

Contents



10 | Imogen Matthews presents the latest trends in natural cosmetics



14 | Innovative applications for polyglyceryl-based emulsifier systems



30 | A wealth of new ideas at the 20th Luxe Pack

34 | The most innovative aerosol cans of the year



3 Editorial

NEWS

8 Markets + Profiles

FOCUS

Natural Cosmetics

- 10 ▶ **Imogen Matthews, In-Cosmetics:** Natural + organic products – What's new?
- 14 ▶ **Dr. Fernando Ibarra, Dr. Straetmans:** New emulsifier systems as problem solvers
- 18 **Andrea Weber, Babor:** Is it natural, or what?
- 20 **Ni 2007:** Naturally does it

MARKETING

- 22 **SEPAWA Preview:** Green cosmetics set the trend
- 24 **Star of the Month:** A star is born
- 26 **Amanda Lintott, Mintel:** International launches
- 28 **New Products**


PRODUCTION

- 30 **20th Luxe Pack in Monaco:** Focus on new luxury packaging
- 32 ▶ **Lyne H el ene Bouchard, Fabian Erlh ofer, Louvrette:** Differentiation for standard items
- 34 ▶ **Gregor Spengler, Aerobal:** Aerosols
- 35 **Packaging News**
- 36 ▶ **Sabine Hitzel, Merck:** Advanced photo protection – Smart cosmetics with dynamic protection
- 38 **Dr. Wibke Stelter, Clariant:** Emulsifier blend makes it possible – Plant-based W/O formulations
- 42 **Ingredients News**

SERVICES

- 6 **Download List**
- 44 **Essential Oils:** Price list
- 46 **Formulations:** Skin firming products
- 48 **Download-List:** Formulations
- 50 **22nd BEAUTY FORUM MUNICH 2007**
- 52 **Events Diary**
- 54 **Book Shop**
- 56 **International B2B Exchange**
- 58 **Suppliers' Guide**
- 64 **Company Index, Advertisers' Index**
- 65 **Masthead Page**
- 66 **Preview**

▶ Leading articles
Front cover picture: Aquabio



*Is her personal care line as natural
as her fitness program?*



Clariant

Exactly your chemistry.

Clariant mineral-oil and PEG free raw materials.

Clariant offers a wide variety of raw materials for use in cosmetic formulations with a natural claim. One new product of this range is Hostacerin® EWO, an easy-to-formulate emulsion base without mineral oil and EO-containing components. With Hostacerin® EWO the requests for excellent emulsification properties for W/O-emulsions and a natural claim could be both fulfilled.

personalcare@clariant.com, www.clariant-personalcare.de

What do *you* need?

Your access codes for this month:
User: [cossmat](http://www.cossmat.com) password: nature

CONTENTS

www.cossmat.com/download



Now available on-line for subscribers!

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

PRODUCT INFORMATION

Product information:

Ingredients:

- ▶ RED ALFA Lingonberry Seed Oil
- ▶ BLUE TOCOL Bilberry Seed Oil
- ▶ RED GAMMA Raspberry Seed Oil
- ▶ RED TOCOL Cranberry Seed Oil
- ▶ SHAJIO Seach Buckthorn Berry Oil
- ▶ VITA Strawberry Seed Oil
- ▶ EFADUO Blackcurrant Seed Oil
- ▶ ISP Captivates
Parsol TX
SOLaleur
Syn-Coll
Syn-Ake
Venuceane
Volufiline
LS'Entielle Allure
LS'Entielle Harmonie

Finished products:

- Innovative products, selected by Amanda Linott, Mintel
- ▶ Aveda Lip Tint SPF 15 with sunflower oil
- ▶ Terraké to fight stress, cellulite and skin-ageing
- ▶ AntiAge Leg Spray by Efasit
- Kerastase Age Recharge
- "H" Serum Age-Defying Booster
- Gommage Corps Printemps/Ete
- got2b Magnetik Styling Gel
- Sun Roll-N-Tan
- Night Lip Balm
- Lip Balm Lotta Luv
- Eye Derma-Pod
- Facial Mask Japanese Matcha Tea
- Lipstick Evangeline Lilly
- Mens' Mask
- Moisture Balance Face Cleaning Emulsion
- Make-Up Eraser
- Company Profiles: Sara Lee
- Cognis: Background Feelosophy

