



# Information Manual

Version 4 Updated March 2010





# **Tattoo Maintenance**

- Color Guard ®Protection Stick
  - SPF 30 with UVA/UVB Inhibitors
  - Stick provides precision application to protect only tattoo areas
  - •.45oz(13 g)



# **Piercing Aftercare Protection**

- X-Pression ® Extra Strength Piercing Aftercare
  - Dermatologist tested
  - For Oral and Dermal Piercings
  - Powerful Antibacterial antimicrobial to prevent infection, inflammation and scaring
  - 2 oz (59.1 ml) Ready Spray
  - 24 Swab Pack .2oz (5.9 ml)

# Blue Wave<sup>™</sup> Saline Cleansing Rinse

- Medical Grade Saline Solution
- Artist Recommended Cleaning Solution
- 2oz. (59.1 ml) Ready Spray

# Healix Gold™ Skin Aide Crème

- Heals New Tattoos
- Revives Older tattoos
- Premium Exclusive Olive Oil Formula
- New non aerosol pump delivery system



# Tattoo Aftercare and Piercing Aftercare Kits

- One Stop Solution for Aftercare
- High Dollar Volume Sales Potential
- Completer Aftercare Instructions
- Custom Zipper Carrying Case
- Great Gift Item







#### **Quality Counts! Tattoo Brands Formulation Standards**

In today's environment it is important to know how products are produced and what methodology is used in blending homeopathic products with natural ingredients such as Tattoo Goo®. We utilize a process called Organo –Fusion. It is a formulation method developed by experts trained and experienced in the art of natural ingredients. It is a small batch process which combines the knowledge of proven natural ingredients with the latest in blending technology to provide formulas that are richer, more fragrant, and more effective than ever before. This innovative procedure adjusts formulation times and temperatures based on the ingredient qualities and composition. Basically attention to the details!

#### **5 Steps to Quality Aftercare Products**

- 1. Raw Material Standardization-testing lab approval
- 2. Customized blending-Pre blending Adjustments for Ingredient Color, Consistency ,Pliability and PH
- 3. Temperature Monitoring –By ingredient so as not over process provides ultimate in aroma apparition
- 4. Visual Inspections Multiple checks for clarity and consistency and PH
- 5. Post Production Testing –lab analysis and batch preservation



Sales and Marketing Information



# TATTOO GOO® BRANDS OVERVIEW





#### Why Tattoo Goo Brands?

- Owned and Operated by Fortune 100 Trained Professionals
- Proven Brand Awareness
  - Worlds largest recognized brand of Tattoo Aftercare products since 1998
  - Complete line of products and formulations
  - Supported by international advertising
  - Millions and Millions of applications sold
- Superior, Design and Development
  - Meets all federal product labeling standards
  - o 5 step quality production standards program
  - Meets all G.R.A.S. FDA standards
  - European Union Registered
  - Eye catching graphics and packaging
  - No animal testing
  - Supported by scientific development and testing
  - Liability Coverage Protection

#### Additional Support and Benefits

- Translations and instructions in 6 different languages
- No direct sales to consumers!
- High margin items versus generics products
- Frequently visited Internet Site
- Proven studio and distributor support
- Distributor website listing and referrals
- Dealer specials promotions ,sampling programs



# **Immediate Tattoo Aftercare**





#### Tattoo Goo ® Treatment Salve

- Worlds Leading Brand
- Pharmacist developed
- 97.8% Natural
- Lanolin and Petroleum Free
- Promotes Faster Healing Time
- 3 mil pillow pack 1/3oz.(9.3g), 3/4oz.(21g) 1.5oz (42g)

Tattoo Goo ® Treatment Ointment

- Same 97.8% Natural Formulation
- Softer and Easier to Apply
- ½ oz. (14g) Tubes





## Tattoo Goo ® Quick Penetrating Lotion

- Contains Vitamin A&D
- Pharmacist developed
- Absorbs Fast
- Lanolin and Petroleum Free
- Helps Prevent Scabbing
- 2 oz (59.15 ml)

# Tattoo Goo ®Deep Cleansing Soap

- Antibacterial
- Antimicrobial
- PCMX-L micro molecular formula
- Cleans deeper to prevent infection, removing dirt and dead skin cells
- For Tattoos and Piercings
- 2oz (59.15 ml)





Sales and Marketing Information



# DETAILED PRODUCT INFORMATION



TATTOO GOO® Sales and Marketing Information

Millions and Millions of Tattoo Goo® Sold!

Found at PainfulPleasures.com

# The world's finest blend of humectants and essential oils that money can buy. Here are the reasons why Tattoo Goo is the leader in healing worldwide!

It's a given that the act of tattooing is intrusive and injurious to the skin. Therefore the objective of Tattoo Goo application is to help the skin heal itself. Four of the best approaches to help heal itself are Moisturization, Antimicrobial Activity, Anti-oxidation, and Stimulation of Circulation. Let's review the approach.

#### Moisturization

With the exception of our palms and soles the skin contains oil glands. These glands called Sebaceous glands give off an oily fluid called Sebum. Sebum is a blend of triglycerides and wax esters (or compounds). Upon spreading over the skins surface the triglycerides are reduced to fatty acids and glycerin. The fatty acids help maintain the internal environment of the skins acid pH. The role of the glycerin is to maintain fatty like substances (intercellular lipids) such as triglycerides and cholesterol in a liquid crystal form. Lipids are an important element for the outer layer of the skins healthy structure and function. When in a liquid crystal form the intercellular lipids keep the skin moisturized. The wax compounds act as a protective layer on top of the skin, protecting all this bio-activity. So bottom line, triglycerides and wax esters are nature's ultimate moisturizers. Tattoo Goo is chock full of them given its content of 3 of natures most luxurious and costly triglycerides Olive Oil, Cocoa Butter and Wheat Germ Oil plus natures finest Wax Ester Beeswax.

#### **Antimicrobial Activity**

Needle entries and punctures to the skin are subject to microbial infestation. The ensuing infection can produce scar tissue. **Lavender Oil**, like most essential oils, is a complex molecular mixture with antimicrobial properties. You have the confidence of knowing that Tattoo Goo has this property and ultimately helps minimize the formation of scar tissue.

#### **Anti-Oxidation**

Antioxidants (the ability of an ingredient to slow down, prevent or block oxidation caused by free radicals) enhance the skins health by quenching free radicals that deprive molecules they come in contact with. This quenching action helps minimize the formation of scar tissue.

Wheat Germ Oil is loaded with the antioxidant Vitamin E, which is why it has an inherent golden color. Rosemary Extract is also a potent antioxidant. Finally Tocopheryl Acetate (Vitamin E Acetate) is bio-converted to Tocopheryl upon application to the skin. No preparation has more antioxidant activity than Tattoo Goo.

#### **Stimulation of Circulation**

Whenever circulation is enhanced, more nutrients are delivered and more waste products are removed. **Lavender Oil**, in addition to its antimicrobial properties has this asset as well. So its presence in Tattoo Goo contributes to the skins health.

#### **Competitive Ingredients**

While Almond Oil, Jojoba Oil and Hemp Oil are triglycerides they are some of the most polyunsaturated and unstable triglycerides in nature. They quickly become rancid and no longer deliver benefits to the skin. In some cases the inclusion of these ingredients in healing formulas have been known to accelerate skin irritation. Aloe, among the many oils offered in water based lotions and foams are water soluble and their moisturizing components decompose by reaction to water and moisture. So if a competitive product is touting the benefits of these ingredients, it is not likely present, certainly not in any appreciable, efficacious amount.



Many thanks to Professor Charles Freeman of Forbis Labs for his contribution to this article. Professor Friedman has over 40 years experience in natural products development with such companies as Revlon, L'Oreal and Burt's Bees.



TATTOO GOO® Sales and Marketing Information

**Tattoo Goo® Ingredients Salve and Ointment** 

Olive Oil: a mild lubricant that softens and moisturizes the skin, Beeswax: natural base used instead of petroleum or lanolin products Cocoa Butter: soothes burns and abrasions

Wheat Germ Oil: relieves inflammation of skin abrasions, burns, and wounds Tocopheryl Acetate & Tocopheryl (Vitamin E): heals burns and skin abrasions

Lavender Oil: heals minor burns and relives inflammation and itching

Sunflower Oil: skin moisturizer

Rosemary Extract: skin softening agent that helps prevent infection

D&C Green 6: non-staining, food grade coloring

#### **By Purpose**

Sunflower Oil

Rosemary Extract

**Skin Moisturizers:** Soothers, Healers Burns and Abrasions: Olive Oil:

Cocoa Butter Wheat Germ Oil

Tocopheryl Acetate & Tocopheryl (Vitamin E):

Prevents Infection: Formulation Ingredients

Beeswax Rosemary Extract D&C Green 6

#### Tattoo Goo® Lotion Ingredients

C12-15 Alkylbenzoate: emulsifier and solubility agent provides for good skin feel

Cetyl Palmitate: emulsifier and thickener helps skin retain moisture

Glycerine: a humectant used to moisturize skin al allows skin to draw and absorb moisture from the air

**Dimethicone**: soothes burns and abrasions

Stearic Acid: emulsifier and thickening agent, a fatty acid that helps provide skin elasticity

Beeswax: natural base used instead of petroleum or lanolin products

Triethanolamine: an emulsifier and pH adjuster

Polyethylene: used to regulate viscosity and formulation suspension

Propylene Glycol: humectant solvent and antioxidant Diazolidinyl Urea: antiseptic for people with sensitive skin

Methylparaben: preservative Propylparaben: preservative

Wheat Germ Oil: relieves inflammation of skin abrasions, burns, and wounds

Acrylates/C10-30 AlkylAcrylate Cross polymer: helps improve skin surface and reduce oiliness Allantoin: rapidly heals wounds, contains a property called allentoin that promotes cell regeneration

Safflower Oil: emollient to soothe skin Sunflower Oil: emollient to soothe skin

Vitamin A Palmitate: skin normalizer, helps skin stay soft and plump

di-AlphaTocopheralAcetate: antioxidant, scavenges free radicals, Vitamin E substitute

Chlorocalcefero: preservative **Disodium** EDTA: preservative

#### **By Purpose**

#### Skin Moisturizers:

Glycerin, Propylene Glycol and antioxidant, Cetyl Palmitate

**Skin Softeners** 

Vitamin A Palmitate, C12-15, Stearic Acid, Acrylates/C10-30 Alkyl Acrylate Cross polymer

**Soothers Burns and Abrasions:** 

Safflower Oil, Wheat Germ Oil, Sunflower Oil: Di Alpha Tocopheral Acetate (Vitamin E):

Dimethicone

Prevents Infection;

Diazolidinyl Urea,8-Hydroxquinoline Sulfate:

**Heals Wounds:** 

Allantoin



TATTOO GOO® Sales and Marketing Information

#### **Dermatologist Tested – Apply with Confidence!**

New Clinical Study confirms Tattoo Goo® is not associated with skin irritation or allergic dermatitis.

A new clinical study conducted by a leading consumer products testing organization confirms what we have been saying for a long time. The original Tattoo Goo formula is the finest product for the healing and aftercare of your tattoo. The product caused no irritation or allergic reactions in a controlled dermatological study conducted at an independent testing clinic.

The study was conducted over a 4 week period in which subjects were treated with the product in a thin skin area on the lower spine. Each received a dosage placed on an occlusive patch with 3 repeated applications over a 7 day period. Subjects who did not obtain any positive reactions had repeated applications to a previously unused area following a 2 week rest period.

The test was conducted in compliance with Good Clinical Practice using a samples size that is consistent with statistical reliability. Informed consent was obtained from each subject in the study and documentation in writing before participating in the study. A copy of the informed consent was provided to each subject. The subjects chosen did not exhibit any physical or dermatological condition that would have precluded application of the product or determination of potential effects of the test article.

Amazingly none of the subjects experienced a reaction. The test concluded that there was no evidence of any effect of the product. No skin reactivity was observed along with any evidence of allergic dermatitis. Great news for the worlds leading aftercare product line and safety assurance for all consumers

The original Tattoo Goo® formula is available in Salve or new Ointment. Now Dermatologist Tested!



#### **Original Salve**

#### **Ointment**

Tattoo Goo, X-Pressions, and Color Guard are registered trademarks of Lakeview Laboratories Incorporated; Blue Wave is a trademark of Lakeview Laboratories Incorporated



#### **More Dermatologist Tested Results!**

# Once Again Clinical Study confirms Tattoo Goo® Quick Penetrating Lotion is not associated with skin irritation or allergic dermatitis.

A new clinical study conducted by a leading consumer products testing organization confirms once again another of the time tested Tattoo Goo formulas caused no irritation or allergic dermatitis (inflammation of the skin). Now Tattoo Goo Quick Penetrating Lotion comes with a dermatologists seal of approval!

The study was conducted over a month long period in which subjects were treated with the product in a thin skin area on the lower spine. Each received a dosage placed on an occlusive patch with 3 repeated applications over a 7 day period. Subjects who did not obtain any positive reactions had repeated applications to a previously unused area following a 2 week rest period.

The test was conducted in compliance with Good Clinical Practice using a samples size that is consistent with statistical reliability. Informed consent was obtained from each subject in the study and documentation in writing before participating in the study. A copy of the informed consent was provided to each subject. The subjects chosen did not exhibit any physical or dermatological condition that would have precluded application of the product or determination of potential effects of the test article.

Amazingly none of the subjects experienced a reaction. The test concluded that there was no evidence of any effect of the product. No skin reactivity was observed along with any evidence of allergic dermatitis. Great news for the worlds leading aftercare product line and safety assurance for all consumers

Now After Millions and Millions of satisfied customers the original Tattoo Goo® in Salve, Ointment and now lotion are **Certified Dermatologist Tested!** 





Tattoo Goo, X-Pressions, and Color Guard are registered trademarks of Lakeview Laboratories Incorporated; Blue Wave is a trademark of Lakeview Laboratories Incorporated



#### The Gold Standard in Tattoo Aftercare!

# Tattoo Goo® Brands announces the latest technology for tattoo care Healix Gold™

For centuries men and women have know the vast power of Olive Oil. This superior of all healing humectants can now be found in a lotion designed for tattoo aftercare and minor first aid needs. Introducing new Healix Gold from the leader in body art aftercare Tattoo Goo Brands.

With over 10 years and millions of satisfied customers Healix Gold uses the same quality pumice grade Olive Oil to help the manage the skin healing process . The exclusive ultra rich water based formula absorbs quickly and will not clog pores. The satin rich texture and light viscosity of the olive oil has a smooth silky feel not greasy as some lotions. This is important as the olive oil penetrates the skin to start effectively re-moisturize dry skin, which is important in the healing process. Extra emollients help draw moisture from the air enhancing the humectant process. Vitamins A, D and E help the body repair skin cells, keep skin soft, taut and youthful. This skin repair and moisturizing formula is great for older tattoos too! It helps to bring backthe color once thought lost. Developed with leading skin care specialist, Healix Gold was tested for over a year by tattoo professionals thereby assuring its effectiveness.

Healix Gold is packaged in a new clog free power pump application system. This system assures that every ounce comes out evenly. Using no harmful propellants the applicator is safe for the environment. The instructions are in 3 languages English, Spanish and French. And as with all Tattoo Goo Brand products they are **Certified Dermatologist Tested** as your assurance of quality and effectiveness.

You can find Healix Gold at finer tattoo studios worldwide or on line at one of our internet marketing partners. For more information see us at <a href="https://www.painfulpleasures.com">www.painfulpleasures.com</a> or call us 410-712-0145.



