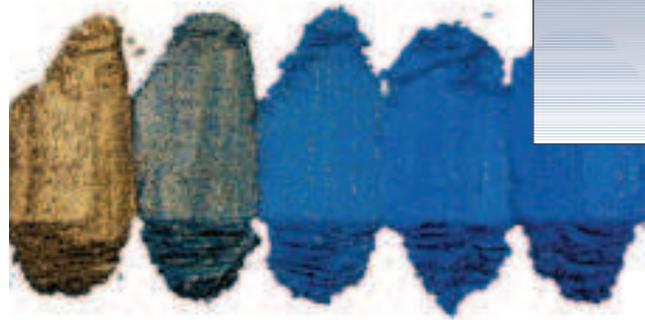


Contents



10 | The use and application of new functional fillers and special effect pigments



30 | It's "curtain up!" on new products at In-Cosmetics



36 | Dr. Wilfried Petersen compares various certification systems for natural cosmetics



50 | New packaging ideas at Cosmopack

3 Editorial

NEWS

8 Markets + Profiles

FOCUS

Colour + Style

- 10 ▶ **Kerstin Dornhöfer, Merck:** Fillers and more – Special effects, subtle, or very bold
- 14 **Torsten Krohn, Sabrina Baumgart, Katharina Redeker, Zschimmer & Schwarz:** Producing more sustainable pigment dispersions – The targeted use of pigment wetting agents
- 16 **Nica Lewis, Intel GNPD:** International launches

MARKETING

- 18 **New products:** Fragrances
- 26 **Imogen Matthews, In-Cosmetics:** Trends Presentations Preview – Picking up ideas for future success
- 28 **Jessica Chor, CPL: Fine fragrances:** East meets west – In search of trends
- 28 **Star of the Month:** Aura by Swarovski – An elegant work of art

PRODUCTION

- 30 ▶ **In-Cosmetics 2011:** Sustainability still sets the pace
- 36 ▶ **Dr. Wilfried Petersen, Dr. Straetmans:** Natural cosmetics and conformity labels – Each OK in its own way
- 42 **Norbert Boyxen, Cognis/BASF:** Mild and natural, renewable body cleansing products – Body care made easy
- 44 **Tony O'Lennick, Siltech:** Optimizing silicones in formulations
- 46 **Martina Heldermaann, Inolex:** Alternative preservatives – The "Know-how"
- 50 ▶ **Cosmopack 2011:** A selection of new products
- 52 **Packaging News**

SERVICES

- 6 **Download List**
- 56 **Essential Oils:** Price List
- 58 **Formulations:** Skin cleansing
- 62 **Events Diary**
- 63 **BEAUTY FORUM LEIPZIG:** Premiere in Leipzig
- 64 **Books**
- 66 **Suppliers' Guide**
- 71 **International B2B Exchange**
- 72 **Company Index**
- 72 **Advertisers' Index**
- 73 **Masthead Page**
- 74 **Trend Statement:** Lucille Gauthier-Braud, Peclers Paris
- 74 **Preview**

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... explains what legal responsibilities a manufacturer of cosmetic products has to comply with when choosing raw materials



... gives an overview on cosmetic peptides: Origin, Obstacles which had to be overcome, Future perspectives



... presents the initiative for sustainability BIPS launched by the BDIH association

COSSMA Download Tip

Hair Care: Ready for Future Trends



photo: Croda

What are the major trends that will have a significant impact on the future hair care market? This is a question that industry experts from Arch, Cornelius, Croda, Dow Corning, Indena, Sederma and Waitaki can best answer. They also point to some ingredients that can effectively respond to these trends. COSSMA subscribers can download detailed statements.

The latest salon procedures to get to "home base" are keratin treatments for straightening

Top-Downloads for March

- **Product Information:**
dermofeel® sensolv (Dr. Straetmans))
- **Literature Reference:**
Quality management systems for private label cosmetics
- **Scientific Information:**
Ingredient listing "A selection of striking hair care ingredients"
- **Market Data:**
Cosmetics & Detergents Market Germany 2010 (IKW)
- **Formulations:**
Gentle Sparkling After Sun Lotion (Zschimmer & Schwarz)



photo: Nikolai Sorokin, Fotolia.de



Downloads

Additional information at
www.cossmma.com/download

Your access codes for March:
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Log in and take full advantage! On the COSSMA web site we post lots of additional information related to the topics covered in the magazine. You will find **more than 1,000 useful additional items** to extend your knowledge and understanding: more information on the ingredients and finished products that we cover, market data and statistics, supplier listings, literature references, scientific articles, product formulations and useful base formulations. Take a look right now, at www.cossmma.com/downloads

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COSSMA web site

Our Info-Service at a glance

We have received a great deal of very positive reactions to our new look web site and so we thought that we would take this opportunity to summarise the extensive range of information now to be found at www.cossma.com. If you have any criticism of our site, or any positive suggestions, we would be pleased to hear from you. Just email angelika.meiss@health-and-beauty.com.