SCIENTIFIC ARTICLES AND STUDIES

Arctic berry seed oils:

- ▶ Scientific version of article, charts, study results

Preservatives:

- minimum inhibit. concentration

Skin Analysis

- Abstract Aging Human Epidermis, Langer Line

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

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

- France: Market Cosmetics & Toiletries
- 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

COSMETIC
SHARPENERS

quality made in germany

EISEN

EISEN GmbH · P.O. Box 6
Industriestrasse 27 · D-91081 Baiersdorf · Germany
Tel.: +49 (0) 91 33 / 93-0 · Fax.: +49 (0) 91 33 / 93-20
sales@eisen-sharpeners.com · www.eisen-sharpeners.com

green chemical solutions
by Cognis

**Cognis Care Chemicals auf der Sepawa:
green chemical solutions**

Cognis Care Chemicals' green chemical solutions – ein neuer Benchmark für natürliche, nachwachsende Rohstoffe und unsere Antwort auf den neuen Ecoethics-Trend. Die Wahrnehmung und Umsetzung von Trends gehört zu den wichtigsten Erfolgsfaktoren unserer Zeit. „Grüne“ Konzepte erobern gerade die Kosmetikwelt und die Wasch- und Reinigungssegmente. Wie möchten Sie Ihre Produkte gestalten und ausloben – grün, ökologisch, organisch, ethisch, nachhaltig oder einfach nur natürlich?

Wir bieten Ihnen die ganze Farbpalette unseres Portfolios mit überwiegend grünen Nuancen und ein Siegel dazu!

cognis
WE KNOW HOW

COGNIS GmbH, Care Chemicals
Telefon +49 211 79400
care.chemicals@cognis.com
www.cognis.com

ALP-ORGANIC

ALPAFLOR's *active ingredients for natural cosmetics.*

Plants used are organically cultivated in the Swiss Alps and certified by Bio Suisse.

Standardized extracts with substantiated activities.

100% formulated for organic cosmetics.

grüner bremsstein communications



Alpaflor 

plant extracts from the swiss alps

pentapharm

benefiting society through science



COSSMA

You would prefer to read the German version?
Fill in the form below and make sure you
receive the language version of your choice!



- I would like to receive the **English Version**.
- I would like to receive the **German Version**.
- I would like to receive **both language versions** of the print edition, please give me details of the special combined subscription price.
- I would like to be able to read both language versions **online as pdf files** at no extra charge. Please send the access details for the online archive monthly to **my e-mail address** below.

Please fill in completely in capital letters or add your business card:

e-mail _____ @ _____

First name, family name _____

Company _____

Street Address _____

Postcode, City, Country _____

Fax to +49 721 165-150



Contact:
Elke Hucker
Health and Beauty Business Media GmbH,
Karl-Friedrich-Str. 14-18, 76133 Karlsruhe, Germany
elke.hucker@health-and-beauty.com
phone: +49 721 165-392, fax: +49 721 165-150

