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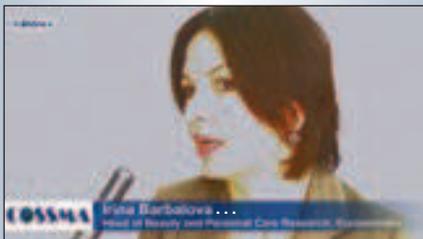
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... points out the most important recent findings in the treatment of sensitive skin.



... talks about the most recent findings in the field of anti-ageing.



... presents current trends and innovation in the personal care markets world-wide.



... shows how innovation is managed at Beiersdorf and gives examples for successful launches which came out of this process.

COSSMA Download Tip

Sales promotion for cosmetics: What not to do!



photo: Birgit H., Pixelio.de

If a product packaged in what looks like a cream dispenser is labelled as a shower cream, and so can be confused with edible cream, a warning message on the pack would help.

Dr. Silke Granzow of Mann & Schröder describes the points to observe if you want your cosmetics advertising to avoid falling foul of the legislation covering medicines or pharmaceuticals, or possibly the biocidal products directive, as well as what to note in the tighter attention being paid to the matter of safety evaluation. COSSMA subscribers can download further background information.

Top-Downloads for June

- **Literature Reference List:**
Carrier Systems – Active ingredients for physical skin care
- **Market data:**
German Natural Cosmetics Market
- **Background**
Nanoparticles – misconceptions clarified
- **Formulation:**
Creamy Foaming Emulsion Shampoo (PEG-Free) (Zschimmer & Schwarz)



photo: Nikolai Sorokin, Fotolia.de



Downloads

Additional information at

www.cossma.com/download

Your access codes for June:

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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.cossma.com/downloads

Merck: Great Ideas Sometimes Come in Eights



This year's In-cosmetics was a great success for everyone involved. Like most major players, Merck was one of the proud exhibitors. This year's highlights were **seven new effect pigments and one soft focus functional filler**. To round things off, superior concepts for dermocosmetics, RonaCare® AP as an effective acne ingredient, and formulation examples to combine sun and mosquito protection convinced customers.

Dr. Matthias Lergenmüller, Senior Director Business Field Cosmetics at **Merck KGaA Darmstadt** presents the new launches and concepts presented during In-Cosmetics in Barcelona in his Web-TV interview with COSSMA TV. To learn more on the latest innovations, check the Web-TV clip at www.cossma.com/merck

Further information: www.merck4cosmetics.com

**Ready to unwrap some new possibilities for your markets?
To find out more about these products,
write to us at cosmagazine@merckgroup.com**

Seven pigments sent from heaven

Based on a synthetic substrate, these pigments mean more opportunities for you to boost the brightness of cosmetics. They're ideal for products used around the eyes and lips and help you meet even the strictest restrictions regarding heavy metals. Whichever pigment you choose, you'll enjoy plenty of brilliance, ultimate color purity, extra luster and amplified color effects.

Explore the rainbow of interference pigments with five new **Timiron® SynBeam colors in gold, copper, red, blue and violet**. Their clean and transparent appearance really helps show off color. Particle sizes span 5-40 nm for delicate shimmer.

You'll find more shimmer in new **Colorona® SynRussian Gold**, which boasts a strong golden shade. For a satin effect, try **Timiron® SynWhite Satin**, a silverwhite pigment with a clear white powder color. It features a smaller particle size of 5-25 nm.

Sophisticated and sumptuous: soft focus

Also new to our functional filler family: **RonaFlair® LDP White**. It delivers an instant soft focus effect and backs up anti-ageing claims.

The composition is based on white ceramic microspheres (2-20 nm) to create picture-perfect porcelain skin – an effect that is popular in Asia. The advanced coating technology used in RonaFlair® LDP White quickly minimizes the visibility of fine lines and wrinkles. And the effects are measurable, thanks to our proprietary method for quantifying a filler's soft focus effect.

Highly transparent, this functional filler has no color impact on final products. The secret behind the soft focus effect: Diffused incident light renders skin imperfections virtually invisible.

We recommend using 4-10% of RonaFlair® LDP White in the oil/water phase (for creams), up to 15% in the wax phase (for lipsticks) and up to 30% for loose and pressed powders.



