewood)	X	X		antiseptic, stimulating	antimicrobial
Lavandula Angustifolia (Lavender)	X	X	X	acne, eczema, purifying, antiseptic	antiseptic, antimicrobial, anti-inflammatory
Lavandula Hybrida (Lavender)	X			acne, eczema, purifying, antiseptic	antiseptic, antimicrobial, anti-inflammatory
Cananga Odorata (Ylang Ylang)	X			antiseptic	antiseptic
Santalum Album (Sandalwood)	X	X	X	astringent, eczema, emollient	wound healing, antimicrobial, anti-inflammatory
Cymbopogon Schoenanthus (Lemongrass)	X			antiseptic, revitalizing	antioxidant, antimicrobial
Citrus Aurantium (Neroli)	X	X		detoxifying	antioxidant, anti-inflammatory, relief for menopausal symptoms
Pelargonium Graveolens (Geranium)		X	X	eczema, astringent	antiseptic, antioxidant
Cupressus Sempervirens (Cypress)			X	astringent	antioxidant, anti-glycation, antimicrobial, antiseptic
Eucalyptus Globulus (Eucalyptus)			X	antiseptic, refreshing	antimicrobial, anti-inflammatory

\* Note: The concentrations of each essential oil vary considerably from one Additive to another. For example, Lavender may be used at 1% in Revitalizing Additive and up to 5% in Clearing Additive.

# pre-treatment guidelines and contraindications

Aromatherapy is a practice that is suitable for all. However, pure essential oils can be so powerful that working with them may cause adverse health effects such as headaches and nausea. It is extremely important for skin therapists and massage therapists to use safe, exact formulations in order to deliver positive benefits.

Due to the versatile applicability of aromatherapy for many common ailments and conditions, there are no exact contraindication guidelines. When in doubt, consider requesting written consent from your client's medical practitioner. Your client may not be able to receive an aromatherapy massage but he or she may still benefit from the inhalation of essential oils.

## common contraindications to aromatherapy pressure point massage and additives

1. Pregnancy
2. Recent major surgery
3. Sickness or fever
4. Epilepsy, diabetes or thyroid disorders. Permission from a medical practitioner is required for treatment.
5. Recent fractures, sprains or swelling.
6. Open cuts and abrasions.





# treatment guidelines

Unlike Dermalogica Botanical Mixers, which are light and water-based, Additives are potent and oil-based. The former can be used to customize just about every step of your professional treatment, while the latter is best for customizing the massage therapy portion of your treatment.

## professional application

Select an Additive and shake 4–6 drops into your hand. Avoid touching the nozzle to ensure adequate hygiene. Lightly press (do not rub) Additive onto your client's skin. Proceed with the Dermalogica Pressure Point Massage, chosen Dermalogica exclusive massage technique or Touch Therapy. For a European-style massage, apply prior to use of Massage Cream.

## when to use

- **Revitalizing Additive:** Ideal for energizing tired-looking, aging skin. Also suitable for parchment-thin skin, to help renew and gently stimulate skin tissues.
- **Clearing Additive:** Ideal for oily, congested, breakout-prone skin. Also helps reduce inflammation and aids in healing.
- **Soothing Additive:** Ideal for relieving skin stress and sensitivity caused by hay fever, asthma, pollution, smoking and allergies. Also helps quiet the mind and aid deep breathing.

### TIP:

Keep the Quick Reference Guide in this Training Manual in your treatment room for help choosing the right Additive and customizing your treatments.



# treatment guidelines



massage cream	Fragrance-free, oil-rich cream formula melts and liquefies on contact with skin's warmth. Provides easy slip and glide with Safflower Oil, a rich source of skin-essential fatty acids. Plant extracts of Mallow, Ivy, Cucumber and Arnica soothe and moisturize without heavy residue.
ideal for	Use with Additives and European-style massage.
professional application	Apply 4–6 drops of selected Additive. Apply approximately ½ tablespoon (walnut-size) Massage Cream to face and upper body. For more slip, wet hands and continue with massage. Remove with a warm steam towel or water and sponges.