Ingredients Olive Oil, Cyclomethicone, Glycerin, Cetearyl Olivate, Sorbitan Olivate, Xanthan Gum, Citric Acid, Vitamin A, Vitamin D, Vitamin E, Corn oil, Sodium Benzote, Potassium Sorbate, Diazolidinyl Urea

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TATTOO GOO® Sales and Marketing Information

### **Tattoo Goo® Deep Cleansing Soap**

#### Anti-Bacterial-Anti-Microbial-Gentle pH Balanced

#### For Tattoo and Piercing Aftercare

When choosing a soap you want to pick one that is not harsh to the skin. Harsh soaps can dry out the skin causing "special safe harbors" for bacteria and viruses to hide in making it very difficult to get a good kill on the skin. Traditional antimicrobial / antibacterial soaps contain quats (quaternary ammonia) compounds which carry very alkaline (high pH s) although effective at short term kills they are ineffective on persistent antimicrobial activity and they complicate good skin hygiene by systematically destroying the acid mantle of the skin. Ordinary "green" soap you speak of is an example of this kind of activity. Most people don't realize that although alcohol is known as a Class 1 Antiseptic it has a VERY short kill time maybe only 10-15 seconds. If you read the medical articles which support the use of alcohol based products you will find that in order to gain an "effective kill" you need to use at least 5ml's on your hands. Most applications by individuals barely reach 1ml. These products are temporary and do not provide a sustainable germ resistant environment.

Tattoo Goo ® Deep Cleansing Soap is formulated to provide a broad spectrum kill while at the same time being gentle on the skin. Unlike "green" soap this formula has a slightly acidic pH and contains a key ingredient which helps to buffer the skin while providing additional killing power. The key ingredient is PCMX-L a combination of Chloroxylenol (PCMX) and Sodium Lauryl Sarcosinate (Lauricidin). Lauricidin is a derived from palm seed extract. A unique and proprietary process provides a molecular structure capable of cleaning the skin at a deeper level. (This is achieved by reducing the molecular size to better clean the skin) This ingredient is non-toxic to human skin but highly efficient at disrupting pathogenic microbes at a cellular level. Once the cell wall is disrupted the bacterial cannot recombine or multiply and they die. PCMX is a well documented antimicrobial / antibacterial ingredient. By combining the 2 of these ingredients you get a fast acting, broad spectrum kill without damaging the skin.

As a demonstration of the cleaning efficiency of this product have the client wash their hands thoroughly with the soap. You will notice 2 things. First the soap lathers very well providing a soft comfortable cleaning activity. When the hands are rinsed and still wet have them "squeak" their fingers together, you will have a distinct squeaky clean feeling on a tactile level. Because the product cleans at a deeper level more dirt and dead cells are removed exposing the clean emerging layer of skin. The soap is also engineered to provide a sheeting action when rinsed much like a rinsing agent in a dishwasher.

As a comparison to over the counter brands antibacterial soaps Tattoo Goo® Deep Cleansing Soap like contains a broader kill spectrum and a deeper cleaning action. Many cheaper soaps leave residue on the skin, these chemical residues contribute to skin problems as they prevent the skin from breathing properly leading to dried out skin.

Ingredients: Water, deionized, Olefin Sulfonate, Sodium Lauryl Sarcosinate, Cocamide DEA, Glyceryl Laurate, Glyceryl Laurate, Chloroxylenol (PCMX), EDTA, Glycerin, Methylparaben, Polyquaternium-7, Polyquaternium-7, Allantoin, FD&C Red No. 40 (1% solution)\*, Fragrance Citric Acid, Sodium Chloride.







Color Guard® Sales and Marketing Information

#### **Tattoos Protected-Maintained – Rejuvenated**

**Color Guard SPF -30 Stick-SPF 30** rating plus special UV/UVA inhibitors to help protect tattoos from fading. Other ingredients help to provide moisture the tattoo thus enhancing color. The large stick allows precision application, helping protect the tattoo while allowing for tanning of other skin areas. 24 Pack Counter Display item 305 .45oz.

The sun is the enemy of your tattoo. The powerful ultra-violent rays (UVR) of the sun change fade, and destroy all it comes in contact with over a period of time. It takes only 1 hour of direct sunlight to ruin a new unprotected tattoo. Color Guard® with its unique formula acts as a shield for your tattoo while it rejuvenates the appearance of your tattoo. Color Guard® Stick was established to create exclusive skin care products to improve and protect the longevity of tattoos whether you are involved with water sports, sunning, skiing or working outdoors. Like all Lakeview Laboratories products they are not tested on animals. The ingredients selected for Color Guard® Spray cover the spectrum from sun-inhibitors to rejuvenators, moisturizers, to anti oxidants. All working together they combine to create this unique product for tattoo color preservation and renewal.

#### **Sun Protection Explained**

The concept of a protection factor (PF) is useful when attempting to quantify the UVR( ultra violent rays) protection that products such as fabrics, sunsreeen and eyewear can provide. The PF indicates how much UVR is blocked by a material. For example, a material with a UPF rating of 20 would only allow 1/20<sup>th</sup> of the hazardous UVR falling on its surface to pass through it. This means that this material would reduce the UVR exposure by a factor of 20. Stated another way, this material would block 95% of the UVR and transmit only 5%

**Sun protection factor (SPF)** is a measure of the protection provided by sunscreens. SPF is the ratio of the UVR dose that is regarded to produce a perceptible reddening of skin treated with sunscreen compared to untreated skin. Use of sunscreen of at least SPF 15 is recommended for any areas of the body exposed to UVR.

#### **Commonly used protection factors**

There are several types of protection factors used to rate UVR protection provided by specific types of products. To provide adequate sun protection, materials must usually have a PF of 15 or higher. The following table shows that to provide effective protection a material must block more than 93% of UV radiation.

% of UV Blocked	PF
50	2
90	10
93.3	15
95	20
96.7	30
97.5	40
98	50
99	100
99.5	200



Active Ingredients
Avobenzone 2%,Octinovate 7.5%,Octocrylene 5%,Oxybenzone5%
Inactive Ingredients:Aloe Barbadensis Leaf Extract,Beeswax, Cetyl Alcohol, Dimeticone,Flacor, Heluant Annus (Sunflower Oil), Isopropyl Myristate,Lanolin, Mineral Oil, Ozokerite,Parafin,Petrolatium,Tocopheryl,Zinc Oxide



Color Guard® Sales and Marketing Information

<u>Color Guard® Stick –Key Ingredients</u>

#### **Benefits of Color Guard®**

A formula which preserves color and art work unlike sun block which just prevents tattoo from sun burn and moisturizes your tattoo while continually enhances its color.

- Unique formula rejuvenates and nourishes tattooed skin stimulating cell regeneration
- Moisturizes your tattoo while continually enhancing its color
- Applies easily, precisely and clearly until fully absorbed
- Enriches your skin naturally with extracts of Aloe, plus contain enriched with Vitamin E-Complex
- Helps fight against premature aging and is a safe hypoallergenic solution to long term skin care.

#### 1. Use as Anti Fade:

Apply liberally to tattoo area when going outside for working, skiing, swimming etc. Color Guard® is specially recommended when using a tanning bed. Reapply every couple of hours for ultimate protection. Remember, the harmful rays of the sun will penetrate light clothing, such as a T-shirt, bathing suit or bikini. So treat these tattooed areas like they are directly exposed to the sun with Color Guard.

#### 2. For Tattoo Regeneration:

Apply twice daily to area for best results. As Color Guard unique formula begins to regenerate the cells of the dermas you will begin to see it brighten and emerge.

#### 3. For Overall Best Results:

Apply Color Guard® liberally daily and have no more worries about the colors and appearance of your tattoo! Your tattoo will be protected and continue looking new.

The combination of Color Guard s® unique blend of vitamins and natural minerals protects your tattoo and its appearance. Rejuvenating your tattoo while acting as an anti-oxidant and protecting your skin

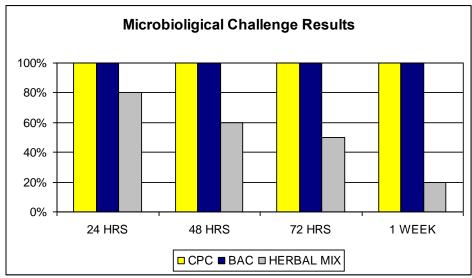
Color Guard® is a registered trademark of Lakeview Laboratories Incorporated.



X-PRESSION® Sales and Marketing Information

# X-PRESSION S® LONG TERM BACTERIAL KILLING ACTION LASTS UP TO ONE WEEK and MORE EFFECTIVE THAN GENERIC SOLUTIONS.

Lakeview Laboratories tested the active ingredient found in X-pression,s CPC Complex(Cetylpyridinium Chloride plus MSM Methlylsulfonyl Methane) versus 2 of the leading formulas one- Benzalkonium Chloride (BAC) used in private brands and the other-an herbal mixture. All three products claiming to be an antiseptic and useful in avoiding infection after piercing. A Cosmetic Toiletry & Fragrance Association double challenge test was used to evaluate preservative effectiveness in CPC\*,BAC\*\*, and a mixture of herbs(tea tree oil, myrrh, etc.) Source: Lakeview Laboratories research testing procedure and results on file.



#### Comparative information on CPC verses BAC in Scientific Journals

Concern has been growing regarding the potential of antibiotic and disinfectant co-resistance in clinically important bacteria. Therefore, several actives were evaluated for efficacy (kill bacteria) without increasing the microorganism's resistance to the chemicals. Chlorhexidine (CHX), Cetylpyridinium Chloride (CPC), Benzalkonium Chloride (BAC), Troclosan, Dibromopropamide Isethionate (DBPI), and Tricarban were all compared. The bactericidal efficacy of the CHX, CPC and DBPI were considered the best compared to all of the actives tested and did not cause any significant increase in microorganism resistance.

Technical Reference: Suller MT, Russell AD. Antibiotic and biocide resistance in methicillin-resistant Staphyloccus aureus and vancomycin-resistant enterococcus. J Hosp Infect 1999; Dec 43(4):281-291.

Benzalkonium Chloride (BAC) solutions obtained from different manufacturers were tested for antibacterial potential and several were observed to have different levels of efficacy (kill bacterial). These differences in activity seem to be related to the composition of the BAC. This information may cause consumers to be misled into believing that all BAC products are effective. Technical Reference: Richards RM, Mizrahi LM. Differences in antibacterial activity of Benzalkonium Chloride. J Pharm Sci 1978, Mar 67(3):380-383.

Benzalkonium Chloride (BAC) was evaluated for cytotoxic potential (produce cell death) in keratinocytes and fibroblast human cell lines. Based on the data obtained, it was concluded that BAC produced significant damaged to human cells at the concentration necessary for antibacterial activity.

Technical Reference: Nagamune H, Maeda T, Ohkura K, Yamamoto K, Nakajima M, Kourai H. Evaluation of the cytotoxic effects of bisquaternary ammonium antimicrobial reagents on human cells. Toxicol In Vitro 2000, Apr 14(2):130-147.

During the course of cataract surgery Benzalkonium Chloride (BAC) caused cell destruction in ocular tissue. Technical Reference: Alpar JJ. Cell destruction from intraocular use of Benzalkonium Chloride. J Cataract Refract Surg 2003, Fed 29(2):233.



X-PRESSION® Sales and Marketing Information

# Lakeview Laboratories Announces X-pressions ® Piecing Aftercare "Piercing After Care Made Easy"

Many piecing aftercare products are designed for exterior skin piercing areas such as ears, and navels. Other products are targeted primarily to sensitive areas such as lips and tongues. Now one product has the germicidal power to handle the needs of both. The pros and cons of good aftercare are abundant. Most piercers are cautious to point out that the first several weeks are important in combating infection. Therefore it is essential that consumer are provided with products that offer the most comprehensive care with easy of use.

Lakeview in cooperation with professional piercers has developed a new ready to use CPC- MSM Complex formula which utilizes one of the most respected formulations available. X-pression™ Ready to Spray aftercare contains Cet-C a powerful anti-bacterial and anti-microbial. Most antiseptics of this type are mouthwashes which contain alcohol. This often stings open wounds on the skin and irritates the taste. X-pression™ contains no alcohol or sodium with a pleasant flavoring which provides for no bitter aftertaste, stinging or burning.

Methyl-sulfonyl-methane (MSM) is a naturally occurring sulfur compound found in our bodies as well as in many common beverages and foods, including milk, coffee, tea and green vegetables. In its purified chemical form, it is an odorless, essentially tasteless, white, water-soluble crystalline solid. It is one of the safest substances in biology, similar in toxicity to water. Some of MSM's essential functions in the body include maintaining the structure of the proteins in the body, helping the formation of keratin which is essential for hair and nail growth, aiding in the production of immunoglobulin which maintains the immune system, and catalyzing the chemical reactions which change food into energy. These functions often result in the following occurrences, lessening of inflammation and softening of scar tissue

X-pression® is packaged in a convenient 2oz. spray bottle. The ready to use formula eliminates the need to dilute the product in water as with other variants of this product. The spray fits in pocket or purse. Because it so convenient many can be assured that the product will be used at the levels necessary to ensure proper care during the first stages of the after piecing period. Like all Lakeview products packing graphics are just as important as the product itself. The company's use of holographic material emulates that of a shiny new silver plate. These dynamic elements are sure to reinforce it effectives as the most powerful and effective new product of its type on the market.

For more information regarding good piecing practices and the use of X-Pression™ we urge you to see the information found at www.safepiercing.org. The APP Association of Professional Piercers is an organization of committed professionals which upholds an extremely high standard of safety and hygiene. Members' web sites can also be accessed for additional information.

Ingredients Cetylpyridinium Chloride and Dimethyl Sulfone CPC-MSM Complex CPC-MSM Complex is a mixture of the following: CPC (Cetylpyridinium Chloride used in "Tech 2000", "Zytex", "Cepacol", etc.): Claimed functions: Biocide and Antiseptic. MSM (also know as Methylsulfonyl Methane and Dimethyl Sulfone) Claimed functions: Analgesic, Anti-inflammatory, and Scar reducing. Glycerin - Humectant Cinnamomum Zeylanicum Bark Extract - Cinnamon Flavor to minimize bitter taste. Purified Water Distilled Water-Carrier X-Pression®s a registered trademark of Lakeview Laboratories Incorporated.





X-PRESSION® Sales and Marketing Information

## A new way to X-press Yourself!

# Latest in Piercing After Care From Lakeview Laboratories and Tattoo Goo Brands!

Just snap, let flow and apply! The easy way, with no touch no mess and no over application with new X-Pressions® Swabs. Now available from Tattoo Goo® Brands a division of Lakeview Laboratories Inc. X-pressions Extra Strength Piercing Aftercare is now available in a new ready to use format.

The same dermatologist tested formula can be applied directly to any area needing medication by simply snapping the lined end of the swab and allowing the product to flow gently down the reservoir tube. The product is now ready for gentle application to the skin surface. This new format along with the familiar ready to use spray will give consumers as well as studios more choices when it comes to after care.

The formula is a special CPC- MSM Complex formula which utilizes one of the most respected formulations available. X-pressions® Ready to Spray and X-pressions® Swabs aftercare contains Cet-C a powerful anti-bacterial and anti-microbial. Most antiseptics of this type are mouthwashes which contain alcohol. This often stings open wounds on the skin and irritates the taste. X-pression™ contains no alcohol or sodium with a pleasant flavoring which provides for no bitter aftertaste, stinging or burning.

Like all Tattoo Goo® Brand products they are available at all tattoo and piecing studios, on line partners and thorough a network of worldwide distributors.