New: Eye- & Lipliner, Remover



New: Nail Care Professional



New: Spacy Art & Spacy French Pen



New: Lipstain



New: Gel Eyeliner



New: Eye Treatment

- skin care packaging
- decorative cosmetic packaging
- design & development
- engineering
- tools & plastics
- decoration, assembling and finishing
- full service products
- hand & nail care
- professional
- promotional items
- trends & gimmicks
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Facial care

In the truest sense of the word facial care has many faces! Starting with pure skin care products through colour cosmetics to the totally trendy BB creams. These multifunctional creams combine several product benefits in one and can, amongst other things, moisturise, offer anti-ageing performance, protect us from the sun and cover less attractive areas. In this month's listing we bring you a small selection. There is lots more for free-of-charge download on our web site at www.cossmma.com/download*

* Access codes for downloading the formulations can be found in the Internet box on this page

In our July/August issue we will be focussing on formulations for hair care, styling and hair colorants. In September it will be once again the turn of body care. 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.

Facial care

Wash-Off-Mask

Bayer Material Science

Cool Breeze Smoothing Gel

Biesterfeld

Skin Serum

Greentech

Anti-Age Flash Serum

Impag

Rapid Results Skin Quench

Lubrizon

Light Day Cream, Cold Processable

Zschimmer & Schwarz

BB Creams

BB Cream O/W

CLR

Tinted BB Cream

Croda

Vivilume BB Cream

Lonza

5 in 1 Tinted Day Cream

Nordmann Rassmann NRC

Colour Cosmetics

Aqua Stick Foundation

DKSH

Perfect Fluid Long Lasting Foundation

Dow

Natural Lip Balm

Dr. Straetmans

Under Eye Concealer

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www.kahlwax.de
m.wittke@kahlwax.de

Profile: KahlWax is one of the leading specialists in natural waxes such as Beeswax, Carnauba wax, Candelilla wax and many others. We offer a wide range of products and services, focusing on refining natural waxes, tailor-made specialty waxes and ozokerites, powder waxes, wax emulsions and cosmetic bases.

Formulas: All formulations are containing Kahl-VegoJelly 7036 PLUS (replacing petrolatum)

- Hairwax pliable
- Lipbalm Stick natural
- Mascara
- O/W Cream
- Udder Cream / „Melkfett“



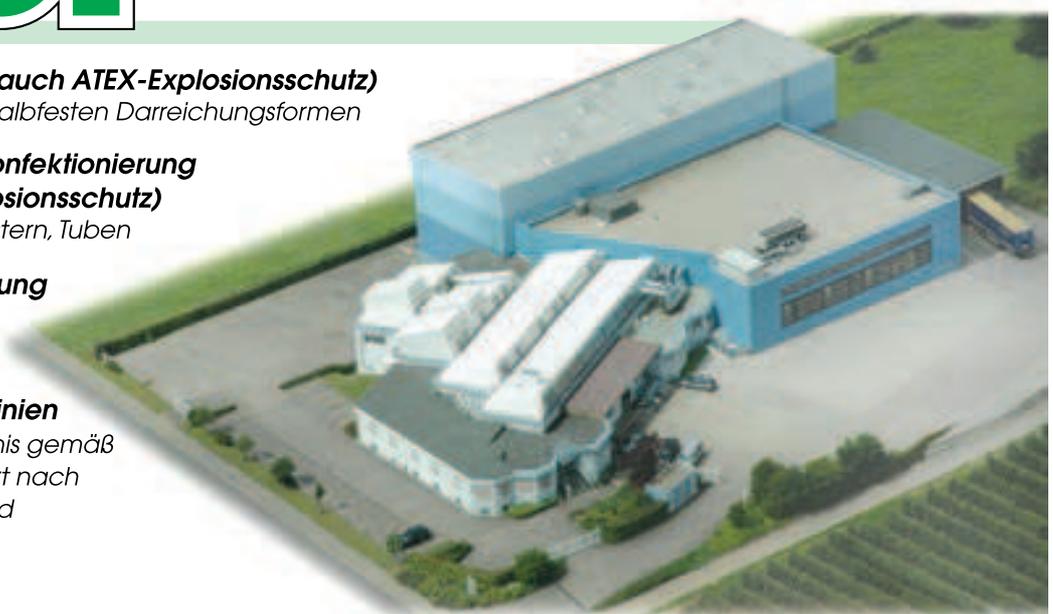
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von flüssigen und halbfesten Darreichungsformen