Alternative option for oil-phobic clients:



oil free massage	Silky, water-soluble massage medium provides long-lasting slip and glide while Niacinamide, Horse Chestnut and Caffeine help regulate sebum production. Fortified with skin-soothing Lavender and moisturizing Panthenol (Pro-Vitamin B <sub>5</sub> ).
ideal for	Use with Botanical Mixers, oil-phobic clients, breakouts and congestion.
professional application	Dispense 2 pumps into the palm of your hand or a small mixing cup. Add 6–10 drops of Botanical Mixer and mix together. Spread between palms and fingertips and apply to skin. Remove with a warm steam towel or water and sponges.

# questions and answers

## Can I use Additives on all skin conditions?

Yes. While each Additive is ideal for a particular skin condition, they can be used on all skin conditions. They can also be used on all zones.

## Can I apply Additives directly to skin?

Yes. While our Additives contain a potent amount of essential oils, they are blended in carrier oils, which help “carry” oil into the skin. This provides better skin tolerance when compared to applying directly to skin at 100% strength. Note: Do not aggressively rub Additives between your hands prior to applying. Simply press onto the skin.

## How are essential oils made?

Essential oils are pure plant oils found in stems, leaves, peels and flowers and are extracted through a variety of methods, the most common of which are distillation and expression (cold pressing). Pure, undiluted essential oils are 100% strength and contain no preservatives, chemicals or added fragrance.

## Can I use Additives on pregnant women?

Due to the potent, highly-active nature of concentrated Additives, we do not recommend using them on pregnant women. However, you may use Dermalogica Botanical Mixers.

## Can I add Additives to Dermalogica Moisturizers and Masques?

Yes. Additives enhance customization and benefits of Dermalogica Moisturizers and Masques.

For Masque application, dispense the prescribed Masque into a jelly cup. Add 3–4 drops of the prescribed Additive into the cup. Mix with a Fan Masque Brush then apply to skin. Alternatively you can press 3–4 drops directly onto the skin and follow with the masque application.

For Moisturizer application, dispense the prescribed Moisturizer into your hand. Add 3–4 drops of the prescribed Additive. Smooth over face and neck then press into skin. Alternatively, you can press 3–4 drops directly onto the skin and follow with the moisturizer application.

## Can I heat or warm Additives?

No. Heat, including heat from steam, can break down both the aromatherapeutic effects and skin benefits.

## What is the difference between a perfume oil and an essential oil?

Perfume oils are worn purely for their scent and don't necessarily contain essential oils or provide the therapeutic benefits associated with essential oils.

## Can I put Additives in my steamer, Dr. Lucas Pulverizer™, Vacuum Spray or Eco Spray?

No. The oil component may clog up the equipment. Consider using Dermalogica Botanical Mixers instead.

## Which products will replicate the aromatherapeutic experience of Additives at home?

Dermalogica Body Therapy products contain many of the same essential oils found in Professional Additives. For clients who are looking to recreate the aromatherapeutic experience at home, recommend Conditioning Body Wash, Body Hydrating Cream, Stress Relief Treatment Oil and Hydro-Active Mineral Salts. Overnight Repair Serum also contains a unique blend of pure essential oils to help revitalize and smooth your clients' skin.

## What is the difference between Dermalogica Additives and Botanical Mixers?

Dermalogica Additives are concentrated, oil-based formulas that provide skin health and potent aromatherapy benefits. They are ideal for customizing aromatherapy massage and Lymph Drainage techniques. We recommend using them beneath Massage Cream for European-style facial massage. They can also be used to customize Dermalogica professional products during skin treatments.

Dermalogica Botanical Mixers are light, water-based formulas that provide skin health and subtle aromatherapy benefits. They are ideal for oil-phobic clients as well as customizing cleansing water, steam towels and the Dr. Lucas Pulverizer™. We recommend using them mixed or beneath Oil Free Massage for best results.

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## Get free hands-on training at a Dermalogica workshop near you!

Start by signing up for Derm Live. Day 2 of this fascinating introduction to Dermalogica products covers Professional Additives in extensive detail – from their ingredients and potency to using them to customize our signature services.

Next, enroll in The Dermalogica Skin Treatment class. This class combines theory and hands-on training, along with a fascinating step-by-step on how to perform the Dermalogica Pressure Point Massage with Dermalogica Additives. Take customization one step further when you enroll in any of our Touch Therapy Workshops, especially Dermalogica's latest Touch Therapy for ultimate stress relief: Targeted Neck and Shoulder.