www.cossma.com/subscription

Advertisers' Index

Alcan Packaging Beauty www.alcanpackaging.com	p. 55
BASF AG www.cosmetics.basf.com	pp. 19, 42
Biotech Marine www.biotechmarine.com	p. 13
S. Black GmbH www.sblack.com	p. 42
Bomo Trendline Cosmetic GmbH www.bomo-trendline.de	p. 28
Botanica GmbH www.botanica.ch	p. 17
Brecht GmbH www.cospharm.de	p. 37
Clariant International Ltd. www.clariant-personalcare.com	p. 5
CLR Chem. Laboratorium Dr. Kurt Richter GmbH www.clr-berlin.com	p. 68
C + N Packaging, Inc. www.cnpkg.com	p. 41
Cognis GmbH & Co.KG www.cognis.com	pp. 6, 8 u. 9
courage + khazaka www.courage-khazaka.de	p. 46
Crodarom www.croda.com/crodarom	p. 11
Degussa Care Specialties Goldschmidt AG www.degussa-personal-care.com	p. 21
drom fragrances international KG www.drom.com	p. 15
DuPont Filaments www.filaments.dupont.com	p. 25
Eckart GmbH & Co.KG www.eckart.net	p. 19
Carl Edelmann GmbH & Co.KG www.edelmann.de	p. 29
Eisen GmbH www.eisen-sharpeners.com	p. 6
Ekato Systems GmbH www.ekato.com	p. 33
Flavex Naturextrakte GmbH www.flavex.com	p. 16
Greentech S.A. www.greentech.fr	p. 53
HLP Clear Packaging Products www.hlp-verpackung.com	p. 51
IKA - Werke GmbH & Co.KG www.ikaprocess.com	p. 65
Paul Kaders GmbH www.kaders.de	p. 16
Laboratoires Sérobiologiques www.Laboratoires-serobiologiques.com	p. 40
Lameplast SPA www.lameplastgroup.com	p. 27
Sigmund Lindner GmbH www.sigmund-lindner.com	p. 12
Louvette GmbH www.louvette.de	p. 45
Lubrizonl www.personalcare.noveon.com	p. 49
Mani GmbH www.mani-gmbh.com	p. 20
Merck KGaA www.merck4cosmetics.com	p. 39
Model Kramp GmbH www.modelgroup.com	p. 31
Nordmann, Rassmann GmbH www.nrc.de	p. 23
Pentapharm Ltd. www.pentapharm.com	p. 7
Ing.Erich Pfeiffer GmbH www.pfeiffer-group.com	p. 45
Rusi Cosmetic GmbH & Co.KG www.rusi.de	p. 41
Sederma GmbH www.sederma.fr	p. 35
Seidel GmbH & Co. www.seidel.de	p. 52
Seufert transparente Verpackungen GmbH www.seufert.com	p. 35
Sovag Brügg www.veolia-es.ch	p. 46
Dr. Straetmans GmbH www.dr-straetmans.de	p. 47
Trichema AG www.trichema.ch	p. 14
H.Erhard Wagner GmbH www.wagnerlanolin.de	p. 20
Zschimmer & Schwarz GmbH & Co.KG www.zschimmer-schwarz.com	p. 43

Company Index

Aerobal www.aerobal.org	p. 34
Alcan www.alcanpackaging.com	p. 30
Aromtech www.aromtech.com	p. 42
Babor www.babor.de	p. 18
BEAUTY FORUM MÜNCHEN www.beauty-fairs.com	p. 42
Bespak www.consumerdispensers.com	p. 9
Botanica www.botanica.ch	p. 42
Clariant www.clariant.com	pp. 8, 38
CLR www.clr-berlin.de	p. 8
Cognis www.cognis.com	p. 22
Cosmetochem www.cosmetochem.ch	p. 9
Degussa www.degussa.com	pp. 9, 22
Dieter Bakic www.bakic.com	p. 8
Dr. Straetmans www.dr-straetmans.de	p. 14
Drom www.drom.com	p. 8
DuPont www.dupont.com	p. 30
Eckart www.eckart.de	p. 9
Exal www.exal.com	p. 34
Gerresheimer Wilden www.wilden.de	p. 9
HCP www.hcpackaging.com	p. 8
Health and Beauty Trade Fairs www.beauty-fairs.com	p. 50
Helix BioMedix www.helixbiomedix.com	p. 9
In-Cosmetics www.in-cosmetics.com	pp. 3, 10
Inotech www.inotech-cosmetics.de	p. 9
Intercharm www.intercharm.net	p. 3
ISP www.ispcorp.com	p. 18
Kirker www.kirkerent.com	p. 9
KIV Kunststoff Industrie Verpackungen www.heinz-plastics.com	p. 9
Kline & Company www.klinegroup.com	pp. 3, 10
Lameplast www.lameplast.it	p. 30
Lipoid www.lipoid.com	p. 9
Louvette www.louvette.de	p. 32
Luxe Pack www.luxepack.com	pp. 3, 30
Merck www.merck-pigments.com	p. 36
Mintel www.mintel.com	pp. 3, 26
Ni Events www.ni-events.com	p. 20
Nussbaum www.nucan.com	p. 34
Organic Monitor www.organicmonitor.com	p. 3
Sequist Closures www.sequistoeffler.com	p. 30
Sederma www.sederma.fr	p. 42
Seidel www.seidel.de	pp. 8, 30
SEPAWA www.sepawa.com	pp. 3, 18, 22
Seppic www.seppic.com	p. 9
Tubex www.tubex.de	p. 34
Zschimmer & Schwarz www.zschimmer-schwarz.com	pp. 8, 22