The image shows a screenshot of the COSSMA website interface. The website has a blue header with the COSSMA logo and a navigation menu. Below the header, there are several content sections including news articles, a video player, and a search bar. Red arrows with numbered callouts (1-12) point to specific features on the website:

- 1** News ticker with the very latest industry news. See **3**
- 2** Additional information on articles in the print edition. See also **12**
- 3** News items sorted by product category. See **1**
- 4** You can find photos of industry events under our „Events Panorama“
- 5** At „pin board + jobs“ there are both job vacancies and jobs wanted
- 6** Books and new publications can be ordered online
- 7** Monthly updated opinion polls
- 8** Search through suppliers of 100 categories of products and services
- 9** Fully updated industry events calendar
- 10** Subscribe to our free newsletter
- 11** Free-of-charge formulations
- 12** Video interviews with industry experts
- 12** The most important downloads of the month, plus download tip of the month. See **2**

At the bottom of the website, there is a footer with the text: SUCHE SITEMAP IMPRESSUM AGB

Click through our: Web TV-clips

www.cossma.com/tv



Antonietta van den Berg, Founder, Future-Teeth believes that the trend to have wrinkle-free faces and faultless teeth is on the down-slide.



Dr. Rüdiger Mittendorf, Vice Chairman of the Board at Sebapharma, presents the successful middle-sized company. He sums up the most important achievements in the last 10 years, for example facial care products based on micro emulsions.



Dr. Isabel Sivan, GM, Vice President R&D, La Prairie Group describes product concepts of finished products using stem cell concepts, i.e. protection concepts with antioxidants.



Anshul Sahota, Founder and Director, Organic Monitor outlines the market development in the boom market of natural and organic cosmetics and personal care products. He thinks that the growth will continue, the segment will up to triple its market share in some European countries.



Jean-Louis Mathiez, CEO of Cinqpats points out innovative applicator solutions. He sees a lot of development in the high-tech part of the market, for example electronic devices in applicators.



Eric Pernier, Executive Vice-President R&D, LVMH presents the most recent product innovations of LVMH group. Dior uses innovative stem cell concepts for example in its „One Essential“ facial care product.



Dr. Anja Dantso, Nutritionist and Consultant presents current trends in the areas of nutricosmetics and dietary supplements. She gives examples for products that are combining topical and internal application.



2. COSSMA VIP Summit: Visions for the future
Visions for the future of the COSSMA-VIP-Summit participants include further developments in nanotechnology, cream formulations without water, colour cosmetics without colour pigments or the identification of active molecules in natural ingredient blends. Regulation and legislation can also be a driver for innovation.



Patricia Perreau, Communication Director, L'Oréal R&D explains which future prospects she sees for natural cosmetics within the L'Oréal group. In her opinion, natural cosmetics developed from a mere trend to a substantial market in which the company will put a lot of investment.



Barbara Offner, Business Development Personal Care, Promens presents the „green“ airless packaging „Ecolution“, for which Promens received the „LuxePack in Green“-Award.



Andy Gatesy, Chairman and CEO, and Dorien Bianco, Marketing Manager, at Toly explain how the company is expanding its presence in China, India and South Korea.



Christian Knoch, Managing Director, Dornberg presents the jelly fish extract for which the company got the BSB-Innovations-Award 2010.



Skin Cleansing

This month we have collected for you an interesting and wide-ranging selection of skin cleansing formulations. A total of 31 formulations from 27 ingredients suppliers show just how creative the development of products in this category can be. Full details of all of the formulations, which you can, as usual, download free of charge, can be found on our web site* at www.cossmma.com/download.

In April we will be focussing on masks, packs and exfoliants. In May it will be the turn of facial care formulations. All of the information published here has been carefully assembled; however neither the publishers nor the developers of these formulations can accept responsibility for their safety or accuracy.

The **Nouvelle Vague Balm-to-Milk Wash** formulation from **Jan Dekker International** sounds very interesting, as does **PhytoTerra Cleansing Oil** from **Arch Personal Care**.

