

# Contents



14 | The challenge:  
Matching a solubiliser to the  
lipophilic substance and the  
solvent



30 | In-Cosmetics 2007: New ingredients  
are on the way



36 | Alternatives to  
the classic paraben  
blends

42 |  
The latest trends in  
retail cartons



3 Editorial

## NEWS

8 Markets + Profiles

## FOCUS

### Fragrances

- 10 **Interview with Barbara Zoebelein, Drom, Judith Gross, IFF, Magali Dauwalder, Givaudan:** Fragrance trends – Which way is the wind blowing?
- 14 **Dr. Stefanie Althaus, Dr. Catherine Weichold, Cognis:** Solubilisers – In clear perspective

16 New Products

## MARKETING

- 18 **China:** Professional beauty care takes off
- 19 **Amanda Lintott, Mintel:** International launches
- 20 **Imogen Matthews, In-Cosmetics:** Trends Presentations
- 24 **IRR expert forum:** Efficacy from nature
- 26 **Star of the Month:** Electromagnetic rays – Bolstering the skin's defences

## PRODUCTION

- 28 **Martin Kropfgans, Momentive:** Silicones – Versatile new grades
- 30 ▶ **In-Cosmetics 2007:** New products at the exhibition
- 36 ▶ **Andrea Wingenfeld, ISP:** Next generation global preservative
- 38 ▶ **Anne-Laurie Rodrigues, Laboratoires Sérobiologiques:** Efficacy from the 5 continents – Back to basics
- 40 **Ingredients News**
- 42 ▶ **Retail cartons:** Influencing the purchase decision
- 44 **Lee Bradley, Crown Aerosols Europe:** Aerosols – More extreme shapes
- 46 **Packaging News**

## SERVICES

- 6 **Download List**
- 48 **Essential oils:** world markets
- 50 **Essential oils:** price list
- 52 **Formulations:** Colour cosmetics
- 53 **Download List:** Formulations
- 54 **Bookshop**
- 55 **Events Diary**
- 56 **International B2B Exchange**
- 58 **Suppliers' Guide**
- 64 **Company Index**
- 64 **Advertisers' Index**
- 65 **Masthead Page**
- 66 **Preview**

▶ Leading articles

Front cover picture: Chopard

**SYN®-TACKS** - optimizes your Dermal-Epidermal Junction (DEJ) to reach the "top of beauty".

gruner brenneisen communications



**SYN®-TACKS** - peptide complex that significantly stimulates all relevant proteins of the Dermal-Epidermal Junction (DEJ).

**SYN®-TACKS** has outstanding activity on skin tone, elasticity and density.

**pentapharm**

*benefiting society through science*



# CONTENTS

www.cossm.com/download



## Free downloads for subscribers!

Additional information, ready to download - just enter the URL [www.cossm.com/download](http://www.cossm.com/download) into your browser to view the full data (▶ = NEW!)

### COMPANY PUBLICATIONS

▶ [www.cossm.com/companypublication](http://www.cossm.com/companypublication)

- Aisa Packaging**  
New cap orientation technology for new tube packaging opportunities
- Alcan Packaging Beauty**  
Imagination Realized
- Ballerstaedt**  
Aluminium recessed seals, sealing machines and systems
- BASF**  
Launch of new visual image for the cosmetic solution division
- Bomo Trendline Innovative Cosmetic GmbH**  
High-Quality Plastic Packaging
- Boxal**  
Hair care producers go for Newcan by Boxal
- Boxes Group**  
Prestige Oblige
- C.E. Roeper**  
Prepared for the next generation of natural colours
- Ciba**  
We create effects to improve the quality of life
- CLR**  
Efficient actives and concepts for cosmetics
- Cognis Care Chemicals**  
Innovative concepts meeting consumer demand for wellness products
- Cosi**  
Continue to surprise and excite the beauty industry
- Coster Group**  
A leading multinational company in spray and dispenser packaging
- Degussa**  
The leading resource in the development of cosmetics
- Dermatest GmbH**  
Your institut for Dermatology
- Dreiturm**  
Ein Dienstleister im Profil
- Dr. Straetmans**  
Moderne Kosmetikrohstoffe
- DSM**  
Parsol SLX – UV protection by liquid-mineral technology

- GE Bayer Silicones**  
Imagination at work
- Greentech**  
Naturally actives
- Impag**  
Die kreative Welt der Rohstoffe
- Kolb Distribution**  
Green is trendy – PEG free emulsifiers, too
- Merck KgaA**  
Your brand success is our challenge
- M-Real**  
Chromolux- always brilliant
- Nordmann, Rassman GmbH**  
Specialist distributors all around the world
- Pentapharm**  
ALPAFLOR® products now fully certified for Natural and Organic Cosmetics
- Reheis**  
A full range of actives for effective deodorant anti-perspirant formulations
- RPC**  
Leading Producer in Rigid Plastic Packaging
- Sederma**  
Constant innovation at the service of cosmetology
- Wilden AG**  
Launch of new dispenser system