▶ **Lohnabfüllung, Konfektionierung (auch ATEX-Explosionsschutz)**
von Flaschen, Kanistern, Tuben

▶ **Rezepturenentwicklung**

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27th BEAUTY FORUM MUNICH

Europe's No. 1 autumn Cosmetics Trade Fair

- **Vibrant** – International trade fair representing the core exhibition areas cosmetics, nail and foot as well as the themed areas bio cosmetics, medical beauty and wellness & spa.
- **Exhilarating** – Diverse educational program with practice-orientated workshops and academic sessions for medical beauty, wellness and medical foot care.
- **Exciting** – National and international championships in make-up, nail-design, nailart, body- or facepainting.

Date:

27th – 28th October 2012

Location:

Munich Exhibition Center

27. International Congress & Trade Fair



www.beauty-fairs.com

BEAUTY FORUM MUNICH 2012

A proven concept with fresh ideas

For the 27th time, in the autumn of this year, the cosmetics trade fair BEAUTY FORUM MUNICH opens its doors on October 27th and 28th in the Bavarian capital. Some exciting new ideas will pack out this year's event, which has proved to be such a success over the last 27 years.



New ideas will pack out this year's event

photo: Benno Säinger

27. International Congress & Trade Fair

BEAUTY FORUM MUNICH
at a glance

When? 27th – 28th of October, 2012

Where? The Munich Riem exhibition centre

What? Current Trends in the beauty sector, colour cosmetics and skin care, themed areas covering natural cosmetics, medical beauty and Wellness & Spa

Further information:
www.beauty-fairs.de/muenchen

New supporting programme:

The new **medical BEAUTY FORUM** takes place on Saturday, October 27th 2012 in cooperation with the medical BEAUTY FORUM trade magazine. Here there will be three sessions covering dermatology, medical aesthetics and anti-ageing. In the **Diabetic Foot forum** there will be tailor-made training opportunities for foot care professionals and podologists. In addition it will be possible to collect valuable training vouchers. The Forum will take place in cooperation with the Bavarian ZFD.

An improved visitor guidance system, a tighter-knit programme for training and meeting, and newly structured halls are just 3 of the interesting new ideas that await discovery at the 27th BEAUTY FORUM in October. In our coming issues we will be printing here further details.

The basics

The number one autumn cosmetics trade fair presents exhibition areas covering cosmetics, nails, and foot care, as well as the themed areas of **Wellness & Spa, natural cosmetics and medical BEAUTY FORUM**. Numerous opportunities for further professional training are offered in practically oriented workshops, in the **medical BEAUTY FORUM** and the **Forum on the diabetic foot**. Numerous international championships in make-up, nail art, nail design, body and face painting, will also take place.

Further information on the BEAUTY FORUM MUNICH 2012 can be found at www.beauty-fairs.de/muenchen and at www.beauty-fairs.de/international you can book your ticket free of charge.

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THE GRAFE-DESIGN-CENTER AT COSMETIC BUSINESS 2012



Julia Canzler
Design&Packaging
GRAFE-Design-Center
GRAFE-Group

“Let’s welcome the future”, is a key theme for the GRAFE-Group from Thuringia, Germany. This is because, thanks to some very impressive innovations the company is well prepared for tomorrow.

■ What are the innovations that your company will be presenting in 2012?

When Cosmetic Business opens its doors on June 14th to 15th in Munich the Grafe Design Center will be waiting with some spectacular new ideas.

Visitors will be seduced by the 2013 colours drawn from the cultural diversity of our planet. The theme of “WORLD is COLOR”, using impressive images and fantastic stories, will put forward this splendid world of living colour. On this impressive journey we will immerse ourselves, with our guests, from the cool northern climes and through to the primal, smooth, rippling tones of Africa and Australia. The soft pastel tones from the Far East and the lively colours of South America complete this adventure. Our fellow travellers will see themselves immersed in trend-setting colours, principally in restrained tones. The bright basic colours will be sup-



ported by stylish black, elegant white, with glamorous glitter, shimmer and fine detail whose true beauty will unfold only with intense observation.