Masthead Page

The Team



Managing Director
Jürgen Volpp



Senior Editor
Angelika Meiss
+49 721 165-169



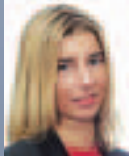
Graphics
Claudia Henkes
+49 721 165-365



Advertising sales
Dorothea Michaelis
+49 721 165-144



Advertising support
Andrea Bolz
+49 721 165-210



Subscription service
Elke Hucker
+49 721 165-392



Member of the German
association for verification of
magazine and newspaper
circulation figures

Volume 8 ISSN 1439-7676

- Published by** Health and Beauty Business Media GmbH
Managing Director: Jürgen Volpp
Director Beauty Publishing: Claudia Maisner
- Address** Health and Beauty Business Media GmbH, COSSMA
P.O. Box 1446, 76003 Karlsruhe, Germany
Phone: +49 721 165-0, Fax: +49 721 165-150
- Editorial Staff** Legally responsible party: Jürgen Volpp
Senior Editor: Angelika Meiss
Phone: +49 721 165-169
E-mail: angelika.meiss@health-and-beauty.com
- Advisory Board** François Berthoud, Jean-François Billon, Agnès Borel,
Peter Finkel, Dr. Ulrike Heinrich, Ulrich Herfurt,
Birgit Huber, Dr. Jean-Luc Lévesque, Dr. Daniel Maes,
Prof. Dr. Hagen Tronnier, Dr. Klaus-Peter Wittmer
- Design/
Production** Health and Beauty Business Media GmbH
Claudia Henkes
Karl-Friedrich-Str. 14-18, 76133 Karlsruhe, Germany
Phone: +49 721 165-365
ISDN (Leonardo): +49 721 165-696
- Advertising** Advertisement Manager: Dorothea Michaelis
Phone: +49 721 165-144
E-mail: dorothea.michaelis@health-and-beauty.com
Advertising Services: Andrea Bolz
Phone: +49 721 165-210, Fax: +49 721 165-148
The current list of advertising rates is dated
1st of Jan. 2007.
- Circulation
Service** Health and Beauty Business Media GmbH
Elke Hucker
Phone: +49 721 165-392, Fax: +49 721 165-103
Published: 12 times a year
COSSMA: formerly „Parfümerie und Kosmetik“ and
„Aerosol and Spray Report“
- Subscription
Rates** Purchase price/annual subscription rates:
Germany: € 186; outside Germany: € 192.
Cancellations addressed to the publishing firm
by letter will be accepted one month before the end of the
subscription year. The subscription fees will be billed in
advance once a year. A quarterly debit transfer arrange-
ment via a bank or post office is acceptable.
- Printing** WA GmbH/Wesel Kommunikation
Dr. Rudolf-Eberle-Str. 15, 76534 Baden-Baden, Germany
- International Representatives**
- Great Britain** Richard H. Thompson, 38 Addison Avenue
London W11 4 QP, Great Britain
Phone: + 44 207 6021065
Fax: + 44 207 6022198
E-mail: richardmedia@yahoo.com
- Hungary** Health and Beauty Business Media Kft.
Anita Zsilak, Naphegy tér 8. III. em. (MTI Székház)
1016 Budapest, Hungary,
Phone: +36 1 457006600, Fax: +36 1 2013248
E-mail: azsilak@health-and-beauty.hu
- Italy and Spain** Erregieme S.R.L., Piazza S. Stefano
20122 Milano, Italy
Phone: +39 02 58307530, Fax: +39 02 58307595
- Poland** Health and Beauty Media Sp.z.o.o.
Dorota Warowna, ul. Kubickiego 9/3
02-954 Warsaw, Poland
Phone: +48 22 8587955, Fax: +48 22 8587956
E-mail: d.warowna@health-and-beauty.com.pl
- Scandinavia** BSW International Marketing
P.O. Box 2714, 2100 Copenhagen, Denmark
Phone: +45 35 385255, Fax: +45 35 385220
E-mail: bsw@tele2adsl.dk
- USA and Canada** Christine Mai, 519 Roma Ct. APT 3201, Naples, FL 34110
Phone: +1 203 881-2647
E-mail: cm_marketing@earthlink.net