### PRODUCT INFORMATION

- ▶ **Product information:**
  - Ingredients:**
    - Aerogel Beads and Fine Particles
    - Amylomer
    - Baysilone TB 3744
    - Baysilone TB 3784
    - Cariciline
    - CO2-Extracts Kiwi, Chia, Amaranth, Pomgranate
    - Heliomoduline
    - Longevicell
    - Protectol
    - Registril
    - Silsoft
    - Silicones at a glance
    - Study results on silicones
    - Velvesil DM
  - Finished products:**
    - Innovative products, selected by Amanda Linott, Mintel
    - ▶ Baths of the World
    - ▶ Warming Stones Gift Set
    - ▶ Lip balm with calendar on tube
    - Anti Dandruff And Anti Hair-Loss Shampoo
    - Awaken Replenishing Hand Lotion
    - Bronzing Powder
    - Face Shaping Kit
    - Green Tea Shower Cream
    - Targeted Anti-Aging
    - Longrowrepair Lash Lotion Mascara
    - Mouth & Lips Wrinkle Concentrate
    - Seaweed Slimming Soap

- Shampoo with Grapefruit
- Shampoo with silver nano-particles

▶ **Company Profiles:** Sara Lee  
Cognis: Background Feelosophy

### SCIENTIFIC ARTICLES AND STUDIES

- In-vitro-test methods:**  
Detailed presentation with graphics and charts
- Skin Analysis**  
Abstract Aging Human Epidermis, Langer Line
- Strategic Research and Development**  
Article on pH-value of human skin  
Additional article on pH value of human skin
- Benefit of Omega 3**
- Safety of nano-materials**  
Report on safety of nano materials in cosmetics  
Congress report on nano materials in cosmetics
- Safety of hair colorants:**  
Cancer Risks for Hair Dressers  
Hair Dye Use and the risk for bladder cancer  
Occupational exposure of hairdressers to [14C]-paraphenylenediamine-containing oxidative hair dyes:  
Personal Use of Hair Dyes and the risk for bladder cancer

### REFERENCES

- ▶ **Nano-cosmetics: No health risk**  
References
- Improving permanent weaving and hair strengthening**  
References
- Safety of nano materials**  
References
- New antioxidant findings**  
References
- Cell-active folic acid**  
References

### PATENTS AND LEGISLATION

- Cosmetics legislation to note:**  
IKW Information: Communication between aroma chemicals providers – customers  
IKW Information: Use of essential oil  
IKW Information: Best before dates for cosmetics and personal care products
- Anti-Aging & Co.: Just how far can marketing claims go?**  
References

### SUPPLIER LISTINGS

- ▶ **Natural Cosmetics:**  
Supplier listing ingredients and packaging

**Resins and polymers**  
Address listing

**Contract Services International**  
Address listing

**Ingredient Providers International**  
Address listing

**Packaging Providers International**  
Address listing

### MARKET DATA AND STUDIES

- ▶ **by country**
  - Geo cosmetics: Detailed description of the study
  - Bulgaria: Data on economic situation
  - Eastern Europe: Market Data Cosmetic Market
  - Russia: Data on cosmetic market in Russia
  - Spain: Market shares by segments, companies and brands

▶ **by segments**

**Finished Products:**

- Fine Fragrance: Data premium and mass market world-wide
- Hair Care: Market data world-wide
- Body Care: Market data by segments and countries
- Natural Cosmetics: Market data, list of products recently launched (international)
- Sun Care/ Sun Protection: Market data international

**B2B Markets**

Active Ingredients: Study:  
Active Ingredients in Cosmetics (Frost & Sullivan)  
Packaging: Results of COSSMA online survey on packaging innovation

### EVENTS

- Achema 2006:**  
Detailed event report with additional information
- ▶ **Cosmoprot 2007**  
Show novelties at a glance
- Emballage 2006:**  
Exhibitor list  
Final report  
Visitor and attendant statistics
- FachPack 2006:**  
List of innovations
- Forum Cosmeticum 2006**  
Picture panorama
- HBA 2006:**  
List of innovations  
Seminar Active Ingredients 2006  
Picture panorama

WE PERFUME LIFE.





Clarins:  
Thibault Vabre



Clarins:  
Eric Anoniotti



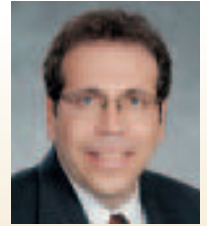
Coty:  
Kate Moss



Coty: Hans Joachim  
Honigford



Drom:  
Achille Riviello



Floratech:  
Lawrence A. Rheins

## People

**Clarins** | Thibault Vabre and Eric Anoniotti, senior make-up artists at Clarins, Paris, were awarded the 2007 "Goldene Maske für Visagistik" award at the **Beauty International** event in Düsseldorf.