BLUE WAVE<sup>TM</sup> Sales and Marketing Information

## Blue Wave™ Saline Cleansing Solution

#### All Natural Sterile Rinse and for Piercings!

From the makers of Tattoo Goo® and X-pression® the world's most popular brands of tattoo and piecing products comes new Blue Wave™ Saline Cleansing Solution. Blue Wave™ is an all natural sterile solution which helps to thoroughly cleanse new piercings. Saline solutions help to remove dried discharge and secretions when used on a daily basis. And like other solutions Blue Wave ™helps in reducing lumps and scars. Blue Wave ™may be used on both oral and dermal piercings.

An excellent natural alternative, Blue Wave<sup>TM</sup> Saline Cleansing Solution is the perfect answer for those on the go. Packed in a 2 oz. pump spray it is convenient to carry in pockets or purses. Because it is non aerosol, the formula poses no environmental threat. And like all Lakeview Laboratories products, it is packed in colorful 24 pack counter display.

Blue Wave<sup>™</sup> contains the highest quality pharmaceutical grade sodium chloride (99.9% pure) as used in the medical industry. Sea salt contains a variety of untested minerals, metals, even heavy metals which could have negative effects on an open wound. This is why medical professionals, hospitals and emergency rooms choose to use the pharmaceutical grade sodium chloride as found in Blue Wave<sup>™</sup>

Keeping bacteria and germs out of piercings is vital for safe healing. Blue Wave™ may be used in conjunction with an antiseptic such as found in X-pression Piercing Aftercare, and anti-bactericide as found in Tattoo Goo® Deep Cleansing Soap as well as. The treatment conforms to the requirements as set out by Association of Professional Pierces (APP) www.safepiecing.org .

Caution should be used as with all products. A light amount of Blue Wave ™is recommended 2 to 3 times a day. You may wish to use fresh gauze sprayed with the solution to provide for more controlled application especially in hard to reach areas. Oral piercings may require more frequent applications.

Over application of any saline or any solution may dry out the skin. Dry skin caused by salt water rinses will rapidly absorb other treatments and may cause redness or skin irritation. We recommend a light spray so that an antiseptic treatment may follow shortly. If over application of saline solution is applied it may be necessary to wait several hours to apply other treatments.



Ingredients: Water, deionized, USP Sodium Chloride, Citric Acid Anhydrous for preservationTattoo Goo, X-pressions are registered trademarks of Lakeview Laboratories Incorporated.



Tattoo Armor ® Sales and Marketing Information

#### **Tattoo Armor ® Precision Sunscreen**

# Defend Your Ink!

Exclusive Formula Application System Dries Fast with no Halo effect!

The next generation of tattoo protection has arrived. Tattoo Goo® has acquired the exclusive marketing rights to Tattoo Armor® Precision Sunscreen Application. Tattoo Armor combines the power of an SPF 30 blend of UVA and UVB protectants with skin humectants, vitamins in an exclusive fast drying formula. The patent pending system allows the consumer more precise application than ever before with the New EZ-Flow pen application system.

Many tattoo enthusiast who are constantly out in the sun or use indoor tanning beds struggle with protection of their valuable artwork. Many use tape or apply messy creams and lotions which develop an unsightly border around their tattoo commonly referred to as the "Halo Effect". Tattoo Armor's brush provides user with precise hands- free application of products. With this method , users can save time and money spent in over application. The tip allows a precise amount to be applied only where the tattoo appears. The product is formulated with ingredients that allow it to dry fast. No waiting for an oily mess to dry.

The SPF 30 water- resistant formula also provides a 97% block of all UVA/ and UVB rays. This is great news for those who worship the sun. And significantly beneficial to those who utilize indoor tanning beds as it has been proven that these rays are twice as harsh as those in the sun. A special blend of oils and vitamins A,C and E help bring out the color in the tattoo as they condition and brighten the user's expression of their lifestyle.

Tattoo Armor is available in two distinct formats, a precision applicator pen and a wide applicator brush.



Tattoo Armor is a registered trademark of Tattoo Armor LLC, Tattoo Goo is a registered trademark of Lakeview laboratories Incorporated

#### **Tattoo Armor ® Ingredients Information**

Active Ingredients

Avobenzone 3% UVA Skin Protectant Homosalate 15 % UVB light absorber

Oxybenzone 5% UV filter

Octocrylene 2% Water resistant UVB sunscreen

Octisalate 5% UVB protectant

#### Other Ingredients Panel

Acrylates/Octylacrylamide Copolymer -helps to provide a moisture water-resistant barrier Alcohol Denatured –helps in leaving product on skin surface with quick drying properties Ascorbyl Palmitate-antioxidant and preservative form of Vitamin C Cannabis Sativa Seed Oil – (commonly known as hemp oil) for moisturizing and skin hydration Hydroxypropylcellulose- cosmetic thicken agent Octyldodecyl Neopentanoate –skin conditioning agent Retinyl Palmitate- synthetic form of Vitamin A Tocopheryl Acetate- synthetic form of Vitamin E

#### **Tattoo Armor ® Retail Formats**

TA201S 12 pack Honeycomb Display

TA 201R 6 pack Carded Display\

TA 201K 12 pack Clip Strip

TA 201H 24 Hanging Hook Counter Display

TA 202R 6 pack Carded Display



Sales and Marketing Information



# Basic Skin Care, Product Topics AND FAQ'S



TATTOO GOO® Sales and Marketing Information

#### Found at **PainfulPleasures.com**

#### Cosmeceuticals and Dermal Interaction

Consumer interest in natural and or organic skin care products is growing together with confusing terminology. Natural and organic products fall into poorly defined and unregulated categories with an array of different terms used to present product benefits. Terms such as "natural", "derived from natural materials", "extracts from natural plants", "organic", and " percentage of organic content "are liberally used in the marketing cosmeceutical landscape. At times statements are presented in ways that seem to indicate that seek products that are only 100 percent natural if they want cosmetic purity. In reality "natural products" all contain a certain percentage of synthetically manufactured ingredients.

In an attempt at differentiation statements such as "preservative free" are made. However this is not possible since the addition of preservatives in a cosmetic is a regulatory requirement for product safety and health reasons. "Paraben free" may be the case, but it does not mean the product is preservative free, as the formulation may contain another preservative system that does not have the same long research history of safety as parabens.

There have been significant changes in cosmetic formulations since 2000. Dermatological and chemical researchers have increased their understanding of skin physiology, the chemical components of the skin and how these interact with chemicals applied to the skin in the form of cosmetics. Botanically based products are experiencing a renaissance and renewed credibility as formulations become increasingly sophisticated in their technologies and results. Animal based ingredients are now replaced with plant based or synthetically manufactured equivalents. Cosmeceuticals and the chemistry behind them can be extraordinarily valuable to the skin. Since a product most important purpose it's to benefit the skin, it is critical to have an understanding of how the skin works how and why products may penetrate the skin and how maladies also effect the skin.

The scion is a complex organ that is constantly under study. It is the body's largest organ and performs a series of key functions resulting from the chemical and physical reactions that take place. The skin is a barrier from the elements. It helps maintain a constant body temperature by helping the body regulate moisture loss.

Cosmeceutical products are very important to the skins protective function. Creams and lotions with a bacterial effect reduce and control excessive proliferation of bacteria on the skin. They can help reduce moisture loss caused by drying or burning skin (such as that caused by a tattoo). Without the skin the body's organs would rapidly oxidize. When the skin's chemistry and chemical composition are not compatible with a particular ingredient(s) the result is overall product sensitivity and even allergic reactions.

The skin has a very intricate mircoanotomical structure. It is also home to a variety of glands. These glands are important not only because of their intrinsic functions but also because they represent a route of entry into the skin for certain chemical compounds. These glands control sweat, control body temperature, increase skin suppleness, or eliminate impurities. These glands also secrete oils and moisture. They help regulate body temperature through sensations of hot and cold. Simply but they are as an important functionally organ as any in the body.

The skin is a highly specialized and complex set of tissues divided into three layers, the epidermis, dermis and hypodermis. Through out the skin there are various types of cells, the cells are linked to the skin through receptors. In simple terms these receptors help cells communicate with each other. They bind with various chemical components that pass between cells. They interact with cells and perform their therapeutic function through these receptors. Their role is well established in cosmeceuticals.

The epidermis is the part of the skin visible to the naked eye. This is the layer of skin to which products are applied and one which an individual comes in contact when clearing, exfoliating, healing or hydrating. The second layer is the dermis which represents the most important part of the skin. It is made of connective tissues, collagen, elastin, hair follicles, sweat glands, blood vessels and nerves that transmit sensations. The deepest layer is called the hypodermis consisting of connective and fatty tissues and is much thicker than the dermis. This layer is important for body temperature regulation. It is important to understand each layer and cosmeceutical impact on each.

We know that with age skin cells decrease in number. This is one reason why the potential rate of skin disease increases with age, as does moisture absorption. The skin's capacity to retain water decreases with age making



skin more vulnerable to dehydration and wrinkles. Moisture retention is extremely important in skin healing process especially with burns and tattoo application or removal.

Moisturizers can work in different ways. Those that work by occlusion only should remain on the skins surface others such as humectants (Tattoo Goo), ought to penetrate the superficial layers and help retain water there. Thus the need for and efficacy of product penetration ought to be in direct correlation to ingredient function.

Products penetrate though tow main cellular channels in the skin. The rate of penetration is based on molecular size, the delivery vehicle and the skins state of integrity and health. Thus product that contains higher viscosity or impure oils can be held up in the skins cell structures. Illness can change the rate of topical absorption. In addition chemical absorption varies on different parts of the body.

The corneum layer with its strongly and tightly bound cells is the greatest obstacle to product penetration. The second barrier is the epidermal and dermal junction. If the skin serves as a moisture barrier, how is it that cosmeceuticals penetrate? Structurally the skin absorbs. This absorption takes place through the ducts of the sweat glands.

In reality a large percentage of topically applied products never penetrate the corneum layer due to one or more of the following reasons:

- Molecular size
- Retention or binding on the surface by other ingredients present in the product
- Evaporation
- Adhesion to surface cells and then loss by exfoliation

And in the case of tattooing penetration may also be affected by the depth the needle penetrates the skin.

Other factors affecting product penetration

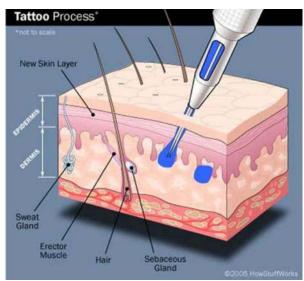
- The skins health
- Skin hydration
- Humidity
- Skin cell composition
- Amount of oil as a percent of formulation

With each delivery system, the objective is to send an active to its target site and keep it there so it can provide maximum benefit while providing any negative reactions such as irritation, dermal absorption or other undesirable effects



#### **Tattooing and the Healing Process**

Artists create tattoos by injecting ink into a person's skin. To do this, they use an electrically powered tattoo machine that resembles (and sounds like) a dental drill. The machine moves a solid needle up and down to puncture the skin between 50 and 3,000 times per minute. The needle penetrates the skin by about a millimeter and deposits a drop of insoluble ink into the skin with each puncture.



The needle deposits a drop of ink each time it pierces the skin.

The tattoo machine has remained relatively unchanged since its invention by Samuel O'Reilly in the late 1800s. O'Reilly based his design on the **autographic printer**, an engraving machine invented by Thomas Edison. Edison created the printer to engrave hard surfaces. O'Reilly modified Edison's machine by changing the tube system and modifying its rotary-driven electromagnetic oscillating unit to enable the machine to drive the needle.

Modern tattoo machines have several basic components:

- A sterilized needle
- A tube system, which draws the ink through the machine
- An electric motor
  - A foot pedal, like those used on sewing machines, which controls the vertical movement of the needle. When you look at a person's tattoo, you're seeing the ink through the **epidermis**, or the outer layer of skin. The ink is actually in the **dermis**, which is the second layer of the skin. The cells of the dermis are far more stable than the cells of the epidermis, so the tattoo's ink will stay in place, with minor fading and dispersion, for a person's entire life

Next, we'll look at how artists actually create tattoos, from preparation to finishing touches.

Creating a Tattoo: Sterilization & Prep Work

A tattoo machine creates a puncture wound every time it injects a drop of ink into the skin. Since any puncture wound has the potential for infection and disease transmission, much of the application process focuses on safety. Tattoo artists use sterilization, disposable materials and hand sanitation to protect themselves and their clients.

(all graphics copyright of How Stuff Works)



To eliminate the possibility of contamination, most tattoo materials, including inks, ink cups, gloves and needles, are single use. Many single-use items arrive in sterile packaging, which the artist opens in front of the customer just before beginning work.

A Tattoo is nothing but a simple abrasion (like a scrape on the knee). It is not a deep wound. Though it may bleed a bit at first, bleeding will stop within a couple of hours. There is no real need for antibiotics or medicines. A tattoo can heal itself. It does not need to be treated with ointment. A tattoo can scab or peel during the healing process. When it forms a scab (looks just like a scab), it is very important not to pick at the scab. It can also peel. The peeling looks like a sunburn type of peeling. It can also be referred to a "flaky" or "ashy". This is normal. It is the "body healing itself". Tattoos can be somewhat tender for 2-4 days after the process. If it is taking longer to heal, the "tenderness" can last longer. The area around the tattoo will also be "red" for a day or two.

When using nothing on the tattoo during the healing process, it scabs up. Some call this a "hard heal". Most tattoo clients not like the "dry treatment" for healing. The tattoo dries out and scabs up. Those "scabs" are uncomfortable, and if they are picked at or pulled off by a piece of clothing, it can pull the scab up and "pull out" the color (it is not pulling the color, but it is actually pulling "good skin" up with the scab, if the scab is not ready to fall off, the "dead skin" that is attached to the body will tear the new skin. When that "new skin" tears, it essentially rips the color off with the "new skin").

Using aftercare products does not allow the tattoo to "dry out". It makes a tattoo softer/easier heal. By using aftercare (ointment or lotion) it keeps the area soft and moist. It is very important to NOT over apply aftercare products. If too much is layered on the top of the skin, it prevents the skin/tattoo from "breathing". If there is too much aftercare on the tattoo, a couple of different things can happen. It can cause the tattoo to scab up and "hard heal". If this happens, people should discontinue use of ointment products and switch over to a lotion. Lotions are HARD to over apply; it is easily absorbed into the skin, and will allow the area to breathe. Tattoos can also be known to "leech" due to over application. When aftercare products cover the skin and are not allowing it to breathe, the body will naturally try to "push off" whatever is on top. This will cause your tattoo to look SLIMEY and will cause the colors/pigments to be pushed to the top of the skin as well. If this happens, it is best to wash the tattoo off, pat it dry, and leave it dry for the next day or two and switch to using a lotion. Applying a minimal amount of ointment during the healing process works the best.

After the tattooing process, the artist may "dress" the tattoo with a small amount of A&D, Vaseline, Tattoo Goo, etc. A bandage of gauze of a plastic wrap may be wrapped over the tattoo. This is left on for a few hours, or the artist may suggest leaving it on until the morning. At this time it is advisable to run warn water over the area to loosen the bandage that may be stuck to the skin. It is suggested to wash the tattoo area with liquid anti-bacterial soap. Do NOT wash the area with a washcloth. Washcloths are abrasive and can irritate the area. Simply wash the area lightly with your hand. Rinse and pat dry. Let the tattoo air dry for 15 minutes. Make sure the area is completely dry before applying aftercare products.