For facial cleansing we have facial care lotions such as **Caring Face Tonic with Honey Vinegar** from **Cosmetochem** and **Moisturizing Face Tonic** from **Greentech**. In addition **Lab. Expanscience** has put forward a **Transparent Facial Cleanser** and **Cognis** has sent us the **Facial Gel Wash Anti-Acne**.

Products with an exfoliating action include **Complexion Clearing Scrub** from **Croda**, **Healthy Skin Facial Scrub** from **Protameen** and **Macadamia Exfoliating Facial Cleanser** from **Southern Cross**.

For make-up removal the basic **Foaming Make-up Remover** formulation from **Inolex** or **Truly Soft Make-up Remover** from **Provital** have a lot to offer.

Have fun browsing through these numerous formulations, which also include bath and shower products as well as body and hand cleansing products.

*The access codes can be found on the Internet button on this page

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Croda Chemicals Europe Ltd.

Contact: Cowick Hall, Snaith
Goole DN14 9AA, Great Britain
www.croda.com/europe/pc
pc-europe@croda.com

Profile: Croda is one of the world's leading suppliers of speciality raw materials, combining functionality with a natural positioning to provide winning ingredients for the personal care industry. With a wide and diverse product range, Croda offers innovation supported by proven efficacy testing across all personal care market sectors.

Formulas: – Green Mild Cleansing Bar
– Morning After Face and Body Wash
– Mild Anti-Blemish Cleansing Foam
– Complexion Clearing Scrub
– Natural Wet Wipe Cleanser

PhytoTerra Cleansing Oil

Arch Personal Care Products

Shower Gel

Clariant

Clear Hair & Body Shampoo with DayMoist CLR™

CLR Chemisches Laboratorium
Dr. Kurt Richter GmbH

Facial Gel Wash Anti-Acne

Cognis

Caring Face Tonic with Honey Vinegar

Cosmetochem

Skin depigmentation

Davos Life Science Pte Ltd

Sprayable Lotion; cleansing, light feel

Dow Corning

Alcoholic Hand Cleanser

Evonik

Moisturizing Face Tonic

Greentech

Simple Coco Sulfate Based Body Cleanser

HallStar

Sizzling Scrub

Honeywell

XL Clean Soft Cleansing Gel

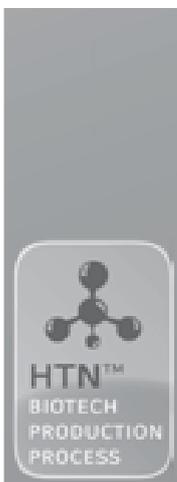
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Foaming Make-up Remover

Inolex

Luxurious lathering body wash

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Nouvelle Vague Balm-to-Milk Wash
Jan Dekker International

Transparent Facial Cleanser
Lab. Expanscience

Omega 3 Hand Soap
Naturanola

Oat Shower Lotion
Naturoidchim

Healthy Skin Facial Scrub
Protameen

Truly Soft Make-up Remover
Provital Group

Matifying Gel-Emulsion
Sederma

Natural shower gel
Sisterna B.V.

**Macadamia Exfoliating Facial
Cleanser**
Southern Cross

Baby Bubble Bath
Struktol

Pomgranate Butter Shampoo
Zenitech

Milky Oil Foam Bath
Zschimmer & Schwarz GmbH & Co. KG



An active that harmonises skin colour can be used in a multifunctional role to combat redness, local hyper-pigmentation and collagen breakdown

photo: Vichy

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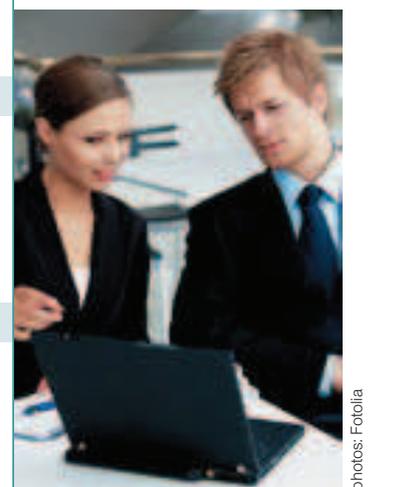
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COSSMA Reader’s Favorite Formulations

Our formulations page is always a very popular feature. This is where you can quickly find all sorts of interesting new formulations, sorted by category. For those who want to look closely at the individual formulations, they are available for downloading on our web site at www.cossma.com/formulations. As a special service to our readers we have collected together the most popular downloads of 2010 in the categories hair care, body care, facial care, sun care, colour cosmetics and natural cosmetics. Here you will see at a glance which formulations were accessed most frequently during the past year. Have fun browsing through them!