■ Of which of your creations are you particularly proud ?

“Biocolon” is the name of one of our environmentally-friendly masterbatch solutions. Working with specialist partners we have been able to create a combination of food colorants and biobased plastics. The polymers, based on renewable resources, in combination with food colorants, open up new possibilities for a closed value loop and represent an exemplary economic element in close harmony with nature.

Furthermore, we are showing masterbatches with thermochromic effects that offer extensive new applications for plastics. The various switch-over temperatures can be used to give an indication of temperature and/or used as a danger signal. In this respect the GRAFE company, and particularly the GRAFE-Design-Center, will once again this year be one of the most innovative partners for plastics processors in the cosmetics business.



■ Why would a client decide to work with your company in particular?

More than 1,800 clients worldwide are now convinced of our quality and service.

GRAFE offers individual colour solutions – for example for packaging, toys, and the automobile industry, and is always available, with a highly qualified team, to support our clients. Thus our total service offers not only the option of an all-round colour consultancy in line with the latest trends, but also supports the client in all technical aspects of the business.

In addition to colour and masterbatch additives the company offers a wide range of functional plastic compounds. The client, and the client’s objectives, is always central to our view of the situation

The GRAFE-Design-Center is an expert in colour as well as a source of creative ideas, and looks forward to the opportunity to find new colour solutions for you.



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 275 pages, hard cover,
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New

Nava Dayan, Lambros Kromidas



Natural Cosmetics

“Formulating, Packaging, and Marketing of Natural Cosmetic Products” presents natural ingredients, with their origin, their production, their safety, their efficacy, their stability,

and aspects of their use in formulations. It also covers regulatory matters.
 444 pages, hard bound, € 109.00

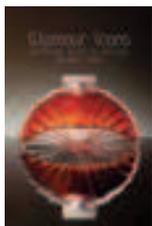
Who and What



The new Industry guide for 2012 covering personal care as well as detergents and cleaners, with more than 800 addresses

about 288 pages, paperback, DIN A4 with standard CD-ROM, € 159.96, with Marketing CD-ROM for data export, German, € 931.40

Marc Rosen
Glamour Icons



This book by perfume bottle designer Marc Rosen presents the most famous bottles throughout the history of perfume bottle design as well as industry background stories.
 204 pages, hardback,
 € 55.00

Howard I. Maibach
A Dermatological View



This new book covers a wide selection of contributions on dermatological aspects, from skin physiology to therapy.

448 pages, soft cover,
 € 119.00

Wen Schroeder
Sustainable Cosmetic Product Development



This handbook is packed with information on the sustainable production of cosmetics.

384 pages, hard bound,
 € 149.00

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, hard bound, 92 illustrations, of which 80 in colour, € 149.75

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

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



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 info@abalico.de; www.abalico.de
Products: Cosmetic products for hand and nail
wish to export to: A, CH, F, E, GB

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
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wish to export to: worldwide

Glory Nails

D-34123 Kassel, Germany
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 www.glorynails-shop.com
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 www.grandel.de
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 www.gertraudgruber.de
Products: Wirkstoffaktives holistisches Produkt- und Anwendungskonzept auf Naturbasis der 1. Beautyfarm Europas.
wish to export to: worldwide

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D-59192 Bergkamen, Germany
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 guderma@web.de
 www.fusspunkt.de
Products: Skin Care Products for dry and very dry skin
wish to export to: worldwide

Heitland & Petre International GmbH (ROSA GRAF)

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

House of Melchiorsen

DK-4700 Naestved, Denmark
Contact: Annelise Langhorn
 langhorn@houseofmelchiorsen.com
 www.susanne-melchiorsen.com
Products: Natural Skin Care products and herbal teas – made of biodynamic herbs from own d herbs-garden.
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-76137 Karlsruhe, Germany
Contact: Export
 export@ionto.de
 www.ionto.de
Products: cosmetic and footcare technology
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

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