The healing process can take any where from 5 days up to 3 weeks depending on the person and depending where on the body the tattoo is. "Fatty" areas such as the back, upper thigh, upper arm, stomach, chest, etc. heal much faster and easier than the "non-fatty" areas of the body. Areas such as the ankle, wrist, forearm, neck, head, hands, feet, etc. heal up much "harder" than the rest of the body. There is not much skin in that area and it takes longer to heal. It can also be VERY tender in those areas. It is suggested when getting tattoos done on the lower legs or feet to "stay off" your feet for a couple of days. Elevate the feet and rest. If the tattoo is in an area that the clothing rubs (around the waist line), it can cause scabbing. Try not to let clothes rub the area. If the tattoo does scab up, do NOT pick at the scabs. Let them fall off on their own. Most of the time a tattoo will peel like sunburn, on dark colored skin it looks "ashy". This is natural, and at this point it is best to use lotion throughout the rest of the healing process. Do not pick or peel the skin. Let it naturally fall off on its own.

Suggestions for healing tattoos vary from artist to artist at this point. Artists do not agree on what is "best" to use and what is the "best" process tattoo aftercare. This varies from shop to shop and from artist to artist. A popular healing regiment is: Wash the tattoo 2-3 times a day with liquid anti-bacterial soap. Apply a small amount of Tattoo Goo® to the Tattoo 2-4 times a day depending on how "active" the area is. If it gets rubbed by clothing, is exposed, etc. using Tattoo Goo® 4 times a day may be necessary. If it is a "low activity" area, 2-3 applications a day will be sufficient. Use the ointment for 3-4 days, when the tattoo begins "peeling/scabbing", switch over to using a lotion. Lotion will help to keep the area from drying out; it absorbs easily, and is hard to over apply. Lotion and Tattoo Goo® ointment can/should be used for continual aftercare treatment.



#### **Laser Tattoo Removal**

Tattoos have become part of mainstream culture over the past couple of decades. Some estimate that Lets examine how new laser tattoo removal techniques are helping people of all ages rid themselves of something that, for a variety of reasons, they no longer want on their bodies. (Falling out of love and wanting a no-longer-special person's name removed is the most popular reason cited, experts say!)

Let's quickly remind ourselves exactly what a tattoo is: A **tattoo** is a permanent mark or design made on the body when pigment is inserted into the **dermal** layer of the skin through ruptures in the skin's top layer. Modern-day tattoos are applied by using an electric **tattoo machine** with needles that rapidly puncture the skin with an up and down motion not unlike that of a sewing machine.

Can All Tattoos Be Removed?

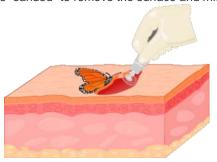
Most **dermatologic surgeons** caution that complete tattoo removal is not possible. Tattoos are meant to be permanent, so removing them is difficult. Few surgeons guarantee complete removal. Having said that, there are several methods of tattoo removal which have proven effective. The degree of remaining color variations or blemishes depends upon several factors, including size, location, the individual's ability to heal, how the tattoo was applied and how long it has been in place. For example, a tattoo applied by a more experienced artist may be easier to remove since the pigment was evenly injected in the same level of the skin. New tattoos may also be more difficult to remove than old ones.

Doctors say they can't predict the exact degree of removal because they generally don't know which of the 100 tattoo inks available today were used. (The U.S. Food and Drug Administration currently lists tattoo pigments as "color additives," which are intended only for application to the top layer of the skin.) Consult with a removal specialist -- be sure to take a list of questions along.

What Methods Are Used for Tattoo Removal?

Before lasers became popular for tattoo removal starting in the late 1980s, removal involved the use of one or more of these often-painful, often scar-inducing surgeries:

Dermabrasion, where skin is "sanded" to remove the surface and middle lavers:

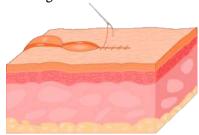


Cryosurgery, where the area is frozen prior to its removal;



• **Excision**, where the dermatologic surgeon removes the tattoo with a scalpel and closes the wound with stitches (In some cases involving large tattoos, a skin graft from another part of the body may be necessary.).





Although the procedures above are still used in certain cases today, **lasers** (**Light Amplification by the Stimulated Emission of Radiation**) have become the standard treatment for tattoo removal because they offer a bloodless, low risk, effective alternative with minimal side effects. Each procedure is done on an outpatient basis in a single or series of visits. Patients may or may not require topical or local anesthesia.

As early as the 1960s, lasers had been developed for industrial uses. When researchers developed lasers that emitted wavelengths of light in short flashes called **pulses**, medical use became viable. These lasers can effectively remove tattoos with a low risk of scarring, according to the American Academy of Dermatology . The type of laser used to remove a tattoo depends on the tattoo's pigment colors. (Yellow and green are the hardest colors to remove; blue and black are the easiest.)The three lasers developed specifically for use in tattoo removal use a technique known as **Q-switching**, which refers to the laser's short, high-energy pulses:

- the Q-switched Ruby,
- the Q-switched Alexandrite,
- the Q-switched Nd: YAG, the newest system in this class of lasers and particularly advanced in the removal of red, blue and black inks How Do Lasers Remove Tattoos?

Lasers work by producing short pulses of intense light that pass harmlessly through the top layers of the skin to be selectively absorbed by the tattoo pigment. This laser energy causes the tattoo pigment to fragment into smaller particles that are then removed by the body's immune system. Researchers have determined which wavelengths of light to use and how to deliver the laser's output to best remove tattoo ink. (If you're wondering if the laser might also remove normal skin pigment, don't worry. The laser selectively targets the pigment of the tattoo without damaging the surrounding skin.)



Does Tattoo Removal Hurt and What Can I Expect?

The unfortunate thing about tattoos is that both getting them and having them taken off can be uncomfortable. The impact of the energy from the laser's powerful pulse of light has been described as similar to getting hot specks of bacon grease on your skin or being snapped by a thin rubber band. Because black pigment absorbs all laser wavelengths, it's the easiest to remove. Other colors, such as green, selectively absorb laser light and can only be treated by selected lasers based on the pigment color.

In preparation for a laser procedure, doctors recommend that non-aspirin products, like Tylenol, be used for minor aches and pains prior to the procedure, because aspirin and nonsteroidal anti-inflammatory agents such as Ibuprofen can produce pronounced bruising after treatment.

Further pre-treatment steps might include the application of a prescription anesthetic cream two hours before the laser session. It is wiped off just before laser surgery begins. (Some patients say they don't need this. Others prefer to have a local anesthetic injected into the tattoo prior to laser therapy. Pinpoint bleeding is sometimes associated with the procedure.) Then pulses of light from the laser are directed onto the tattoo, breaking up the pigment. Over the next few weeks, the body's scavenger cells remove pigment residues.



More than one treatment, which actually only takes minutes, is usually needed to remove an entire tattoo -- the number of sessions depends on the amount and type of ink used and how deeply it was injected. Three-week intervals between sessions are required to allow pigment residue to be absorbed by the body.

Following treatment, the doctor will apply an antibacterial ointment and dressing to the area, which should be kept clean with continued application of ointment as directed by your doctor. A shower or bath the day after treatment is okay, but the treatment area should not be scrubbed. Your skin might feel slightly sunburned for a couple of days and the treated area may remain red for a few weeks. The site might also form a scab, which should be handled gently. After healing, the site will gradually and continually fade.

Side effects of laser procedures are generally few but may include **hyperpigmentation**, or an abundance of color in the skin at the treatment site, and **hypopigmentation**, where the treated area lacks normal skin color. Other possible side effects include infection of the site, lack of complete pigment removal and a 5 percent chance of permanent scarring.

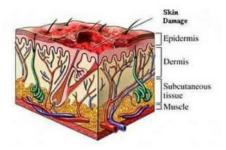
The tattoo removal laser treatment may create a superficial burn wound. Some clients may experience bruising or swelling. There is immediate whitening of the treated area, which usually lasts for several minutes. Many clients then develop blisters, crusts, or scabs within 12-72 hours, which may last for 1-2 weeks or more. The treated areas may be pink or pale after the scab separates. Loss of skin pigment in the treated area is common, and is usually temporary. Healing is usually complete by 6-8 weeks.

- 1. Keep the treated area clean and dry while it is healing. Clean the area gently with soap and water and then gently pat the area dry. You may apply a thin coating of topical ointment, such as Tattoo Goo up to three times a day while the area is healing if you keep the area covered with a sterile dressing.
- 2. You may apply cool compresses as necessary for 24 hours after the laser treatment to help reduce discomfort and inflammation. You may take plain Tylenol, but avoid aspirin (it can increase the risk of bruising and/or bleeding.)
- 3. Do not pick at the scab or allow the skin to become scraped, as this may result in infection and scarring. Keep scabbing to a minimum with Tattoo Goo Lotion or Healix Gold. Shaving should be avoided in the treated area until it is completely healed.
- 4. Do not wear makeup or any cream or medication unless recommended by our office for 48 hours.
- 5. Wear a sunblock with an SPF of 25 or higher over the area for 3 months following the treatment.
- 6. If the area looks infected (honey colored crusting and oozing or spreading redness), if you experience an unusual discomfort or bleeding, if any other complications develop, or if you have any questions or concerns, contact the physician immediately

#### Sunburn

We have all probably had the misfortune of having a severe case of sunburn, were the simplest touch to our skin causes pain for a day or two. This is followed up by an unsightly peeling of one's now dead sunburned skin. On this page we will explain sunburn and list current treatments and view points. **What is Sunburn** 

Sunburn is a painful inflammatory skin reaction due to over exposure to UV radiation typically from sunlight. (Sunburn can be caused by other forms of UV Radiation like Sunlamps, Sunbeds or Welding etc.)



Sunburn normally only affects the outer most layer of our skin (First degree Burn) and in extreme and repeat prolonged sun exposure may result in secondary burns and blistering.



Sunburn cannot cause third degree burns, and is highly unlikely to cause any form of skin scarring. Sunburn can occur in 15 minutes or less sun exposure with people who are fair skinned and sun-sensitive. The effects of excessive sun exposure are unfortunately only observed 2 to 5 hours after sun damage to the skin has occurred.

The inflammatory, reddening of the skin is most evident only 12 to 30 hours after excessive sun exposure.

#### **Symptoms of Sunburn**

- Pain and Tenderness at exposed skin areas
- Reddening and inflammation ( A feeling of warmth )
- Blistering in Severe Cases
- Vomiting and Nausea in Severe Case
- Peeling and de-scaling of the skin 3 to 7 days later
- Fever like symptoms in severe sunburn cases

#### What not to do with Sunburn

Avoid further sun exposure
Do not use Petroleum Jelly or any heat retaining rubs
Do not put on Butter or Toothpaste
Do not have a hot shower
Leave Blisters from Severe Sunburn Intact to prevent secondary infection.

#### **Natural Sunburn Remedies**

Natural oils and humectants are reported to have positive effects.

Cold Milk Compress: The fatty acids and possibly lactic acids in milk are reported to have healing effects on sunburn. Use a cloth or compress and soak with milk before placing on sunburned skin areas. With sunburn our bodies dehydrate and lose water as well as mineral salts. Lots of Fruit juice as well as water will replenish your natural stocks.

Sunburn occurs due to the skin being overexposed to the ultraviolet rays of the sun exceeding the melanin protection of the skin. Melanin is the protective pigment that protects the skin from the harmful sun's rays, as well as imparts the skin color. The exposure of the skin to the UVA and UVB rays of the sun causes many skin problems, including sunburn peeling and sun poisoning. In the most extreme cases and with repeated exposures, it might also cause diseases like skin cancer. There are many symptoms of sunburns, such as swelling of the legs, red skin, blisters, fever, nausea and chills. Skin peeling is also one of such symptom of sunburn. It is in fact, the first line of defense against skin cancer, so if the damaged cells remain a part of the tissues, then the risk of uncontrolled or faulty recovery would be pretty high. Although it is a common problem that usually goes away with the sunburn itself, there are many ways to prevent sunburn from peeling. So for those who are curious to know as to how to prevent sunburn peeling, here are a few steps to address the problem.

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#### How to Prevent Sunburn from Peeling

**Avoid Sun Exposure**: Well, prevention is easily the best way to avoid sunburn peeling. Avoiding the harsh rays of the sun, goes a long way in reducing the cases of sunburn. Even when you step out of the house, remember to use a sunscreen of SPF 15 or higher when you're going to be in the sun for more than a few minutes and reapply every 2 hours as needed. Remember to wear sun protective clothing when going out of the house



**Keep the Skin Lubricated**: Sunburn peeling will be greatly reduced if the skin is kept lubricated at all times. You can use any of the moisturizing salves, oils or lotions.

**Use Aspirin**: For reducing the inflammation and killing the pain, aspirin is used. Taken 24 hours post getting the sunburn, aspirin helps short circuit the entire sunburn process. Also, calendula dissolved in water acts as an anti-inflammatory and antimicrobial, and can be used long after the burn, to heal the skin.

**Treating with Essential Oils**: Certain essential oils like lavender and chamomile are used to prevent peeling after sunburn. Use 20 drops of these oils in a tub full of water and soak the affected area for 10 minutes.

#### Windburn

It seems so unfair. Right in the middle of winter, you find yourself suffering from something as painful as summer's sunburn. But how can you possibly have a burn when you can hardly see the sun at all and the temperature hovers well below 32°F? The reason: windburn.

Despite its name, windburn is actually a skin <u>irritation</u>. But it looks like a burn, because your skin appears red and slightly swollen on some exposed areas of <u>your body</u>. "Wind causes the loss of the oil layer on your skin," explains Norman Levine, M.D., chief of dermatology at the University, of Arizona College of Medicine Health Sciences Center in Tucson. "And when your skin dries out excessively, you get an irritation that looks and feels like a real burn. To reverse the effect of windburn, you need to add that oil layer back to your skin."

#### Chemical Folliculitis and Skin Irritation

Some of the most common problems that occur after tattooing are redness or pimpeling. Some regard this as a reaction to after care products. However most of these problems stem from a very common occurrence known as Chemical Folliculitis.

It has been reported to be caused by coal tars (i.e., Neutrogena T-Gel Shampoo), depilatories (i.e., Net/Near), swimming pools & hot tubs (Pseudomonas bacteria contamination or over chlorination), general skin infections (due to Staphylococcus organisms), occlusive dressing (Blenderm tape, tight clothing), topical steroids (prescription or OTC), and shaving (razor bumps). Other occurrence can be caused by friction, perpetration, occlusion latex or plastic occlusive reactions (plastic wrap). Variances in temperature, dust molds etc. may also cause this localized reaction. This happens when the hair follicles become inflamed or irritated causing burning or redness.

Based on the many popular dermatology reference books (which range between 700 and 1100 pages in length), chemical Folliculitis accounts for about a few small paragraphs of text. Dermatologist on have worked on this problem for the many years and have not found out anything more then what has been explained. According to the reference books chemical Folliculitis is not a reproducible reaction. In summary, not enough is known about this reaction to do anything but guess about what is happening. Therefore, it is just better to explain to people the following:

- 1) it is a transient irritation reaction of the follicle which will go away within a few days.
- 2) It is not clear as to what causes this type of reaction; however, we have no reason to believe it is product related.



#### Frequently Asked Questions about the Tattoo Process

#### How long does it take a tattoo to heal?

Anywhere from 5 days to 3 weeks depending on the area of the body the tattoo is and how well YOU heal up. Some people take longer to heal than others; some areas of the body take longer to heal: lower legs, wrist, forearms, hands, etc.

#### My tattoo is peeling, is that normal, what should I do?

YES! That is normal for a tattoo to peel up like a sunburn. Do not scratch at it or peel the skin away. Let it naturally fall off. Use lotion to keep the area moist. This "peeling" will last for a few days. Use lotion 3-4 times a day and don't mess with it and you will do just fine. Peeling, flaking, ashy, dry, are all words to describe this stage of the healing process.