Ranking	Formulas/Category	Supplied by
Hair Care		
1	Natural Rinse Off Hair Conditioner	Dr. Straetmans
2	Shampoo Syndet Bar	Zschimmer & Schwarz
3	Dynamic Hair Gelee	Akzo Nobel
4	Brilliance Reflex Hair Gel	Azelis
5	Cracklin’ Hair Mousse	ISP
Body Care		
1	Milky Lotion	Kewpie Corp.
2	Natural Anti-Perspirant Spray Lotion	Lachemi
3	Anti-Cellulite Emulsion Skin Firming	Indena
4	Firming Cream Gel	CLR
5	Non-Stop Anti-Cellulite Treatment	Provital
Facial Care		
1	Natural Eye Gel	Croda
2	Anti-Ageing Serum	Sederma
3	Oxygen Serum mit Fiflow MO2	Creation Couleur
4	Night Wrinkle Correction	Lipotec
5	Radiance Release	SD Chesham
Sun Care		
1	Naturally Protective Sun Lotion SPF 30	Croda
2	Sunscreen with Capsules	Merck
3	Light Sensation Sun Protection Lotion	BASF
4	WO Basic Sunscreen	Evonik
5	Nurturing Protection Cream Expected SPF 30	Symrise
Colour Cosmetics		
1	Shimmering Bronze Gel	Clariant
2	Waterproof Mascara	Greentech
3	Concealer with Care Effect	Zschimmer & Schwarz
4	Liquid Eyeliner	BayerMaterialScience
5	Shimmering Eye Shadow	Clariant
Natural Cosmetics		
1	Natural Baby Cream with Calendula	Dr. Straetmans
2	Natural Hand and Nail Lotion	Merck
3	All Natural Baby Lotion	Inolex
4	Gracefully Green Face Cream	Cognis
5	Calming and Soothing Formula	Biopharmacopae



photos: Fotolia

2011

Fairs, conferences and seminars

When?	What?	Where?	Who?
10.-12.03.2011	BEAUTY FORUM SLOVAKIA 2011 	Trencin, Slovakia	Expo Center wos23@tmm.sk, www.tmm.sk
12.-13.03.2011	BEAUTY FORUM POLAND 2011 	Warsaw, Poland	Health and Beauty Media Sp.z.o. targi@health-and-beauty.com.pl, www.beauty-fairs.com.pl
16.-17.03.2011	Cleaning Products Europe	Valencia, Spain	IntertechPira www.cleaningproductseurope.com
18.-20.03.2011	Beauty International	Düsseldorf, Germany	Messe Düsseldorf GmbH info@messe-duesseldorf.de, www.beauty.de
18.-21.03.2011	Cosmoprof	Bologna, Italy	SoGeCos sogecos@cosmoprof.it, www.cosmoprof.com
23.03.2011	Workshop: Kosmetik-GMP/DIN EN ISO 22716	Windhagen, Germany	cosmetic campus info@cosmetic-campus.de, www.cosmetic-campus.de
24.03.2011	German Packaging Congress	Berlin, Germany	Deutsches Verpackungsinstitut info@verpackungskongress.de, www.verpackungskongress.de
24.03.2011	Seminar: Kosmetik-GMP/Betriebshygiene	Windhagen, Germany	cosmetic campus info@cosmetic-campus.de, www.cosmetic-campus.de
28.-29.03.2011	Parfümerietagung	Düsseldorf, Germany	Bundesverband Parfümerien info@parfümerieverband.de, www.parfümerietagung.de
28.-29.03.2011	Skin Forum	Frankfurt a.M., Germany	International Association for Pharmaceutical Technology it@apv-mainz.de
29.-30.03.2011	LuxePack Shanghai	Shanghai, China	Idice SAS f.conti@idice.fr, www.luxepackshanghai.com
29.-31.03.2011	In-Cosmetics	Milan, Italy	Reed Exhibitions incos.helpline@reedexpo.co.uk, www.in-cosmetics.com
04.-06.04.2011	GD-Jahrestagung	Vaaln, Netherlands	GD Gesellschaft für Dermopharmazie
06.04.2011	Seminar: Naturkosmetik	Frankfurt a.M., Germany	Pfeiffer Consulting info@pfeiffer-consulting.com, www.pfeiffer-consulting.com
09.-10.04.2011	Global Art of Perfumery	Düsseldorf, Germany	Trendmessen GmbH www.global-art-of-perfumery.com
10.-11.04.2011	SCS Annual Scientific Symposium	Chepstow, Great Britain	Society of Cosmetic Scientists ifsc.scs@btconnect.com
12.04.2011	Seminar: EG-Kosmetikverordnung	Stuttgart, Germany	Pfeiffer Consulting info@pfeiffer-consulting.com, www.pfeiffer-consulting.com
04.-06.05.2011	DGK-Symposium	Würzburg, Germany	DGK e.V. info@dgk-ev.de, www.dgk-ev.de
05.05.2011	The Beauty of Sourcing with Respect	Paris, France	Union for Ethical BioTrade www.ethicalbiotrade.org
10.05.2011	Seminar: Kosmetikrecht professionell	Cologne, Germany	Behr's info@behrs.de, www.behrs.de
12.-14.05.2011	Sustainable Cosmetics Summit	New York, USA	Organic Monitor www.sustainablecosmeticssummit.com
12.-18.05.2011	Interpack	Düsseldorf, Germany	Messe Düsseldorf GmbH info@messeduesseldorf.de, www.interpack.de
19.-20.05.2011	Tagung Sepawa Sektion Österreich	Salzburg, Österreich	Sepawa Österreich eva-maria.heinzel@basf.com
21.-22.05.2011	1. BEAUTY FORUM LEIPZIG 	Leipzig, Germany	Health and Beauty Trade Fairs GmbH, Natalie Karszt messe@health-and-beauty.com www.beauty-fairs.com
21.-22.05.2011	BEAUTY FORUM SPAIN 	Valencia, Spain	Health and Beauty Marketing Spain www.esthetic.es, info@esthetic.es
01.-02.06.2011	HPCI Congress India	Istanbul, Turkey	HPCI s.fischer@sofw.com, www.hpci-congress.com
08.06.2011	Vortragsveranstaltung FG Angewandte Kosmetik	Nuremberg, Germany	Sepawa www.sepawa.com
08.-09.06.2011	InnoCosmetics Europe	Paris, France	KGS B.V. i.kremin@kgslobal.com
08.-09.06.2011	International Sun Protection Conference	London, Great Britain	Summit Events info@summit-events.com, www.summit-events.com