© Copyright Health and Beauty Business Media GmbH, Karlsruhe 2007

The publisher has taken all reasonable steps to ensure the accuracy of information in this magazine. Nevertheless, no responsibility is accepted for any errors which may occur. The magazine, including all articles and illustrations is copyright. Unauthorised use of published material is prohibited and will be the subject of legal action. This applies in particular to photo copying, translations, microfilms and the storage and editing using electronic media. The use of trade names, brand names, product designations etc. in this publication implies no authority for their further use by third parties. Such product names and brands may be the subject of legal protection, even though they may not be identified as such in the magazine.

Kompetenz und Technologie

Pharmazie

Chemie

Nahrungsmittel

Farben und Lacke

Kosmetik

Kunststoffe



Master
Plant MP

Mischen,
Dispergieren
Temperieren

Das innovative
Gesamtkonzept
mit durchdachten
praxisorientierten
Detaillösungen
und betriebswirt-
schaftlich spür-
baren Vorteilen in
Sachen Handling,
Prozesszeit und
Effektivität.

In neun Größen von
10 bis 4000 Liter!

IKA®

IKA®-WERKE GmbH & Co. KG
Janke & Kunkel Str. 10
D- 79219 Staufen

Telefon: 49 (0)76 33/831-0
Telefax: 49 (0)76 33/70 87
E-Mail: process@ika.de

www.ikaprocess.com
www.processworld-online.com



Closer to Emerging Markets – Read the Russian Special Edition

Complete translation
Speedy delivery
Access to
all language editions



- ▶ **Up to date information** on cosmetic trends, market data and background information
- ▶ **Unlimited access** to all language versions (Russian, English, German)
- ▶ Get in touch with us and we'll make it easy for you to **present your company on-line in Russia.**
- ▶ Visit us at **In-Cosmetics Eastern Europe** (Stand MH1)

Please send detailed information (fill in completely in capital letters)

Name _____

Address _____

Street _____

Phone _____

Fax _____

E-Mail _____

 **Read the Russian PDF-Edition now:**
www.cossma.com/download
 Username: cossma10
 Password: nature



Contact:

Health and Beauty Business Media GmbH
Karl-Friedrich-Str. 14-18 ■ D-76133 Karlsruhe
dorothea.michaelis@health-and-beauty.com
Tel: +49 (0)721 165-144 ■ Fax: -353

Visit us at In-Cosmetics Eastern Europe

Stand MH1
or check

www.cossma.ru/10

Say hello to nature!

Natural cosmetics have been enjoying an uninterrupted boom for some years now, but recently the subject has been enjoying a particularly high profile. In France, for example, the market for natural cosmetics has grown by 40 percent over the last two years, according to Euromonitor.

"It's no wonder that even the big cosmetics manufacturers are now starting to react. In fact some of them have simply bought the necessary natural cosmetics know-how," says Carrie Mellage of Kline & Company. "For instance Colgate-Palmolive has acquired the natural toothpaste brand Tom's of Maine, and L'Oréal has bought the Body Shop and Sanoflore. Clarins now have 10 percent of the French company Kibio SAS to jointly develop Kibio Active Nature brand natural organic products. And let's not forget that Estée Lauder has been in the natural cosmetics business for some time with the Aveda and Origins brands".