**Coty** | A licence for the marketing and development of a fragrance has been agreed between Coty and Kate Moss. Kate Moss already models for the global promotional campaign for **Procter & Gamble's Rimmel** brand. In the autumn the new, as yet unnamed fragrance will be launched, initially in Europe the Middle East and Australia, followed by the USA, Canada and Latin America.

**Coty** | With the creation of a Worldwide Business Unit **Coty Beauty** will merge their mass-market businesses\* in North and South America, Europe and the Far East. The head of the newly formed business unit is Hans Joachim Honigford, formerly president of **Coty Beauty Europe**.

**Drom** | Achille Riviello (39) has moved from **Firmenich** to Drom where he will be the perfumer responsible for the Home Care sector.

**Floratech** | The new test laboratory at Floratech is being run by Lawrence A. Rheins, PhD., Vice President of Science & Technology. He has over 20 years experience in the development and clinical testing of der-

matological and cosmetics products.

**IFF** | Christophe de Villeplee has been appointed Vice President, Regional General Manager for the North American fragrances division of IFF. This business covers fine perfumery as well as functional perfumery.

**La Prairie** | Claudine Kessler is the new head of the French subsidiary of the La Prairie Group.

**Liz Claiborne** | Tim Gunn has been appointed Chief Creative Officer at Liz Claiborne.

**Risdon** | Sherri Ruffini, who has been involved in cosmetics packaging for 14 years, has now joined the Risdon sales team as Key Account Manager.

**Shiseido** | Johannes Beier, who for many years has been sales manager, has now been appointed sales director for the **Shiseido, Clé de Peau, Serge Lutens, Carita and Decléor** brands.

**Symrise** | Nicolas Siega has been appointed Global Account Director for the company's client **Procter & Gamble**. He takes over from Rene Graf who has left the company.

\* The Coty Beauty brands include Adidas, Aspen, Astor, Baby Phat, Celine Dion, Chupa Chups, David and Victoria Beckham, Desperate Housewives, Esprit, Exclamation, Isabella Rossellini, Jovan, Kylie Minogue, Mary-Kate and Ashley, Miss Sixty, Miss Sporty, Nautica, Phat Pharm, Pierre Cardin, Rimmel, Shania Twain, Stetson and Vanilla Fields.

## Companies

**+++ Arbeitsgemeinschaft Online Forschung (AGOF)** | According to the Perfumery and Cosmetics section of the AGOF (an on-line research consortium) 57.7 percent of Internet users are interested in perfumes, toiletries and cosmetics products. 94.2 percent have purchased such products during the last 3 months. Almost one in two Internet users who are interested in cosmetics (26.5 percent to be exact) use the Internet as a source of information on these products. For men in particular the Internet offers the advantage of not having to pluck up the courage to go into a cosmetics retail shop to make a purchase.

**+++ Arkema** | **Bronson & Jacobs** are now marketing in China Arkema's cosmetics powders from the **Orgasol** range.

**+++ Beiersdorf** | **Budelpack International** has taken over the running of the **Hirtler** soap factory from Beiersdorf. The Dutch group, which acquires 100 percent of the Hirtler shares and is promising to maintain the 93 jobs at the plant, is a contract manufacturer and packer of fast moving consumer goods. With 1,700 employees and 9 production sites in seven European countries the group provides its clients with manufacturing and packaging services. In 2006 Budelpack turned over 220 million Euros.

**+++ Beiersdorf** | The production and logistics facilities of Beiersdorf France in Savigny-le-Temple have been sold. The production facilities have been bought by **Fareva** and **Norbert Dentressangle** has bought the logistics facilities.

**+++ Floratech** | The efficacy of Floratech active ingredients will

now be clinically proven in a new 1,200 square metre consumer test laboratory. The equipment in the laboratory includes a climate-controlled test unit, a clinical photography studio and a hairdressing area to enable ingredients and formulations to be tested.

**+++ IK Kunststoffverpackungen** | According to their national trade association (IK

Kunststoffverpackungen) German companies in the plastic packaging industry turned over a total of 11.5 billion Euros last year and so reconformed plastics as the most important packaging materials. The sector saw increased unit sales of 7 percent and turnover went up by 9 percent.

**+++ Lab Series** | In 1987 Lab Series was the first skin care range developed exclusively for men. At the new interactive **Lab Series Bar** men can now not only find out about the latest product range but also get information about the condition of their skin.

**+++ Lubrizol** | Lubrizol is expanding its presence in China with an investment of 40 million US Dollars. The construction of a new 31,000 square metre production facility, where cosmetics ingredients such as thickeners and styling polymers will be produced, should be complete by



Campbell Walter (left) and Wayne Barratt of Earthoil, with Hugo Bovill of Treatt (right) now working together under a new cooperative arrangement