www.cossma.com

photo: Leipziger Messe



About 250 companies and brands will be showcasing their latest offering in the fields of cosmetics, nail care and foot care in Messe Leipzig's modern exhibition centre

1st BEAUTY FORUM LEIPZIG

Premiere in Leipzig

On May 21st and 22nd we can celebrate a new event – the 1st BEAUTY FORUM LEIPZIG! Around 250 companies and brands will be showcasing their latest offering in the fields of cosmetics, nail care and foot care. Two high calibre future-oriented congresses looking at cosmetology and podology, exciting championships, and an attractive programme of workshops nicely round off the show.

For anyone wishing to raise their level of understanding in fields of anti-ageing, dermatology and new active substances the 1st German Cosmetology Congress takes place on Saturday May 21st 2011. High calibre experts from Germany and abroad show what we can learn from the latest research findings. In the three different sessions covering dermatology, active ingredients, and anti-ageing, the latest scientific advances will be presented, as well as essential background information.

In addition to this congress BEAUTY FORUM LEIPZIG will be organising, on Sunday May 22nd, the 1st International Podology Congress. Here foot care professionals and podiatrists can advance their level of professional skills in their chosen field. Well-known doctors and experts in foot care from Germany and abroad

will present the most up-to-date diagnostics and treatments. The international symposium will offer the opportunity to exchange views with expert speakers and colleagues. In the three sessions informative talks on subjects such as the diabetic foot syndrome and foot care therapy for various problems will provide the attendees with a fund of expert knowledge.

The congress programme can be found on the Internet at www.beauty-fairs.de/leipzig – Kongress



1st BEAUTY FORUM LEIPZIG at a glance

Dates:	May 21 st – 22 nd 2011
Opening Hours:	Saturday, 9.00 to 18.00 Uhr Sunday, 9.00 to 17.00 Uhr
Venue:	Leipziger exhibition centre, www.leipziger-messe.de
Organisers:	Health and Beauty Trade Fairs
Contact person:	Natalie Karszt natalie.karszt@health-and-beauty.com
Further information:	www.beauty-fairs.de/leipzig



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Anthony C. Dweck

Formulating Natural Cosmetics



This reference work provides information on almost 300 fixed oils, 200 essential oils, 600 botanical extracts as well as toxicological information.