With natural cosmetics still in need of a clear definition it is understandable that certifying the products is a complicated matter. "There are in Europe organisations such as the BDIH, the Soil Association, Ecocert and Aiab, that have set up national regulatory frameworks, but the manufacturer will often choose to be certified by the organisation with the highest level of international recognition. In



Europe that is Ecocert", says Imogen Matthews, consultant to In-Cosmetics. "In the USA you need the USDA seal from the Department of Agriculture, and here the same strict conditions apply as with organic food". You can read more on the subject of natural cosmetics and the latest developments on pages 10 to 20.

It is of course always interesting to see which ingredients are accompanying the natural cosmetics trend. "The main trend that we can see this year in our GNPD data base, which we use to monitor new cosmetics product launches, is purity. That means ingredients that come from unspoilt, undisturbed nature, for example from alpine, nordic or arctic regions. Another key trend that has impacted on product launches in 2007 is authenticity. This means that the demand for natural and organic products has grown by leaps and bounds," explains Amanda Lintott of Mintel. In addition to the interesting selection of topics that we have for you in this focus on natural cosmetics, there is also once again a host of other very interesting articles, such as the previews of congresses and exhibitions – this month SEPAWA and LuxePack.

So we hope you enjoy your latest COSSMA,

Yours

Angelika Meiss
Senior Editor

PS: Are you interested in the Russian market? Then you will certainly be interested in our on-line Russian edition which is being published to coincide with two parallel events – Intercharm und In-Cosmetics Eastern Europe. If you would like to know more about COSSMA's internationalisation why not call and see us on Stand MH1?

Download Extra
The exclusive service for our subscribers:
At www.cossmma.com/download you will find additional information that you can download.
Your access codes for October:
User name: **cossmma10**
Password: **nature**

Contents



10 | Imogen Matthews presents the latest trends in natural cosmetics



14 | Innovative applications for polyglyceryl-based emulsifier systems



30 | A wealth of new ideas at the 20th Luxe Pack

34 | The most innovative aerosol cans of the year



3 Editorial

NEWS

8 Markets + Profiles

FOCUS

Natural Cosmetics

- 10 ▶ **Imogen Matthews, In-Cosmetics:** Natural + organic products – What's new?
- 14 ▶ **Dr. Fernando Ibarra, Dr. Straetmans:** New emulsifier systems as problem solvers
- 18 **Andrea Weber, Babor:** Is it natural, or what?
- 20 **Ni 2007:** Naturally does it

MARKETING

- 22 **SEPAWA Preview:** Green cosmetics set the trend
- 24 **Star of the Month:** A star is born
- 26 **Amanda Lintott, Mintel:** International launches
- 28 **New Products**

PRODUCTION

- 30 **20th Luxe Pack in Monaco:** Focus on new luxury packaging
- 32 ▶ **Lyne H el ene Bouchard, Fabian Erlh ofer, Louvrette:** Differentiation for standard items
- 34 ▶ **Gregor Spengler, Aerobal:** Aerosols
- 35 **Packaging News**
- 36 ▶ **Sabine Hitzel, Merck:** Advanced photo protection – Smart cosmetics with dynamic protection
- 38 **Dr. Wibke Stelter, Clariant:** Emulsifier blend makes it possible – Plant-based W/O formulations
- 42 **Ingredients News**

SERVICES

- 6 **Download List**
- 44 **Essential Oils:** Price list
- 46 **Formulations:** Skin firming products
- 48 **Download-List:** Formulations
- 50 **22nd BEAUTY FORUM MUNICH 2007**
- 52 **Events Diary**
- 54 **Book Shop**
- 56 **International B2B Exchange**
- 58 **Suppliers' Guide**
- 64 **Company Index, Advertisers' Index**
- 65 **Masthead Page**
- 66 **Preview**

▶ Leading articles
Front cover picture: Aquabio