

Contents



12 | Trends in active substances for facial and body care are described by Sederma

20 | Our fully-updated market survey of service providers presents the major suppliers at a glance



28 | What are the main changes that will be introduced with the new Cosmetics Decree?

32 | Sustainable packaging – with no compromises



3 Editorial

NEWS

8 Markets + Profiles

FOCUS

Cosmeceuticals

- 10 **Imogen Matthews:**
Cosmeceuticals for turbo beauty
- 12 **Angela Kleiner, Sederma:**
Anti-ageing actives and more
- 14 **Dr. Heiko Prade, Gustav Heess:**
Active oil for anti-ageing products

MARKETING

- 16 **Nica Lewis, Mintel:** International Launches
- 18 **Star of the Month:** The rediscovery of the jar
- 20 ▶ **Market Report:** Service providers
- 24 **Market Report:** Contact Details
- 26 **Catherine Fulconis, Hermès Parfums:**
Creations for a real fragrance experience

PRODUCTION

- 28 ▶ **Thomas Bruggmann, Juravendis:**
New Cosmetics Decree –
Has it really been simplified?
- 30 **Ingredients News**
- 32 ▶ **Bioplastics:** Sustainable, and good looking too
- 34 **Johann Strobl, Loxness Pharma:**
Pharma know-how for cosmetics
- 35 **Packaging News**
- 36 **Dr. Ulf Sieckmann, Symex:**
Co-axial homogenizer –
More versatile, more efficient

SERVICES

- 6 **Download List**
- 38 **Essential Oils:** Price List
- 39 **Formulations:** Creams & more
- 40 **Books**
- 41 **Events Diary**
- 42 **Suppliers' Guide**
- 47 **International B2B Exchange**
- 48 **Company Index**
- 48 **Advertisers' Index**
- 49 **Masthead Page**
- 50 **Preview**



SIMPLY CLOSER!

Find us 2010 at New Munich Exhibition Center (Riem)

In its **25th anniversary** the BEAUTY FORUM MUNICH is moving to the **New Munich Exhibition Center (Riem)** in October. The **steadily rising demand** from national and international customers, who consider the BEAUTY FORUM MUNICH to be **Europe's leading industry event in autumn**, have made us taken this step in order to give you the best trade platform for your business success.



Europe's No. 1 autumn Cosmetics Trade Fair for 25 years

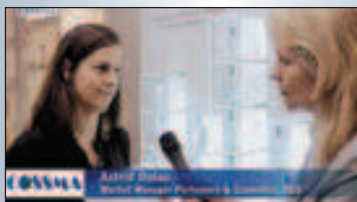
For further information visit:

www.beauty-fairs.de

Free Downloads for Subscribers

www.cossma.com/download

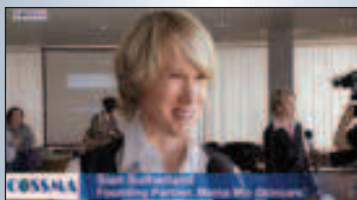
Click through our Web TV clips:
www.cossma.com/tv



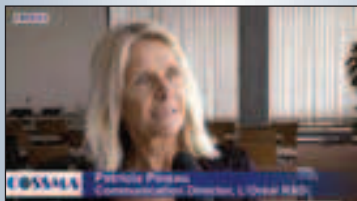
presents the company's latest innovations in the field of sustainable glass production. Although a high percentage of recycled material is used as a raw material, the result is a high-quality perfumery glass.



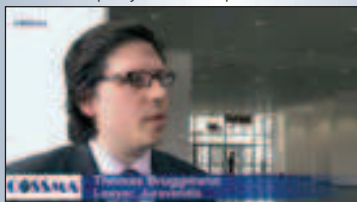
presents the company's latest innovations in the field of cosmetic packaging, including electronic components like light or heating systems.



explains how she founded the brand and outlines how she managed to reach a 50% plus in sales with innovative products.



talks about some significant research findings and the particular features of the company's R&D department.



outlines the most important changes and requirements contained in the new Cosmetics Directive.

▶ NEW!

PRODUCT INFORMATION

■ Product information:

Ingredients:

- ▶ Kolb „Ingredients“ Range
- SymRelief
- SilCare® Silicone SEA
- Aristoflex® AVC
- Hostacerin SFO
- SymHelios® 1031
- MicroSilver BG
- Preventhelia
- EpiCalmin TCM
- SEBUMOL LPC : Lauryl PCA
- SEBUMOL SPC : Isostearyl PCA
- SEBUMOL ODPC : Octyldodecyl
- PhytoCellTec Malus Domestica
- Hydrolite 5
- Aqualance

Finished products:

Innovative products, selected by Mintel:

- ▶ Future Solution LX Crème Protective Jour
- ▶ Active Daily Facial Cleanser
- ▶ AIR pod Foundation
- Sumptuous Color Bold Volume Lifting Mascara
- Tinted Moisturiser for dark skin tones
- Hungarian Wild Carrot Revitalising Facial Oil
- Rinse-off Cleansing Gel
- The Fab Pore 15-Minute Facial Peel
- Enigmatique Geisha
- Laneige Water Sleeping Pack
- Vegetables
- Kaleidoscope Lip Kit
- Emotional Aura Pact
- Gloss Trio
- The Pink Collection
- Jelly Cheeks
- Anti-ageing dermatological food supplement for men

SCIENTIFIC ARTICLES AND STUDIES

▶ Functional fillers: Feel, Fill and Function

Chart: Properties and applications of different functional fillers

Cosmeceutical skin care products: Are they really efficient?