673 pages, hard bound, € 174.00

Mitchell L. Schlossman

The Chemistry and Manufacture of Cosmetics



The volume "Cosmetic Specialties and Ingredients" reveals the intricacies in the employment of materials used in today's cosmetics industry.

386 pages, hard bound, € 189.00

Linda D. Rhein, Joachim W. Fluhr

Aging Skin



Strategies for treating the problems of aging skin are introduced as are the results of basic research.

572 pages, hard bound, € 199.00

Ralph M. Trüeb,

Desmond J. Tobin (Editors)

Aging Hair



International experts discuss current diagnostic concepts and also put forward solutions for the treatment, as well as the

prevention, of aging hair.
270 pages, 92 illustrations, of which 80 in colour, hard bound, € 149.75

Tharwat F. Tadros

Emulsion Science and Technology



This essential guide for those involved in formulations technology covers a wealth of topics from nanoparticle synthesis through nanocomposites to cosmetic

emulsions. 326 pages, 159 illustrations, 32 tables, hard bound, € 119.00

Jean-Marie Martin-Hattemberg



Lips of Luxury

In the French/English book "Lèvres de Luxe" or "Lips of Luxury" Jean-Marie Martin-Hattemberg describes the fascinating and

multifaceted history of lipstick – from its origins to the present day.
168 pages, hard bound, € 29.80

Charles Sell

Understanding fragrance Chemistry



This book covers the basics of organic chemistry as applicable to the fragrance business.

417 pages, hard bound, € 110.00

Johann W. Wiechers, PhD

Skin Delivery Systems



In this handbook entitled "Science and Application of Skin Delivery Systems" expert contributions update the reader on the latest findings in this field.

511 pages, hard bound, € 239.00

ECV

Blue List



This reference work for cosmetic ingredients, with CD-ROM, lists 8,000 cosmetic ingredients, including additives.

880 pages, with CD-ROM, € 168.00

Cheryl M. Burgess

Cosmetic Dermatology



This book explains cosmetic treatments carried out by dermatologists and how the symptoms of skin aging can be treated.

170 pages, 35 illustrations, 33 charts

and tables, € 96.25

Fiedler

Encyclopaedia of Excipients



This 2-volume encyclopaedia contains more than 12,900 entries covering additives, as well as a list of the manufacturers.

2 volumes,

1,600 pages, hard bound, € 350.00

Barbara B. Gilcrest,

Jean Krutmann

Skin Aging



This comprehensive technical book contains numerous expert contributions providing an extensive overview of current research into skin aging.

216 pages, 72 illustrations, 24 tables, hard bound, € 106.95



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Key Account Manager Cosmetic Packaging (M/F)

For more than 50 years, OEKAbEauty – the cosmetic packaging division of the OEKAMETALL group - has been a manufacturer of complete lipsticks, mascara containers and lipgloss cases for the international cosmetics industry. The highly integrated production includes all in-house services such as injection moulding, injection blow-moulding, bi-injection, UV- and PU-lacquering, metallisation, hot-foil printing, silkscreening, tampoprinting, brush production, flocking and assembling.

Due to its distinct customer orientation, its fast-to-the-market philosophy and its innovation strategy, OEKAbEauty is a preferred supplier to numerous leading cosmetic brands, covering a wide range from mass market to luxury market products.

Job responsibilities:

- management of several major key accounts of OEKAbEauty (national and international customers)
- this includes: customer partnership and customer care, calculations, quoting, negotiation of prices and contracts, project support
- market observation
- participation in cosmetic packaging trade shows
- new business development in the international colour cosmetics industry

Job applicant's profile:

- long-time work experience in the cosmetics industry with one of the major colour cosmetics manufacturers, ideally in the field of sales of mascara, lipgloss and lipstick packaging
- profound business contacts within the cosmetics industry
- excellent knowledge of the cosmetics industry including brands and market trends
- language skills: fluent in spoken and written German and English, other foreign language skills are desirable
- high degree of motivation, customer- and team-orientation
- willingness to travel internationally

Job position is based at the OEKAMETALL headquarters in Bamberg/Germany.

Contact:

Please send your application letter and CV by e-mail to karriere@oekabeauty.de
 In the case of questions, please do not hesitate to contact

Mr. Frank Bierkandt, Assistant to General Management
 Hallstadter Str. 73-75, 96052 Bamberg
f.bierkandt@oekabeauty.de, +49 951 6048 116



About Momentive Performance Materials

Momentive Performance Materials GmbH. is a global leader in silicones and advanced materials, with a 70-year heritage of being first to market with performance applications for major industries that support and improve everyday life. The Company delivers science-based solutions, by linking custom technology platforms to opportunities for customers.