#### The skin that is peeling up is colored like the tattoo, is the tattoo coming off?

No, that is natural. The dead skin has been colored/ dyed during the tattooing process. That skin will fall off and be replaced with the fresh skin that is underneath it. A Tattoo is VERY bright when it is first completed, during the healing process it starts to look discolored and dull. When the tattoo is finished healing, you will notice the "color" will come back.

#### My tattoo is scabbing, is that normal, what should I do?

Scabbing sometimes happens during the healing of a tattoo. This can be caused from over use of aftercare products, not using enough, and it could just be your body's natural healing process. When you over apply aftercare, it covers the skin and keeps it from breathing. If you have been using aftercare heavily, let the tattoo dry out for a day. After that apply Tattoo Goo® Quick Penetrating Lotion 3 times a day. The lotion absorbs into the skin and will let the tattoo breathe. It is very hard to over apply lotion and you can use it throughout the life of the tattoo. If you have been letting it dry heal, that is fine, just be sure NOT to pick or pull at the scabs. You can use lotion if you would like. If you are scabbing, what ever you do, do NOT use any more salve or ointment; use a lotion so the tattoo can breathe.

#### My tattoo is itching, is that normal, what should I do?

An itching tattoo is a healing tattoo. Simply use some lotion to help with the itching and dryness. Other than that, leave it alone and do NOT pick or scratch at the tattoo.

#### My tattoo seems to be losing ink, it is runny, wet, and it looks like the ink is coming out. What should I do?

It sounds like the tattoo is leeching. When too much aftercare is applied, the body will naturally try to push whatever is on top off, so it can breathe. Wash the tattoo off and pat it dry. Do not put anything on it for one day. After that, start using a hand lotion. Use the lotion 3 times a day and be sure NOT to over apply. Continue using the lotion until it heals completely. It may scab a bit, but do NOT pick the scabs, let them fall off naturally

#### It has been a couple of weeks since I got my tattoo and it is scabbed up, what should I do?

If you are using the salve/ointment, discontinue use switch over to a lotion. Do NOT pick at the scab. Let it fall off naturally. Keep using lotion 2-4 times a day. Use the ointment for 2-4 days and then switch to a lotion. It sounds as if you have "over applied" aftercare. This can cause you to scab up. Best way to treat it from that point is to keep it clean and use a mild water-base hand lotion.



#### Can I wash my tattoo?

YES! You should wash your tattoo 2-3 times a day with a product such as Tattoo Goo ®anti- bacterial soap. Do NOT use a washcloth, use only your hands, gently wash off the tattoo, and pat it dry. Let it air dry for 10-15 minutes before applying aftercare. It is important that it is completely dry before applying after care. Do NOT soak the tattoo in water, swim, etc. until the tattoo is completely healed.

#### How often should I use Tattoo Goo®?

You should use it as your artist directed. What do your aftercare instructions say? Use the ointment 2-4 times a day depending on how active the tattoo area is. If it is left alone and clothes do not rub the area, 2 times a day may be all that is necessary. If the area is rubbed by clothes, more applications may be needed. The lotion should be used 3-4 times a day. You can use them for continual aftercare treatment. Moisturizing the tattoo area 2-3 times a day will keep it looking healthy.

#### How much Tattoo Goo® should I apply to the tattoo?

You should apply just enough to make the skin shinny. Over application is the biggest problem associated with healing tattoos, so please be sure to apply as little as possible. Simply wipe your finger across the top of the Tattoo Goo aftercare you have, rub it in gently, and wipe off any access. Make sure it is completely rubbed into the skin.

#### Can I use Tattoo Goo® together with other aftercare products?

We do not suggest mixing ANY aftercare products. Listen to your artist instructions and follow them completely. If you mix different products together and have a problem, it is hard to pinpoint where the problem is stemming from. There are no problems mixing Tattoo Goo® the salve/ointment and lotion products.

#### It has been a couple of weeks and my tattoo is healed, how long should I continue to use Tattoo Goo®?

If your tattoo has healed, you can discontinue use at any time. It is ALWAYS suggested to use lotion to moisturize your tattoo. Tattoo Goo® can be used as continual aftercare treatment. It is always good to use some type of moisturizer on your tattoo daily. Tattoo Goo® contains no harmful chemicals and is gentle like a hand lotion. All of our aftercare products can be used long after the tattoo is healed to keep it looking good.

#### Should I re-bandage my tattoo?

Absolutely NOT! The tattoo needs to breathe and should be left un-bandaged.

#### Can I use sunscreen on my tattoo while it is healing?

NO! Sunscreen has many chemicals that can cause adverse reactions. You should keep the tattoo out of the sun until it is completely healed. Most artist recommend two weeks or more. After it is healed you should ALWAYS use sunscreen such as Color Guard ®if your tattoo is going to be exposed

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#### **Questions Frequently asked about Tattoo Goo®**

#### Is there anything in Tattoo Goo® that can pull the color out?

Response: There is NOTHING in Tattoo Goo ®that can pull the color out. The biggest problem with aftercare is over application. By over applying any type of aftercare product, you smother the skin. The body's natural defense is to push what is on top off. The body will try to push off what is covering the skin. It will try and push off the ointment and the pigments naturally get pushed to the top as well. It is very important not to over apply when healing a tattoo. If this is happening, simply wash off the tattoo, let it air dry and use nothing on it for a day. You can then start using aftercare again, and if it happens again, switch to a lotion. Lotions are hard to over apply as they absorb into the skin easier. Tattoo Goo® the salve/ointment is thick, this keeps people from applying to much. Simply rub your finger on the top of the can for the, salve or squeeze a small amount out of the tube. Rub it gently into the skin, do not leave any access, you just want it to barely be shinny.

#### Does Tattoo Goo® contain fragrances?

**Response:** Tattoo Goo® is 98% natural. It is the herbs and oils that give Tattoo Goo ®its natural scent. The lotion has no scent

#### Does Tattoo Goo ®have sun block/sunscreen in it?

**Response:** NO! There is nothing in Tattoo Goo® that blocks the sun. Do NOT expose your tattoo to the sun during the healing process. After your tattoo is completely healed, it is BEST to use a product like Color Guard® which helps protect colors from UV rays (see color Guard product information) or higher sunscreen whenever you will be out in the sun. A Tattoo is similar to the paint on a car; it will fade over time if not protected.

#### What is the shelf life of Tattoo Goo®?

**Response:** We get Tattoo Goo® shipped to us on a weekly basis. Standard turnover at studios has been about 2-months, thereby minimizing any risk of outdated shelf life which is about 2 years. Vitamin E acts as the preservative in Tattoo Goo®. Tattoo Goo® last 1 year to 18 months after opening.

#### How much is in a tube of Tattoo Goo ®lotion and how long should it last?

**Response:** "2 oz. per tube. A tube of lotion should last through 3 medium size tattoos. It will vary depending on how long you continue to use the lotion. Some people use lotion daily even after the tattoo is healed. If you are using it only during the healing process, there is enough in there to last through 2-3 tattoos".

#### How long should a can of Tattoo Goo ® last?

**Response:** There is enough in each a 3/4 of an oz. can of Tattoo Goo ® to last through 4 medium size tattoos (16 plus hrs. of work) if used properly. It should be used very sparingly.

#### How much should I sell Tattoo Goo® for?

**Response:** Most shops sell Tattoo Goo® for double their landed costs per package. Landed cost is the total of product cost plus shipping and handling. We do NOT sell any retail however, so you never have to worry about us under pricing you. Some shops just "add it on to the cost of the tattoo

#### How much are in the pillow packs and how long will one last?

**Response:** if used correctly, the ointment pillow packs should last a small size tattoo for 3 days, and the lotion pillow should last about as long. There is more in the lotion pillow packs, but the lotion is used more often as it absorbed into the skin.



#### . Could someone have a reaction to Tattoo Goo®?

**Response:** There are people that are allergic to a variety of elements; some are even allergic to the air we breathe. There are people that could be allergic to some ingredients in Tattoo Goo®, but it is not common. Our product is 98% natural, most people know if they have known allergies to the ingredients in our product because they are common ingredients used in a variety of products. We ask that consumer review all ingredients prior to use to avoid any allergic reactions. Please have consumers perform a simple cosmetic patch test. This test consists of 3 "quarter sized applications on the inner elbow for 3 days. This is the thinnest area of the skin if no redness or irritation appears there is no apparent allergic reaction

#### . Is there anything in Tattoo Goo® that is harmful?

**Response:** The ingredients in Tattoo Goo ®are by FDA GRAS products standards. GRAS stands for Generally Recognized As Safe. If you got it in your eye, it may cause a little irritation and redness. If this were to happen, simply wash the eye with cold water.

#### Why is Tattoo Goo better than other products?

Response: Tattoo Goo is 98% Natural and does not contain harmful chemicals that can sometimes cause reactions in some people. Because we use primarily natural ingredients in our products, it is gentler to the skin. Tattoo Goo products contain no petroleum. Some people have petroleum allergies. Petroleum covers the skin and prevents the tattoo from breathing. Petroleum also contains many impurities which can also clog skin pores. Tattoo Goo ®does not smoother the skin, Tattoo Goo®'s consistency is thick, and this helps prevent people from over application. Tattoo Goo® contains no lanolin. Lanolin is highly allergenic. Most people that are having reactions are having lanolin/petroleum reactions. Tattoo Goo ®ingredients are gentle to the skin. People are less likely to have reactions to Tattoo Goo ®products. Tattoo Goo® was specifically developed for healing tattoos. Chemicals used in other products such as A&D, Triple Antibiotic, and Bacitration may often cause problems during the healing process.

. What is the difference between Tattoo Goo® the original and Tattoo Goo® the lotion? Response: The lotion is just a mild water-base hand lotion. They are both petroleum and lanolin free. The lotion can be used at anytime of the healing process and can be used on any part of the body, hands, face, etc. (tattooed or NOT). The lotion is a simple moisturizing cream that is similar to other lotions without the petroleum and lanolin. Tattoo Goo® the original salve/ointment is a slightly viscous product that is be used during the first stages of the healing process. At 99% natural, the ointment was developed to comfort the skin during the healing process as well as aiding in the healing process. Tattoo Goo® the ointment is made with several herbs and oils that are known to aid in the healing process of the skin. The ointment is more of a "healer" and the lotion is more of a moisturizer. After the first couple of days during the healing process, the wound begins to close. Once this happens, it is only necessary to keep a light moisturizer on the skin to keep the area from drying out. This is why we use the ointment a couple of days and then switch to using the lotion.

#### How long has Tattoo Goo® been on the market?

**Response:** Tattoo Goo ®has been on the market since 1998. Tattoo Goo® was developed and tested for two years prior to coming to market. After the product was proven successful, we entered the tattoo industry. At the present time, Tattoo Goo® is sold WORLD WIDE to over 10,000 studios. In the U.S. there are currently over 5000 studios carrying Tattoo Goo®.



#### TATTOO GOO® Sales and Marketing Information

#### What happens if someone does have a reaction to Tattoo Goo®?

**Response:** One should simply discontinue use. If someone as a reaction, it will be small little bumps or pimples. Most often this reaction is referred to as Chemical Folliculitis Those reactions will disappear with in a short period of time after discontinued use. (See Chemical Folliculitis section of Tattoo Aftercare)

#### Can Tattoo Goo® be used for anything else except healing tattoos?

**Response:** Tattoo Goo® can be used on cuts, scrapes, burns, bruises, it can be used daily, can be used as lip balm, as a moisturizer, and cuticle cream. Many diabetics have reported that they have had many positive results when using Tattoo Goo ®for healing cuts, scrapes and burns. Tattoo Goo ® may be used for a wide variety of skin care needs. We offer a larger size with expanded label directions for this purpose.

#### Can Tattoo Goo ®be used for the tattooing process?

**Response:** We have several shops that use/have used Tattoo Goo ® during the tattooing process. However we do not recommend it due to the thick consistency of the product which may be too hard to get enough on to the skin for the purpose of tattooing.

#### Can Tattoo Goo ®be used for piercing?

**Response:** Tattoo Goo® was developed for healing Tattoos. Tattoos and piercing are completely different wounds. We recommend using our wide assortment of piercing aftercare including X-pressions® Extra Strength Antiseptic Spray and Mouthwash and Blue Wave™ Saline Solution..

#### Did you invent Tattoo Goo®?

**Response:** It was developed in 1998 by Tattoo Goo. It was developed by a pharmacist in conjunction with several doctors/dermatologist, and tattoo artists. They along with our staff had to have input on what ingredients to use; what aids in the skins healing process, what ingredients are GOOD for the skin, what ingredients are we less likely to have problems with, etc. After developing several different formulas of Tattoo Goo®, the products were tested at local tattoo studios. Tattoo Goo® is NOT made on site. The original Goo and all of our products are formulated at various FDA approved contract packers to our specifications and quality standards. All products are shipped to our distribution facility for final inspection and then shipped throughout the world.

#### Can the Dye in Tattoo Goo® cause a reaction?

**Response:** Probably not. The amount of dye used in the formulation is about 10 parts per million. The amount of dye used in the tattoo inks is thousand of times more than this. In addition all of the dyes used are Certified D/C Drug and Cosmetic, by FDA standards

#### Is there any product /package interaction with the metal cans?

Response: The potential of Tattoo Goo to cause the metal to dissolve is highly unlikely. The specific concern about metal containers is that in the presence of a strong acid and/or base an oxidation/reduction reaction can cause small amounts of metal to dissolve into the product. With respect to this reaction occurring with Tattoo Goo there are two important points to consider, (1) the product does not contain any strong acids and/or bases; and (2) this reaction normally requires water to occur which is also not present in the product. This is the reason why the product is stable in the container. The container used for Tattoo Goo ® Salve uses an FDA approved coated lacquer. This same container is supplied by our supplier to several food and beverage companies.

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Tattoo Goo Brands

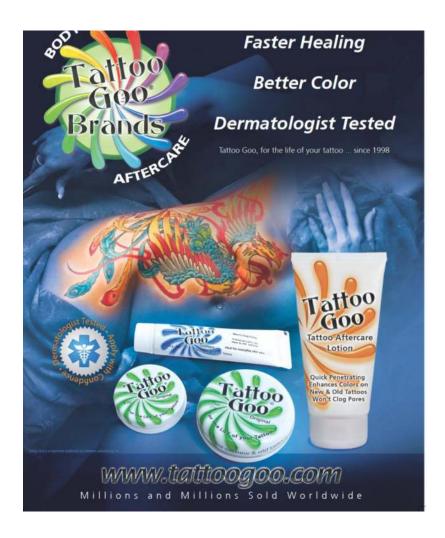
# DEALER MARKETING EXHIBITS

Found at PainfulPleasures.com



## Healix Gold and Tattoo Goo Advertising





#### **Tattoo Goo Posters and Advertisements**



### **Store and Consumer Decals**







World Leader in Body Art Aftercare since 1998 Original Tattoo Goo®



- 97.5% Natural- Olive Oil, Cocoa Butter, Wheat Germ "Oil- Vitamin Enriched Formula
- Pharmacist Developed- Demonologist Approved
- Lanolin and Petroleum Free
  - Provides Occlusive Barrier
  - Will not clog pores
  - Promotes faster healing time
- New Ointment same as original formula
  - Easy to apply
  - No touch
- Also good for Sunburn, Windburn. Cuts and Scrapes

Olive Oil: Beeswax.: Cocoa Butter, Wheat Germ Oil, Tocopheryl Acetate & Tocopheryl (Vitamin E):,

Lavender Oil: Sunflower Oil:, Rosemary Extract, D&C Green 6:

SKU	Description	Pk per Display	Weight	Display per Case	Weight per case
TG101	Original Tattoo Goo® 3/4OZ.	24	2 lbs.	4	8 lbs.
TG115	Original Tattoo Goo® 1/3OZ.	36	1.5 lbs.	4	6 lbs.
TG125	Original Tattoo Goo® Soft Gel Ointment 1/2oz.**	24	1 lb.	4	4 lbs.
TG105	Pillow Packs Original Tattoo Goo® 50 per pack <i>New</i> Re-sealable Not for Resale	1	.5 lbs	20	4 lbs.