Scientific Version of article

Anti-Ageing: A multifunctional concept

Scientific version of article

High-performance emollients with sensory appeal

Chart: Skin Sensory Evaluation Pillow Talk

Silicones: Tailor-made all-rounders

Additional information on silicones

The ideal sun cream

Scientific Version with charts

REFERENCES:

- ▶ Safety evaluation for natural cosmetics: Avoiding the pitfalls
- References

Cosmeceutical skin care products: Are they really efficient?

References, notes, add. charts

Aloe vera: Evidence of active content

References

From physiology to the end product: Living on our skin
References
Background: Bacteria on our skin

SUPPLIER LISTINGS

Service Providers international
Address listing

Natural Cosmetics:
Supplier listing ingredients and packaging

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
- Latin America: Market Cosmetics & Toiletries
- Germany: Personal Care Market
- Geo cosmetics: Detailed description of the study
- Eastern Europe: Market Data Cosmetic Market
- Russia: Data on cosmetic market
- Spain: Market shares by segments, companies and brands

■ by segments

- Finished Products: Sun Care Market
- Hair Care Market Data Worldwide
- Facial Care Market World-Wide (size, growth, brand ranking)
- Color Cosmetics Market: Brand Shares Ranking
- Body Care: Market data by segments and countries
- Natural Cosmetics: Market data, list of products recently launched (international)

Trends

Statements

Innovation



10 issues per year for
€ 192.00 (Germany)
or € 198.00
(outside Germany)

Dont miss it!

... the effective way to stay up to date – and be more competitive!

Your exclusive subscriber benefits!

- The latest industry information - every month
- Unlimited access to the print version and on-line version (E-paper)
- Free-of-charge unlimited access to research the unabridged articles archive
- A free-of-charge small ad in COSSMA - value € 156.00

Super gift for new subscribers

Bugatti suit bag "on tour"



Contact:

Health and Beauty Business Media GmbH
Karl-Friedrich-Str. 14-18 ■ 76133 Karlsruhe ■ Germany
customer-service@health-and-beauty.com
Tel: +49 (0)721 165-131 ■ Fax: -103

Order now:

www.cossma.com/subscription

Hotline: +49 (0)721 165-131



Current job vacancies

Are you a specialist in a certain field?

Do you know the cosmetics industry like the back of your hand?

Are you a marketing professional, an experienced formulator or a well-rounded technologist?

And are you looking for new challenges in your work?

Then take a look at the vacancies on this page – maybe **your dream job** is there!

There are more interesting jobs advertised on the COSSMA web site at

www.cossmma.com/Jobs



Franken-Chemie works with raw materials for the pharmaceutical, chemical, technical and manufacturing industries in the field of cosmetics, health and beauty products and cleaning supplies.

We are looking for an independent sales agency or a sales representative responsible for the Benelux region (Belgium, Netherlands, Luxemburg) with valuable contacts in the cosmetic industry to start with Franken-Chemie as soon as possible.

For more information regarding this position please visit www.debelux.org or www.frankenchemie.de

Please send cover letter and CV to AHK debelux, FAO Frau Winzer, winzer@debelux.org, 21, Avenue du Boulevard, 1210 Brussels, Belgium



Download now:

Market Survey Packaging

www.cossmma.com/packsurvey



Wir sind Lohnhersteller und Partner führender internationaler Markenhersteller der Körperpflege- und Kosmetikindustrie.

Für unser Werk in Kematen in Tirol (Österreich) besetzen wir folgende Position:

Entwickler/in Bereich F&E Kosmetik


Zu Ihren Aufgaben zählen die Gestaltung von innovativen Konzepten und Produkten in Abstimmung mit dem Vertrieb, sowie die Mitarbeit an der Sortimentsentwicklung. Bei der Umsetzung neuer Ideen bis hin zur Produktionsreife (Scale up) fungieren Sie als wichtige Schnittstelle für alle daran beteiligten Abteilungen. Sie sind verantwortlich für die Entwicklung von Rezepturen und die Auswahl der Rohstoffe unter Beachtung der qualitativen Anforderungen und wirtschaftlichen Rahmenbedingungen. Ihr Ziel ist eine Verringerung der Einführungszeiten für Neuprodukte, weiters die Optimierung von bestehenden Produkten und Produktionsverfahren. Die selbstständige Durchführung von Produkttests und die Herstellung von Produktmustern runden Ihre Tätigkeit ab.