Silicones are a multi-functional family of materials used in thousands of products and serve as a critical ingredient in many construction, transportation, personal care, electronic, consumer and agricultural uses.

To further strengthen and support our Commercial Organization, we are looking for a qualified / experienced and committed:



Account Manager Personal & Home Care (m/f)

The Account Manager builds long-term business relationships with existing and new customers and understands the needs of our customers with the goal of creating value. This position reports to our Commercial Leader Fluids and will be based in home office.

Your responsibilities:

- Building long-term business relationships with customers in order to increase customer satisfaction and loyalty and hedge against competition
- Design and implement tailor made customer strategies
- Develop specific knowledge of the market: How do our customers make their money and how can MPM help them to improve their market share?
- Create and maintain customer profiles, investigate and create benefits for product selling opportunities, expanding the customer base and their applications
- Participation in sales and contract negotiations
- Manages effective relations between Sales, Marketing and Technology in order to develop customer relations and identify opportunities for new products and applications

What we have to offer:

- International environment: 10.000+ employees, 117 production sites in Europe, Asia and Americas
- Wide scope of responsibilities
- Opportunity to actively build up the company and good opportunities for personal growth
- Flat hierarchy, open-door-policy and informal culture
- Highly-complex stages of production with highly-developed chemical materials
- An excellent remuneration and secondary benefits

Your qualifications:

- Degree in chemistry or chemical engineering preferred
- Sales experience in Personal or Home Care is a must and preferable Silicones
- Strong skills in customer relationship management
- Ability to build sustainable business relationships
- Ability to work effectively in a team, good communication skills
- Fluent in written and spoken English, French is a must and preferably German

Your application:

If the idea of working in an innovative and dynamic company with an international working atmosphere appeals to you, **then submit your application now!**

Your contact: Human Resources - human.resources@momentive.com
 Momentive Performance Materials GmbH
 Building V7, 51368 Leverkusen, Germany
 For the latest vacancies, please visit www.momentive.com

Check the website with detailed online-information for the personal care industry – news, product innovations, addresses, events, books and these selected internet sites:

Find tomorrow's suppliers today!



Your entry in the supplier's database for the personal care and cosmetics industry make sure you are found by your customers of tomorrow – very cost-effective!

This entry
(Your basic entry, product, divisions, company logo, website, link, short description PLUS your brand names))
is available for just € 120,- per month!

Advertising opportunities in www.cossma.com/guide

No.	Description	Your price per month/ per 12 month
1	Basic Entry , consisting of your mailing address, up to 3 contact manes, phone and fax numbers, company e-mail adress, listing of up to 4 product divisions (each additional product division: plus € 1,- per month, € 12,-per year)	FREE OF CHARGE!
2	Website link – linking to the URL of your choice (can only be booked in combination with complete basic entry)	€ 25,- per month € 300,- per 12 month/1 year
3	Your Company Logo Format 96 x 96 Pixel, will also be published on www.cossma.com/suppliers (can only be booked in combination with complete basic entry)	€ 60,- per month € 720,- per 12 month/1 year
4a	Your short description consisting of up to 2000 characters (app. 20 words) text	€ 20,- per month € 480,- per 12 month/1 year
4b	Your profile text consisting of up to 2000 characters (app. 200 words) text	€ 40,- per month € 480,- per 12 month/1 year
5	Your brands – a list of your most important brand names and trade (up to 4 brand names)	€ 15,- per month € 180,- per 12 month/1 year

You can find further information of these suppliers at www.cossma.com/guide

You will be listed here for just € 25,- per month – for further information, please contact

Dorothea Michaelis
dorothea.michaelis@health-and-beauty.com
phone +49 (0)721 165-144



B2B Exchange: Find your business partners of tomorrow today!

COSSMA and BEAUTY FORUM will help you to build new business contacts.

All our business partners can use this "International B2B Exchange".

Have a look at the entries below now and find your business partner of tomorrow today!

Further information: see www.cossmma.com/b2b-exchange (▶=NEW!)