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## Tattoo Goo® Quick Penetrating Lotion

World Leader in Body Art After care since 1998



- Absorbs Quickly, Aids in Healing, Prevents
   Scabbing
- Contains Vitamin A & D
- Lanolin and Petroleum Free
  - Provides Occlusive Barrier
  - Will not clog pores
  - Promotes faster healing time
- Unscented / No Dyes
  - Easy to apply
  - No touch
- Dermatologist Approved

C12-15 Alkylbenzoate:, Cetyl Palmitate: Glycerine,: ir Dimethicone:, Stearic Acid:, Beeswax,: Triethanolamine,: Polyethylene:, Propylene Glyco,IDiazolidinyl Urea

Methylparaben: , Propylparaben,: Wheat Germ Oil,: Acrylates/C10-30

AlkylAcrylate,

Allantoin:, Safflower Oil,: Sunflower Oil,: Vitamin A Palmitate:, di-AlphaTocopheralAcetate,: Chlorocalcefero,: Disodium EDTA:

SKU	Description	Pk per Display	Weight	Display per Case	Weight per case
TG201	.Tattoo Goo® Quick Penetrating Lotion 2OZ		4 lbs.	4	16 lbs.
TG Pillow Packs Tattoo Goo® Lotion 50		1	.5 lbs	4	4 lbs.



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#### World Leader in Body Art After care since 1998



### The Gold Standard in Tattoo Aftercare Healix Gold ™

- Rich 95% natural Olive Oil formula
   Vitamin A, D and E Enriched
- Lanolin and Petroleum Free
  - Provides Occlusive healing barrier
  - Will not clog pores
  - Promotes faster healing time
- Super Emollient formula Rejuvenates and enhances older tattoos
  - Re moisturizes to bring out color
  - Improves skin tension to look younger
- Silky texture, non greasy, easy to apply
- Also Good for Sunburn, Windburn. Cuts and Scrapes
- 3.5 oz. Non Aerosol pump
- Instructions in English, Spanish, French

Ingredients Olive Oil, Cyclomethicone, Glycerin, Cetearyl Olivate, Sorbitan Olivate, Xanthan Gum, Citric Acid, Vitamin A, Vitamin D, Vitamin E, Corn oil, Sodium Benzote, Potassium Sorbate, Diazolidinyl Urea

SKU	SKU Description		Weight	Display per Case	Weight per case
TG130	Healix Gold 3.5 oz,	12	3 lbs.	1	3 lbs.



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## Tattoo Goo Brands

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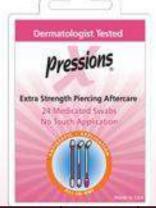


## X-Pressions® Extra Strength After Piercing Spray

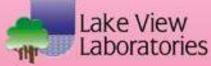
- For Oral and Dermal Piercings
- Dermatologist Tested
- Antibacterial/Antimicrobial
- Prevents Inflammation and Scaring
- •2 oz. Non Aerosol Ready to Use Spray
- Pre Measured Swab

Ingredients Cetylpyridinium Chloride and Dimethyl Sulfone CPC-MSM Complex CPC-MSM Complex is a mixture of the following: CPC (Cetylpyridinium Chloride used in "Tech 2000", "Zytex", "Cepacol", etc.): Claimed functions: Biocide and Antiseptic. MSM (also know as Methylsulfonyl Methane and Dimethyl Sulfone) Claimed functions: Analgesic, Anti-inflammatory, and Scar reducing. Glycerin - Humectant Cinnamomum Zeylanicum Bark Extract - Cinnamon Flavor to minimize bitter taste. Purified Water Distilled Water-Carrier





SKU	Description	Pk per Display	Weight	Display per Case	Weight per case
TG601	X-pression® Extra Strength Antiseptic Spray 2oz. RTU	24	4 lbs.	4	16 lbs.
TG115	X=Pression Extra Strength Liquid Swabs 24per pack	36	1.5 lbs.	4	6 lbs.



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## Blue Wave ™ Medical Grade RTU Salt Solution



World Leader in Body Art After care since 1998



- For Oral and Dermal Piercings
- All Natural Medical Grade Saline
   Solution
- Antibacterial/Antimicrobial
- Prevents Inflammation and Scaring
- •2 oz. Non Aerosol Ready to Use Spray

Ingredients: Water, deionized, USP Sodium Chloride, Citric Acid Anhydrous for preservation

SKU	Description	Pk per	Weight	Display per	Weight
TG 805	Blue Wave™ Saline Cleansing Solution 2oz. RTU	24	4 lbs.	4	16 lbs.



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Laboratories Incorporated



## Tattoo Goo® Anti Deep Cleansing Soap

World Leader in Body Art After care since 1998



- For Tattoo Cleansing
- For Oral and Dermal Piercings
- PCML Micro Molecular Formula
- Antibacterial/Antimicrobial
- Unscented / No Dyes
- 2 oz. Tube

Ingredients: Water, deionized, Olefin Sulfonate, Sodium Lauryl Sarcosinate, Cocamide DEA, Glyceryl Laurate, Glyceryl Laurate, Chloroxylenol (PCMX), EDTA, Glycerin, Methylparaben, Polyquaternium-7, Polyquaternium-7, Allantoin, FD&C Red No. 40 (1% solution)\*, Fragrance Citric Acid, Sodium Chloride

SKU	SKU Description		Weight	Display per Case	Weight per case
TG401	Tattoo Goo ® Deep Cleansing Soap 2 OZ.	24	4 lbs.	4	16 lbs.



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## Tattoo Goo® Tattoo and Piercing Care Kits

World Leader in Body Art After care since 1998





#### Kits is It's

For a first time application or tattoo enthusiast, this is the most complete way to go. Packed in a sturdy lock vinyl bag these kits provide a total program with thorough instructions for care of your valuable tattoo or piercing.

**Tattoo Care Kit Includes** 

- •Tattoo Goo 3/40z
- •Tattoo Goo Deep Cleansing Soap
- •Tattoo Goo Quick Penetrating lotion
- Color Guard SPF 30

**Piecing Kit Includes** 

- •Tattoo Goo Deep Cleansing Soap
- •Blue Wave Saline Solution

SKU	Description	Pk per Display	Weight	Display per Case	Weight per case
TG525	Tattoo Care Kits.	6	3 lbs.	4	12 lbs.
TG530	Piecina Care Kits.	6	3 lbs.	4	12 lbs.



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## World Leader in Body Art After care since 1998

## Color Guard® The Ultimate Tattoo Protection

- Preserves color and art work unlike sun block which just prevents tattoo from sun burn
- Unique formula rejuvenates, moisturizes and nourishes tattooed skin stimulating cell regeneration
- while continually enhancing its color.
- Applies easily, precisely and clearly until fully absorbed
- Contains Aloe and Vitamin E to help soothe dry skin.
- Helps fight against premature aging and is a safe hypoallergenic solution to long term skin care.
- Ideal for outdoor and indoor tanning
- SPF 30 Provides 97% protection
- Water Resistant



Active Ingredients
Avobenzone 2%,Octinovate 7.5%,Octocrylene 5%,Oxybenzone5%
Inactive Ingredients:Aloe Barbadensis Leaf Extract,Beeswax, Cetyl Alcohol, Dimeticone,Flacor, Heluant Annus (Sunflower Oil), Isopropyl Myristate,Lanolin, Mineral Oil, Ozokerite,Parafin,Petrolatium,Tocopheryl,Zinc Oxide

SKU	SKU Description		Weight	Display per Case	Weight per case
TG305	Color Guard Stick .45oz	24	1.5 lbs.	4	6 lbs.



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## Tattoo Armor® Defend Your Ink!

World Leader in Body Art After care since 1998

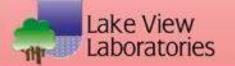
- Exclusive Quick Drying Formula
  - Dries in Seconds
  - No Waiting

- EZ-Flow Precision Applicator
  - Pinpoint Application
  - Eliminates Halo Effect
- With Vitamin Enriched Oil to Condition Two Convenient Sizes
  - Pen –Small and Average Tattoos
- and Brighten
   SPF 30 with UVA/UVB protectant
  - Brush for Large Tattoos and Sleeves

Active Ingredients Avobenzone 3%, Homosalate 15 %, Oxybenzone 5%, Octocrylene 2%, Octisalate 5% Inactive Ingredients Acrylates/Octylacrylamide Copolymer, Alcohol Denatured, Ascorbyl Palmitate, Cannabis Sativa Seed Oil, Hydroxypropylcellulose, Octyldodecyl Neopentanoate, Retinyl Palmitate, Tocopheryl Acetate



SKU	Description	Pk per Display	Weight	Display per Case	Weight per case
TA201R	Tattoo Armor ® Display Card Counter Display	6	1.5 lbs.	24	6 lbs.
TA201K	Tattoo Armor ® Klip Strip	12	1.5 lbs.	2	6 lbs.
TA 201H	Tattoo Armor ® Metal Display Rack	24	4 lb.	1	4 lbs.
TA 202	Tattoo Armor ® Display Card Counter Display	6	2 lbs	4	8lbs.



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Sales and Marketing Information



# MSDS AND MEDICAL COMPLIANCE



#### MATERIAL SAFETY DATA SHEET Healix Gold Skin Aid Crème

DATE OF ISSUE: 12/15/09

SECTION I - GENERAL INFORMATION

Trade Name & Synonyms: Healix Gold Lotion

Manufacturer's Name: Lakeview Laboratories Inc.

Address: 2 Kiel Ave Kinnelon, NJ 07405

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SECTION III - PHYSICAL DATA

Viscosity: 29000 CPS

Color: White Odor: None

pH Range 7.2

Solubility: Water

\_\_\_\_\_

SECTION IV - FIRE AND EXPLOSION HAZARD

Flash Point: N/A (Non Flammable)

Flammable Limits: N/A LEL: N/A UEL: N/A

SECTION V - Reactivity Data

Stability: Stable Product Incompatibility (Materials to avoid): None Known Hazardous Polymerization: None Known Corrosive Properties: Not Corrosive Oxidizer

Properties: Not and Oxidizer

\_\_\_\_\_

SECTION VI - HEALTH HAZARD DATA

Acute Overexposure Effects:

May Cause Irritation to Sensitive Skin; Contact with Eyes will be irritating

First Aid:

Skin Contact: Discontinue Use, Rinse affected Area with water, Eyes: Flush with water immediately for at least 15 minutes. Ingestion: If Swallowed dilute with water. Never give fluids or induce vomiting if the victim is unconscious or having convulsions. Get immediate medical attention.

SECTION VII - SPILL OR LEAK PROCEDURES

Small Spills- Soak with Absorbent Cloth.

Waste Disposal Method Flush with water

SECTION VIII STORAGE AND HANDLING

General: No Special Requirements

Personal Protection: Eye Goggles

Lakeview Laboratories assumes no responsibility for personal injury or property damage caused by the use, storage, or disposal of the product in a manner not recommended on the product label. Users assume all risks associated with such unrecommended use, storage or disposal of the product.



#### **MATERIAL SAFETY DATA SHEET Tattoo Goo ® Aftercare Salve and Ointment**

DATE OF ISSUE: 02/15/2000 rev 05/015/2008

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SECTION I - GENERAL INFORMATION

Chemical Name & Synonyms: Olive Oil/Beeswax Salve

Trade Name & Synonyms: Tattoo Goo ® Aftercare Treatment Salve

Manufacturer's Name: Lakeview Laboratories Inc.

Address: 2 Kiel Ave Kinnelon, NJ 07405

SECTION II - HAZARDOUS INGREDIENTS

Natural Non Hazardous Material

SECTION III - PHYSICAL DATA

Boiling Point (f): NDA

Specific Gravity (H20=1): 0.910-0.915

Vapor Pressure (MM HG): N/A Color: Green Vapor Density (Air=1): N/A

Odor: Lavender N/A

Clarity: TRANSPARENT

SECTION IV - FIRE AND EXPLOSION HAZARD

Flash Point: N/A (Non Flammable)

Flammable Limits: N/A LEL: N/A UEL: N/A

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SECTION V - Reactivity Data

Stability: Insoluble Incompatibility (Materials to avoid): None Known Hazardous Polymerization: Will Not Occur Hazard Decomposition Products: None

Known

CROSTON AT ARREST MARINE PART

SECTION VI - HEALTH HAZARD DATA

Summary of Risks:

None Expected

EYE CONTACT: MAY CAUSE IRRITATION Flush with water.

INGESTION: MAY PRODUCE VOMITTING AND DIARRHEA.

-Chronic (Long Term Exposure)

NO HUMAN CHRONIC EFFECTS KNOWN.

MEDICAL CONDITIONS AGGRAVATED NONE KNOWN.

Emergency and First Aid Procedures:

-Eye Contact:

Being a non-hazardous, non-irritating, vegetable oil, no special emergency or

first aid procedures are normally required.

SECTION VII - SPILL OR LEAK PROCEDURES

Steps to be Taken if Material is Released or Spilled:

Contain and can be incinerated

Waste Disposal Method(s): Incinerate.

SECTION VIII - SPECIAL PROTECTION INFORMATION

Required Ventilation:

GENERAL VENTILATION IS NORMALLY ADEQUATE.

Respiratory Protection:

NONE REQUIRED UNDER NORMAL CONDITIONS OF USE.

Glove Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

Eye Protection:

NONE UNDER NORMAL CONDITIONS OF USE. SAFETEY GOGGLES OR GLASSES TO GUARD AGAINST SPLASH.

Other Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

SECTION IX - STORAGE AND HANDLING INFORMATION

Heated:

Storage Temperature: Indoors: X Outdoors:

Refrigerated:

Precautions to be taken in Handling and Storing:

Avoid extremes in temperature, which may degrade the product's organoleptic qualities

Other Precautions:

KEEP OUT OF REACH OF CHILDREN. READ THE ENTIRE LABEL BEFORE USING THE PRODUCT. FOLLOW THE LABEL DIRECTIONS.

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#### MATERIAL SAFETY DATA SHEET Tattoo Goo Quick Penetrating Lotion

DATE OF ISSUE: 11/08/2000

SECTION I - GENERAL INFORMATION

Trade Name & Synonyms: Tattoo Goo® Quick Penetrating Lotion

Manufacturer's Name: Lakeview Laboratories Inc.

Address: 2 Kiel Ave Kinnelon, NJ 07405

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SECTION III - PHYSICAL DATA

Viscosity: 27000 CPS

Color: White Odor: None

pH Range 7.7

Solubility: Water

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SECTION IV - FIRE AND EXPLOSION HAZARD

Flash Point: N/A (Non Flammable)

Flammable Limits: N/A LEL: N/A UEL: N/A

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SECTION V - Reactivity Data

Stability: Stable Product Incompatibility (Materials to avoid): None Known Hazardous Polymerization: None Known Corrosive Properties: Not Corrosive Oxidizer

Properties: Not and Oxidizer

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SECTION VI - HEALTH HAZARD DATA

Acute Overexposure Effects:

May Cause Irritation to Sensitive Skin; Contact with Eyes will be irritating

First Aid:

Skin Contact: Discontinue Use, Rinse affected Area with water, Eyes: Flush with water immediately for at least 15 minutes. Ingestion: If Swallowed dilute with water. Never give fluids or induce vomiting if the victim is unconscious or having convulsions. Get immediate medical attention.

SECTION VII - SPILL OR LEAK PROCEDURES

Small Spills- Soak with Absorbent Cloth.

Waste Disposal Method Flush with water

SECTION VIII STORAGE AND HANDLING

General: No Special Requirements

Personal Protection: Eye Goggles

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#### MATERIAL SAFETY DATA SHEET Tattoo Goo® Anti Bacterial Liquid Soap

DATE OF ISSUE: 06/27/2004

SECTION I - GENERAL INFORMATION

Chemical Name & Synonyms: Anti Bacterial Soap Trade Name & Synonyms:

Tattoo Goo Deep Cleansing Soap

Chemical Family: Formula Mixture:

SURFACTANT MIXTURE Χ

Manufacturer's Name: Lakeview Laboratories Inc.

Address: 2 Kiel Ave Kinnelon, NJ 07405

SECTION II - HAZARDOUS INGREDIENTS

THE HAZARDS PRESENTED BELOW ARE THOSE OF THE INDIVIDUAL COMPONENTS:

Chemical Name (Ingredients): SODIUM OLEFIN SULFONATE

5-10 TRRTTANT Hazard: TLV: N/E 1. PEL: N/E 2. STEL: N/E 68439-57-6

Chemical Name (Ingredients): 1-MONO-LAURIN

Percent: 1 - 5Hazard: IRRITANT TIV: N/E 1. PEL: N/E 2. STEL: N/E CAS#: 142-18-7

SECTION III - PHYSICAL DATA

250° Boiling Point (f): Specific Gravity (H20=1): 1.019 Vapor Pressure (MM HG): 14.31 Color: LIGHT BLUE Vapor Density (Air=1): 0.62 Odor: DISINFECTANT рн @ 100%: 5.0-5.5 Clarity: TRANSPARENT Volatile by Volume: 82.2 Evaporation Rate (BU A/C=1): 0.5

H<sub>2</sub>O Solubility: COMPLETE VISCOUS Viscosity:

SECTION IV - FIRE AND EXPLOSION HAZARD

Flash Point: >212°F / SETAFLASH

Flammable Limits: N/E LEL: N/E UEL: N/E

Extinguishing Media:

Foam: X Alcohol Foam: X CO2: X Dry Chemical: X Water Spray: X Other:

Special Fire Fighting Procedures:

FIREFIGHTERS SHOULD WEAR A SELF-CONTAINED BREATHING APPARATUS AND FULL PROTECTIVE GEAR. EXTINGUISHING MEDIA SHOULD BE CHOSEN BASED ON THE NATURE OF THE SURROUNDING FIRE.

Unusual Fire and Explosion Hazards:

USE WATER SPRAY TO COOL FIRE EXPOSED CONTAINERS TO PREVENT BURSTING. USE CARE AS SPILLS MAY BE SLIPPERY.

Aerosol Level (NFPA 30B): N/A NFPA Hazard Rating:

(0=Insignificant 1=Slight 2=Moderate 3=High 4=Extreme)
Health: 1 Flammability: 1 Reactivity: 0 Special:

SECTION V - HEALTH HAZARD DATA

Threshold Limit Value:

NOT ESTABLISHED FOR MIXTURE.

Effects of Overexposure:

-Acute (Short Term Exposure)

SKIN CONTACT: MAY CAUSE IRRITATION SEEN AS ITCHING, REDNESS AND SWELLING.

EYE CONTACT: MAY CAUSE IRRITATION SEEN AS TEARING AND REDNESS.

INHALATION: CAUSES RESPIRATORY IRRITATION SEEN AS COUGHING AND SNEEZING.

INGESTION: MAY CAUSE IRRITATION WITH POSSIBLE NAUSEA, VOMITING AND DIARRHEA.

-Chronic (Long Term Exposure)

NO HUMAN CHRONIC EFFECTS KNOWN.

MEDICAL CONDITIONS AGGRAVATED NONE KNOWN.

TARGET ORGANS: NONE KNOWN. THERE IS NO PRIMARY ROUTE OF ENTRY INTO THE BODY. THE PRIMARY ROUTES OF EXPOSURE ARE SKIN AND EYE CONTACT.

Primary Routes of Entry: Inhalation: Ingestion: Absorption:

Emergency and First Aid Procedures:

-Inhalation:

REMOVE FROM THE AREA TO FRESH AIR. SEEK MEDICAL ATTENTION IF RESPIRATORY IRRITATION DEVELOPS OR IF BREATHING BECOMES DIFFICULT.

-Eye Contact:

RINSE THE EYES WITH WATER. REMOVE ANY CONTACT LENSES AND CONTINUE FLUSHING WITH PLENTY OF WATER FOR SEVERAL MINUTES. SEEK MEDICAL ATTENTION IF IRRITATION DEVELOPS.

-Skin Contact:

NORMALLY NOT A HAZARD. WASH AFFECTED AREAS WITH PLENTY OF WATER FOR SEVERAL MINUTES. SEEK MEDICAL ATTENTION IF IRRITATION DEVELOPS.

-Ingestion:

GIVE 3 TO 4 GLASSES OF WATER, BUT DO NOT INDUCE VOMITING. IF VOMITING OCCURS, GIVE FLUIDS AGAIN. SEEK MEDICAL ATTENTION IF DISCOMFORT OCCURS.

-Notes to Physician:

THERE IS NO SPECIFIC ANTIDOTE. TREAT THE PATIENT SYMPTOMATICALLY.

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SECTION VI - TOXICITY INFORMATION

Product Contains Chemicals Listed as Carcinogen or Potential Carcinogen By:

IARC: NO NTP: NO OSHA: NO ACGIH: NO OTHER: NO

SODIUM OLEFIN SULFONATE

ORL-RAT: LD50: 4132 MG/KG 3.

EYE-RBT: MODERATE EYE IRRITATION @ 10% ACTIVE 3.

SKN-RBT: MODERATE SKIN IRRITATION @ 5% ACTIVE 3.

1-MONO-LAURIN

ORL-RAT LD50: 53,400 UL/KG 4.

SECTION VII - REACTIVITY DATA

Stability: Stable: X Unstable:

Conditions to Avoid: NONE KNOWN.

Incompatibility (Materials to Avoid):

STRONG OXIDIZING AGENTS SUCH AS CHLORINE BLEACH AND CONCENTRATED HYDROGEN PEROXIDE; ACIDS, BROMINE.

Hazardous Decomposition Products:

OXIDES OF CARBON AND SULFUR; HYDROGEN SULFIDE.

Hazardous Polymerization:

May Occur: Will Not Occur: X

Conditions to Avoid: N/A

SECTION VIII - SPILL OR LEAK PROCEDURES

Steps to be Taken if Material is Released or Spilled:
WEAR APPROPRIATE PROTECTIVE CLOTHING. USE CARE AS SPILLS MAY BE SLIPPERY. VENTILATE THE AREA. DIKE
AND CONTAIN SPILL. ABSORB WITH AN INERT MATERIAL AND TRANSFER ALL MATERIAL INTO A PROPERLY LABELED
CONTAINER FOR DISPOSAL. FLUSH AREA WITH WATER.

Waste Disposal Method(s): DISPOSE OF IN ACCORDANCE WITH ALL FEDERAL, STATE, AND LOCAL REGULATIONS.

Neutralizing Agent:

NONE KNOWN.

SECTION IX - SPECIAL PROTECTION INFORMATION

Required Ventilation:

GENERAL VENTILATION IS NORMALLY ADEQUATE.

Respiratory Protection:

NONE REQUIRED UNDER NORMAL CONDITIONS OF USE.

Glove Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

Eye Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

Other Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

SECTION X - STORAGE AND HANDLING INFORMATION

SECTION A STORAGE AND IMABELIAG INTORMATION

Storage Temperature: Indoors: X

Refrigerated:

Outdoors:

Heated:

Minimum Temperature: 32°F

Maximum Temperature: 120°F

Precautions to be taken in Handling and Storing:

ALWAYS STORE MATERIAL IN ITS ORIGINAL CONTAINER. KEEP CONTAINER TIGHTLY CLOSED WHEN NOT IN USE.

Other Precautions:

KEEP OUT OF REACH OF CHILDREN. READ THE ENTIRE LABEL BEFORE USING THE PRODUCT. FOLLOW THE LABEL DIRECTIONS.

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SECTION XI - REGULATORY INFORMATION

Chemical Name

CAS Number

Upper % Limit

Those Ingredients listed above are subject to the reporting requirements of 313 of Title III and of the Superfund Amendments and Reauthorization Act of 1986 and 40 CFR part 372.

SECTION XII - REFERENCES

1. THRESHOLD LIMIT VALUES FOR CHEMICAL SUBSTANCES AND PHYSICAL AGENTS AND BIOLOGICAL EXPOSURE INDICES, ACGIH, 2001.

2. OSHA PEL.

3. VENDOR'S MSDS.

4. REGISTRY OF TOXIC EFFECTS OF CHEMICAL SUBSTANCES, CCINFODisc, 2000.

ALL COMPONENTS IN THIS PRODUCT CAN BE FOUND IN THE CURRENT TSCA INVENTORY.

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IRR:IRRITANT, FLAM/FLAMM:FLAMMABLE, COMB:COMBUSTIBLE, CORR:CORROSIVE CARC:CARCINOGENIC, TOX:TOXIC, N/A:NOT APPLICABLE, N/E:NOT ESTABLISHED, COC:CLEVELAND OPEN CUP, PMCC:PENSKY-MARTIN CLOSED CUP, TCC:TAGLIABUE CLOSED CUP, LEL:LOWER EXPLOSION LIMIT, UEL:UPPER EXPLOSION LIMIT, NFPA:NATIONAL FIRE PROTECTION ASSOCIATION, IARC:INTERNATIONAL AGENCY FOR THE RESEARCH ON CANCER, NTP:NATIONAL TOXICOLOGY PROGRAM, OSHA:OCCUPATIONAL SAFETY & HEALTH ADMINISTRATION, ACGH:AMERICAN CONFERENCE OF GOVERNMENTAL INDUSTRIAL HYGIENISTS, TLV:THRESHOLD LIMIT VALUE, PEL:PERMISSIBLE EXPOSURE LIMIT, STEL:SHORT-TERM EXPOSURE LIMIT, MLD:MILD, MOD:MODERATE, SEV:SEVERE, MUT:MUTAGENIC, ASPHYX:ASPHYXIANT, PNOS:PARTICULATES (INSOLUBLE) NOT OTHERWISE SPECIFIED, SDT:STANDARD DRAIZE TEST, ORL:ORAL, IHL:INHALATION, HMN:HUMAN

THE INFORMATION CONTAINED HEREIN IS BASED ON DATA CONSIDERED ACCURATE IN LIGHT OF CURRENT FORMULATION. HOWEVER, NO WARRANTY IS EXPRESSED OR IMPLIED REGARDING THE ACCURACY OF THESE DATA OR THE RESULTS TO BE OBTAINED FROM THE USE THEREOF.

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#### MATERIAL SAFETY DATA SHEET X-Pression® After Piercing Spray

DATE OF ISSUE: 06/27/2004

SECTION I - GENERAL INFORMATION

Chemical Name & Synonyms: Antiseptic Healing & Cleansing Rinse Trade Name & Synonyms: X-Pression® After Piercing Spray

Chemical Family: Formula Mixture:

CATIONIC SURFACTANT/HUMECTANT BLEND Proprietary Formulation

Manufacturer's Name: Lakeview Laboratories Inc.

Address: 2 Kiel Ave Kinnelon, NJ 07405

SECTION III - PHYSICAL DATA

Boiling Point (f): 100°C

Specific Gravity (H20=1):

Vapor Pressure (MM HG):

Color:

Vapor Density (Air=1):

Odor:

Mint

pH Range 4.11-3.92

Clarity: TRANSPARENT

SECTION IV - FIRE AND EXPLOSION HAZARD

Flash Point: N/A (Non Flammable)

Flammable Limits: N/A LEL: N/A UEL: N/A

SECTION V - Reactivity Data

Stability: Stable Product Incompatibility (Materials to avoid): None Known Hazardous Polymerization: Will Not Occur Hazard Decomposition Products: None Known

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SECTION VI - HEALTH HAZARD DATA

Summary of Risks:

Excluded from 1986 EPCRA Section 311(e)(i). Any food additive, color additive, drug or cosmetic regulated by the FDA. Any Substance to extent it is used for personal, family or household purposes, or is present in the same form and concentration as a product packaged for distribution and use by the general public.

Effects of Overexposure:

-Acute(Short Term Exposure)

SKIN CONTACT: MAY CAUSE IRRITATION SEEN AS ITCHING, REDNESS. EYE CONTACT: MAY CAUSE IRRITATION SEEN AS TEARING AND REDNESS.

INGESTION: MAY PRODUCE VOMITTING AND DIARRHEA.

-Chronic (Long Term Exposure)

NO HUMAN CHRONIC EFFECTS KNOWN.

MEDICAL CONDITIONS AGGRAVATED NONE KNOWN.

Emergency and First Aid Procedures:

-Inhalation:

REMOVE FROM THE AREA TO FRESH AIR. SEEK MEDICAL ATTENTION IF RESPIRATORY IRRITATION DEVELOPS OR IF BREATHING BECOMES DIFFICULT.

-Eye Contact:

RINSE THE EYES WITH WATER. REMOVE ANY CONTACT LENSES AND CONTINUE FLUSHING WITH PLENTY OF WATER FOR SEVERAL MINUTES. SEEK MEDICAL ATTENTION IF IRRITATION DEVELOPS.

-Skin Contact:

NORMALLY NOT A HAZARD. WASH AFFECTED AREAS WITH PLENTY OF WATER FOR SEVERAL MINUTES. SEEK MEDICAL ATTENTION IF IRRITATION DEVELOPS.

-Ingestion:

TREAT FOR VOMITTING AND DIARRHEA

SECTION VI - TOXICITY INFORMATION

Product Contains Chemicals Listed as Carcinogen or Potential

Carcinogen By:

IARC: NO NTP: NO OSHA: NO ACGIH: NO OTHER: NO

SODIUM OLEFIN SULFONATE

ORL-RAT: LD50: 4132 MG/KG 3.

EYE-RBT: MODERATE EYE IRRITATION @ 10% ACTIVE 3.

SKN-RBT: MODERATE SKIN IRRITATION @ 5% ACTIVE 3.

1-MONO-LAURIN

ORL-RAT LD50: 53,400 UL/KG 4.

SECTION VIII - SPILL OR LEAK PROCEDURES

Steps to be Taken if Material is Released or Spilled:
WEAR APPROPRIATE PROTECTIVE CLOTHING. USE CARE AS SPILLS MAY BE SLIPPERY. VENTILATE THE AREA. DIKE
AND CONTAIN SPILL. ABSORB WITH AN INERT MATERIAL AND TRANSFER ALL MATERIAL INTO A PROPERLY LABELED
CONTAINER FOR DISPOSAL. FLUSH AREA WITH WATER.

Waste Disposal Method(s): ANY NON HAZARDOUS WAST DISPOSAL DISPOSE OF IN ACCORDANCE WITH ALL FEDERAL, STATE, AND LOCAL REGULATIONS.

SECTION IX - SPECIAL PROTECTION INFORMATION

Required Ventilation:

GENERAL VENTILATION IS NORMALLY ADEQUATE.

Respiratory Protection:

NONE REQUIRED UNDER NORMAL CONDITIONS OF USE.