Wish to export their products

abalico

D-69469 Weinheim, Germany
Contact: Mr. Rüdiger Vogel
 info@abalico.de; www.abalico.de
Products: Cosmetic products
 for hand and nail
wish to export to: A, CH, F, E, GB

Age Attraction Kosmetik GmbH

D-85591 Vaterstetten/München, Germany
Contact: Alexandra Kopold-Schütz
 info@age-attraction.de
 www.age-attraction.de
Products: MESO LASER Mesoporation & Impulse
 Laser + Meso-Ampullen + Wirkstoff-
 kosmetik
wish to export to: EU + Middle East+ worldwide

ASTONISHING NAILS & SPA

Beauty Factory /Internat. Beauty Part. Netherlands
 NL- 5503 LM Veldhoven, The Netherlands
Contact: Jurrhiaan Vegers
 j.vegers@beauty-factory.nl
 www.beautyfactory.nl
Products: professional nail products, hands & feet
wish to export to: worldwide

Beauty Line Consulting

D-76698 Ubstadt-Weiher, Germany
Contact: Janos Stegena
 info@belico.de
 www.belico.de
Products: skin and body Care products,
 private label, bulk
wish to export to: worldwide

beauty lumis GmbH

D- 80995 München, Germany
Contact: Angela Frommer
 a.frommer@beautylumis.com
 www.byonik.net
Products: 2-Frequenz-Simultan- Meso-Laser-and
 cosmetic products
wish to export to: worldwide

DR. BELTER COSMETIC GMBH

D-38106 Braunschweig, Germany
Contact: Carola Schmerbach
 COSMETIC@BELTER.de
 www.BELTER.de
Products: skin and body care cosmetics
wish to export to: worldwide

Glory Nails

D-34123 Kassel, Germany
Contact: Sven Dowiasch
 Sven.dowiasch@glorynails.com
 www.glorynails-shop.com
Products: Cosmetic Products for Hands, Nails, Feet
wish to export to: worldwide

Dr. GRANDEL GmbH

D-86150 Augsburg, Germany
Contact: Mr. Jürgen Geisler
 geisler@grandel.de
 www.grandel.de
Products: Skin care products, Spa collection
 series
wish to export to: GB, PL, THAI, F, GUS

GERTRAUD GRUBER KOSMETIK GmbH & Co.

D-83700 Rottach-Egern/Tegernsee, Germany
Contact: Roland Schäfer
 rschaefer@gruber-kosmetik.de
 www.gertraudgruber.de
Products: Wirkstoffaktives holistisches Produkt-
 und Anwendungskonzept auf Natur-
 basis der 1. Beautyfarm Europas.
wish to export to: worldwide

Heitland & Petre International GmbH (ROSA GRAF)

D- 29229 Celle, Germany
Contact: Sandra Kattenbaum
 Sandra.Kattenbaum@heitland.com
 www.heitland.com
Products: skin care products, wellness & spa
 treatments
wish to export to: worldwide

Ingeburg Praxis-Cosmetic GmbH

D-78229 Karlsruhe, Germany
Contact: Ms. Renate Karner
 r.karner@praxis-cosmetic.de
 www.praxis-cosmetic.de
Products: Skin and Body Care
 Cosmetics, Ampoules,
 Decorative cosmetics
wish to export to: EU + worldwide

Ionto-comed GmbH

D-76344 Eggenstein, Germany
Contact: Mrs. Annett Kühl
 sales@ionto.de
 www.ionto.com
Products: skincare, podiatry, medical equipment
wish to export to: worldwide

Klapp Cosmetics GmbH

D- 37235 Hessisch Lichtenau, Germany
Contact: Fernando Duarte
 f.duarte@klapp-cosmetics.com
 www.klapp-cosmetics.com
Products: Cosmetic products,
 SPA collection series
wish to export to: EU, S. America, Asia

NEOVITA COSMETICS

D-69256 Mauer, Germany
Contact: Karina Grimm
 IS@neovita.de
 www.neovita.de
Products: Premium Skin Care products for
 professionals
wish to export to: worldwide

Dr. med Christine Schrammek Kosmetik GmbH & Co. KG

D-45127 Essen, Germany
Contact: Birgit Schmitz
 b.schmitz@schrammek.de
 www.schrammek.de
Products: Hautpflegeprodukte, Peelings
wish to export to: I, MAL, RA, UA, ZA

TANA Cosmetics

D-33602 Bielefeld, Germany
Contact: Egypt-Wonder GmbH+Co.KG
 Mr. Ronald Fortmann
 info@tana-cosmetics.com
 www.tana-cosmetics.com
Products: Colour cosmetics,
 Cosmetic products for self tanning
wish to export to: E, F, DK, S