Glove Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

Eye Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

Other Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

SECTION X - STORAGE AND HANDLING INFORMATION

Storage Temperature: Indoors: X Outdoors: Heated: Refrigerated:

Precautions to be taken in Handling and Storing:

Avoid extremes in temperature, which may degrade the product's organoleptic qualities Other Precautions:

KEEP OUT OF REACH OF CHILDREN. READ THE ENTIRE LABEL BEFORE USING THE PRODUCT. FOLLOW THE LABEL DIRECTIONS.

SECTION XII - REFERENCES

1. THRESHOLD LIMIT VALUES FOR CHEMICAL SUBSTANCES AND PHYSICAL AGENTS AND BIOLOGICAL EXPOSURE INDICES, ACGIH, 2001.

2. OSHA PEL.

3. VENDOR'S MSDS.

4. REGISTRY OF TOXIC EFFECTS OF CHEMICAL SUBSTANCES, CCINFODisc, 2000.

ALL COMPONENTS IN THIS PRODUCT CAN BE FOUND IN THE CURRENT TSCA INVENTORY.

IRR:IRRITANT, FLAM/FLAMM:FLAMMABLE, COMB:COMBUSTIBLE, CORR:CORROSIVE CARC:CARCINOGENIC, TOX:TOXIC, N/A:NOT APPLICABLE, N/E:NOT ESTABLISHED, COC:CLEVELAND OPEN CUP, PMCC:PENSKY-MARTIN CLOSED CUP, TCC:TAGLIABUE CLOSED CUP, LEL:LOWER EXPLOSION LIMIT, UEL:UPPER EXPLOSION LIMIT, NFPA:NATIONAL FIRE PROTECTION ASSOCIATION, IARC:INTERNATIONAL AGENCY FOR THE RESEARCH ON CANCER, NTP:NATIONAL TOXICOLOGY PROGRAM, OSHA:OCCUPATIONAL SAFETY & HEALTH ADMINISTRATION, ACGIH:AMBRICAN CONFERENCE OF GOVERNMENTAL INDUSTRIAL HYGIENISTS, TLV:THRESHOLD LIMIT VALUE, PEL:PERMISSIBLE EXPOSURE LIMIT, STEL:SHORT-TERM EXPOSURE LIMIT, MLD:MILD, MOD:MODERATE, SEV:SEVERE, MUT:MUTAGENIC, ASPHYX:ASPHYXIANT, PNOS:PARTICULATES (INSOLUBLE) NOT OTHERWISE SPECIFIED, SDT:STANDARD DRAIZE TEST, ORL:ORAL, IHL:INHALATION, HMM:HUMAN

THE INFORMATION CONTAINED HEREIN IS BASED ON DATA CONSIDERED ACCURATE IN LIGHT OF CURRENT FORMULATION. HOWEVER, NO WARRANTY IS EXPRESSED OR IMPLIED REGARDING THE ACCURACY OF THESE DATA OR THE RESULTS TO BE OBTAINED FROM THE USE THEREOF.

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#### MATERIAL SAFETY DATA SHEET BLUE WAVE CLEANSING SALINE RINSE

DATE OF ISSUE: 12/15/2005

SECTION I - GENERAL INFORMATION

Chemical Name & Synonyms: Sodium Chloride (salt) Solution Trade Name & Synonyms: Blue Wave Cleansing Saline Rinse

Manufacturer's Name: Lakeview Laboratories Inc. Address: 2 Kiel Ave Kinnelon, NJ 07405

SECTION II - HAZARDOUS INGREDIENTS

Natural Non Hazardous Material

SECTION III - PHYSICAL DATA

@760=1465 Boiling Point (c): Specific Gravity (H20=1): 2.165 Vapor Pressure (MM HG): 746.9C=2.4

Vapor Density (Air=1): N/A

Odor: Solid /white or off white crystalline

material odorless

pH Range N/A

TRANSPARENT Clarity:

SECTION IV - FIRE AND EXPLOSION HAZARD

Flash Point: N/A (Non Flammable)

Flammable Limits: N/A LEL: N/A UEL: N/A

SECTION V - Reactivity Data

Stability: Stable (Materials to avoid): None Known

Hazardous Polymerization: Will None Known

Conditions to Avoid: Concentrated acids such as sulfuric or nitric

Hazardous Decomposition products: Hydrochloric acid from above acid mixtures

with salt

SECTION VI - HEALTH HAZARD DATA

Threshold limits Values: Oral LD50=3.75 g/kg. MLD I.V.=2.5g/kg

Summary of Risks: None Expected -Chronic (Long Term Exposure)

NO HUMAN CHRONIC EFFECTS KNOWN.

MEDICAL CONDITIONS AGGRAVATED NONE KNOWN.

Emergency and First Aid Procedures:

-Eye Contact: Flush with water, Ingestion: High fluid intake facilitates urinary excretion and relief of edema and temporary elevated blood pressure. Being a non-hazardous, non-irritating, vegetable oil, no special emergency or first aid procedures are normally required.

#### SECTION VII - SPILL OR LEAK PROCEDURES

Steps to be Taken if Material is Released or Spilled: Non Hazardous DOT classification=Non Corrosive. Sweep up and flush with water Contain and can be incinerated

Waste Disposal Method(s): Dry to land fill or dissolve in sufficient amounts of water to meet local existing water standards

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SECTION VIII - SPECIAL PROTECTION INFORMATION

Required Ventilation:

GENERAL VENTILATION IS NORMALLY ADEQUATE.

Respiratory Protection:

NONE REQUIRED UNDER NORMAL CONDITIONS OF USE.

Glove Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

Eye Protection:

NONE UNDER NORMAL CONDITIONS OF USE. SAFETY GOGGLES OR GLASSES TO GUARD AGAINST SPLASH.

Other Protection:

NONE UNDER NORMAL CONDITIONS OF USE.

SECTION IX - STORAGE AND HANDLING INFORMATION

Refrigerated:

Storage Temperature: Indoors: X Outdoors:

Heated:

Precautions to be taken in Handling and Storing:

Avoid extremes in temperature, which may degrade the product's organoleptic qualities

Other Precautions:

KEEP OUT OF REACH OF CHILDREN. READ THE ENTIRE LABEL BEFORE USING THE PRODUCT. FOLLOW THE LABEL DIRECTIONS.

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#### 1. PRODUCT INFORMATION

1.1 **Product Name:** Tattoo Armor SPF-30 PEN

**Product Identification:** 152-5B

1.3 **Product Use:** SUNSCREEN

**Manufacturer's Name:** Lakeview Laboratories

1.5 Manufacturer's Address: 2 Kiel Ave #239 Kinnelon, NJ 07405

2. COMPOSITION / INGREDIENT INFORMATION								
CHEMICAL NAMES	CAS NO.	%		LIMITS IN AIR				
CHEHICAL IVALIES	C/15 110.	70	TLV ppm	PEL ppm				
Alcohol Denat.	64-17-5	50.0 - 80.0	1000	1000				

	3. HAZARD INFORMATION								
3.1	Routes of Entry:	Skin	Х	Inhalation	Х	Eyes	Х	Ingestion	Х
3.2	Effects of Exposure								
	INGESTION:	May cause gastrointe	estinal irrita	ation					
	EYES:	Liquid and vapor ma	y cause m	ild to severe eye irr	itation.				
	SKIN: Repeated contact may cause irritation and drying of the skin.								
	INHALATION: Vapor may cause irritation to the upper respiratory tract								

		4. FIRST AID MEASURES
4.1	First Aid: INGESTION: EYES: SKIN: INHALATION:	DO NOT INDUCE VOMITING. Drink enough water to dilute. Consult physician immediately Flush eyes with plenty of water to ensure complete flushing. If irritation persists, seek medical attention Wash thoroughly with mild soap and water. If irritation persists, seek medical attention Remove victim to fresh air at once. If breathing is difficult, seek medical attention
4.2		ns Aggravated by Exposure: cory and skin disorder

#### 5. FIREFIGHTING MEASURES

#### 5.1 Flashpoint & Method:

<73 °F Tag Closed Cup

#### 5.2 Flammability Classification:

Extremely Flammable

#### **5.3** Extinguishing Methods:

CO<sub>2</sub>, Foam, Dry Chemical, and Water Spray

#### 5.4 Firefighting Procedures:

Fire should be fought from a safe distance. Firefighters should wear full face, self-contained breathing apparatus and full protective clothing

#### 5.5 Fire or Explosion Hazards:

Closed containers exposed to excessive heat may rupture. Do not crush or puncture containers.

#### 6. ACCIDENTAL RELEASE MEASURES

#### 6.1 Spills

Before cleaning any spill or leak, individuals involved in spill cleanup must wear appropriate Personal Protective Equipment.

For small spills (e.g., <1 gallon) wear appropriate personal equipment (e.g., goggles, gloves). Maximize ventilation (open doors and windows) and secure all sources of ignition. Remove spilled material and place into appropriate closed container(s) for disposal. Dispose of properly in accordance with local, state and federal regulations. Wash all affected areas and outside of container with plenty of warm water and soap. Remove any contaminated clothing and wash thoroughly before reuse.

For spills  $\geq 1$  gallon, deny entry to all unprotected individuals. Contain spill with inert material (e.g., sand or earth). Transfer product to containers for recovery or proper disposal. Remove contaminated clothing promptly and wash affected areas with soap and water. Keep spills and cleaning runoffs out of municipal sewers and open bodies of water.

#### **6.2** Waste Disposal Method:

Dispose of in accordance with federal, state or local regulations

#### 7. HANDLING & STORAGE INFORMATION

#### 7.1 Work and Hygiene Practices:

Wash hands thoroughly after using this product and before eating, drinking, or smoking

#### 7.2 Storage and Handling

Keep away from excessive heat, open flames, sparks, and other possible source of ignition. Do not store in damaged or unmarked containers or storage devices.

For warehouse storage, pallets and cases should be placed to avoid damage or rupture from material handling equipment.

#### 7.3 Special Precautions:

Empty containers may contain residual amounts of product

#### 8. EXPOSURE CONTROLS & PERSONAL PROTECTION

#### 8.1 Ventilation:

Use with adequate ventilation

#### 8.2 Respiratory:

None required, when used with adequate ventilation

#### 8.3 Personal Protective Equipment:

None required under normal conditions of use. When handling large quantities (e.g.,  $\geq$  1 gallon), wear protective eyeglasses, gloves, boot, and apron per OSHA regulations (29 CFR 1910.133)

#### 9. PHYSICAL & CHEMICAL PROPERTIES

9.1 Appearance & Color: Clear and light yellow, viscous liquid

**9.2 Viscosity:** 10,000 – 20,000 cps

**9.3 Specific Gravity:** 0.860 – 0.880

10. STABILITY & REACTIVITY			
10.1	Stability:	Stable under normal conditions of use	
10.2	Hazardous Decomposition Products:	Irritating vapors and toxic gases when involved in fire	
10.3	Hazardous Polymerization:	Will not occur	
10.4	Conditions to Avoid:	Use or storage near open flames, sparks, other heat sources	
10.5	Incompatible Substances:	Strong acids and oxidizing agents	

#### 11. TRANSPORTATION INFORMATION

**11.1 SHIPPING NAME:** Consumer Commodity

11.2 HAZARD CLASS: ORM-D

#### 12. OTHER INFORMATION

**12.1** Hazardous Material Identification System (HMIS) National Fire Protection Association (NFPA) Ratings:

Health Hazard:2Health:2Fire:4Fire:4Reactivity:0Reactivity:0PPE Rating:C

12.2 Disclaimer:

This Material Safety Data Sheet is offered pursuant to OSHA's Hazard Communication Standard, 29 CFR § 1910.1200. Other government regulations must be reviewed for applicability to this product. To the best of 2-2-0 Laboratories' knowledge, the information contained herein is reliable and accurate as of this date; however, accuracy, suitability or completeness are not guaranteed and no warranties of any type, either expressed or implied, are provided.



#### LAKE VIEW LABORATORIES ADVERSE REACTION REPORTING POLICY

<u>Objective:</u> To establish an adverse reaction reporting policy which will, within reason, demonstrate a "cause an effect" relationship of a consumer complaint and a product(s) potential to produce an adverse reaction, in accordance with Title 21 of the Code of Federal Regulations, Part 730 for the "Voluntary Reporting of Adverse Reactions" of cosmetic products to the Food and Drug Administration.

<u>Procedure:</u> Complaints received by either telephone or letter that describes an alleged adverse reaction to a product will be viewed in the following manner in an attempt to establish a possible "cause an effect" relationship.

- 1) If the consumer communication documents, in writing, an objective reaction that has been documented by a medical professional (via diagnostic patch testing, prophetic use, medical history, and/or visual evaluation of the reaction), experienced in such reactions the experience may be considered reportable.
- 2) In the absence of medical documentation a consumer communication may be considered reportable if the reaction is clearly described in such a way as to demonstrate a possible "cause and effect" relationship via use of the product resulting in the reaction which has subsequently been resolved within a one to two week rest period, after which time the product is reused and a reoccurrence of the same reaction is experienced.
- 3) Procedurally a Lakeview customer service or other trained employee should attempt to document the consumer complaint using the adverse reaction format attached or attain the information from the claimant as outline on the form via mail or fax. Every effort shall be made to obtain the complaint should a qualified individual not be available. If tattoo related, also interview the tattoo artist who applied the tattoo using the outline formulated on the attached form. Together with both sets of information we shall determine, whether or not we should proceed with a resolution or a determination to the claimant that the reaction was not caused by our product.

All reasonable efforts will be made to allow the consumer adequate time to respond in writing as well as time allotted for medical documentation to be submitted. However, in the absences of any documentation describing the alleged reaction, a decision to report the reaction will be made based on the best available information. Additionally, it should be noted that the above criteria was established solely for the compliance of the voluntary reporting program and it is not intended nor does it constitute a presumption or admission of cause and/or legal responsibility on the part of Lake View Laboratories for the product experience.



#### Lake View Laboratories Consumer Adverse Re Action Reporting Information

Claimant Name
Mailing Address
City, ST, Zip
Individual Reporting if different than claimant
Date of Report
Product used Tattoo Goo Salve / Tattoo Goo Lotion Other
Date/ Time when adverse reaction first noticed
Location of where adverse reaction was noticed
Still having the reaction Yes/ No
Describe the reaction in detail including appearance length of reaction and any adverse effects
Name of Studio and Artist recommending the product
Studio Location Address/CityPhone Number
Date product purchasedBatch Number
Where was this product purchased
Other products/compounds used during the procedure and or after the bandage removed
Aftercare instructions by Artists or Studio (explain in detail or give your understanding )
Are you allergic to any of the ingredients found on the label ? YES/ NO if Yes which ones
Are you allergic to any of the ingredients found on the laber? TES/ NO if Tes which ones
Have you ever used this product before YES? NO if yes any reactions
If tattoo related how long after you left the tattoo studio did you first apply the product?

and when?
Area where tattoo applied and types of inks used during the Tattoo if this is Tattoo related
Have you seen a physician in regards to this incident Yes/ No if yes answer the following questions Name /Location/ phone of physician
Physicians findings
Did your physician conduct a patch test for allergic reaction Yes/ No if yea what were the results
Had you been ill had the cold/flu or another illness prior or during the reaction period YES/NO If yes describe
Had you had any alcohol or taken any drugs or medicine just prior to the reaction YES/NO  If yes Describe
What type of special meal did you have prior to the reaction Yes/No if yes describe along with any history of food allergies
End Claimant Interview Interview Conducted byDateSigned
Studio Interview
Date of InterviewArtist/ Owner  Described the Tattoo- including types of inks and area where applied ?
What kind of products did you use during the procedure and after?
What kind of aftercare instructions did you recommend ?
Had the recipient (in your opinion) been drinking or taken any from of drugs? Yes/No if yes describe
Did you notice anything unusual about the skin surface or are there any other comments you have
Interview Conducted byDateSigned