Ihr Profil:

- Ausbildung als Chemie-Ingenieur/in, Chemotechniker/in oder Chemielaborant/in
- 3 – 5 Jahre Berufserfahrung im Bereich Entwicklung von kosmetischen oder pharmazeutischen Produkten (idealerweise in der kosmetischen Industrie)
- Erfahrung im Projektmanagement (Konzeption und Steuerung)
- Gute analytische Fähigkeiten und ausgeprägtes Prozessverständnis
- Sehr gute Englischkenntnisse in Wort und Schrift
- Hohes Maß an Kreativität
- Kommunikationsstark, teamorientiert und eigenverantwortlich

Wenn Sie Interesse an dieser abwechslungsreichen Tätigkeit haben und gerne in einem, jungen dynamischen Team arbeiten, dann freuen wir uns auf Ihre aussagekräftige Bewerbung.

Kemacos Full Filling Service GmbH, Christine Rettenbacher, Bahnhofstraße 47, A-6175 Kematen in Tirol, Telefon: +43 5232 3131 411, christine.rettbacher@kemacos.com
www.kemacos.com



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 December:
User name: **cossmma12**
Password: **derma**

www.cossmma.com

Creams & more

In this issue we have collected together for you plenty of formulations for creams, lotions and exfoliants. Altogether we have 29 formulations from 21 different ingredients suppliers. If any of the formulations are of particular interest to you they can be easily downloaded from the Internet download area covering this current issue. Go to www.cossmma.com/download and use the access codes shown on the Internet button on this page.

The service is of course free-of-charge for you.

The Cream to Powder Face Moisturiser from Merck sounds rather interesting, although several of the formulations arouse one's curiosity. What about, for example, the Smooth Operator Salt & Pepper Scrub from Croda, the Oxygen Serum with Fiflow MO2 from Creations Couleurs and the Body Polish Rice from Impag?

And our collection doesn't just have exciting formulations for women, but for men too, with some interesting ideas such as the Natural Respect Aftershave Balm from Croda.

In our January/February issue we will be looking at formulations for sun care products. In March it will be the turn of skin cleansing products. 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.

Shower Peeling with Apricot Abrasive GBU

Cosmetochem

Oxygen Serum with Fiflow MO2

Creations Couleurs

All-Natural Lotion with Jojoba Buttercreme

Desert Whale

Body Cream: Silky and Powdery Feel

Dow Corning

Wellness Cream

Dr. Straetmans

Hand and Body Cream

HallStar

Protecting O/W Sun Lotion with SPF 15-20

IBR

Body polish Rice

Impag

Rich Cocoa Body Balm

Inolex

Cocoon Body Cream

Lipo Chemicals

Cream to Powder Face Moisturizer

Merck

Face Cream with Vegetatum Clear

Natunola

Healthy Skin Facial Scrub

Protameen

Multi Fruits Cream

SACI CFPA

Emulsion with or without boron nitride

Saint-Gobain Advanced Ceramics

Illipe Butter Lotion

Seatons

Relaxing softening cream

Silab

Anti-Aging Moisturizing Cream with Argan Butter

Zenitech

Rejuvenating Hand Cream

Zschimmer & Schwarz

Croda Chemicals Europe Ltd.

CRODA

Innovation you can build on™

Contact: Corwick 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: – Light Feeling Sun Lotion SPF 20
– Smooth Operator Salt & Pepper Scrub
– Night Shift Eye Rescue Lotion
– Natural Respect Aftershave Balm
– In Control Oil Balancing Lotion

Evonik Goldschmidt GmbH



Contact: Goldschmidtstraße 100
45127 Essen, Germany
Phone: +49 201 173-2854
Fax: +49 201 173-1828
personal-care@evonik.com
www.evonik.com/personal-care

Profile: Evonik Goldschmidt Personal Care is a global leader in the manufacture and supply of raw materials, additives, and active ingredients for the cosmetics industry. We provide our customers not only with a unique and comprehensive range of organic and silicone-based specialties but also with tailor-made system solutions for all kinds of skin and hair care products. Our business activities are strongly supported by our application technology labs, as well as by our own research & development. Our dedicated team of highly skilled professionals is committed to excellence and customer satisfaction.

Formulas: – Control & Protection Lotion
– Natural O/W Body Lotion
– Energizing Cream Gel
– Night Recovery Cream
– Smooth O/W Body Lotion for aged skin



Liporedux-CLA Carnitine
Natürlicher Anti-Cellulite Wirkstoff, Lipolytischer Effekt, verbesserter Hauttonus

Olivoil Emulsifier
Ecocert zertifiziert – rein pflanzlicher Emulgator mit den pflegenden Eigenschaften der Olive

mani
Wirk- und Rohstoffe für innovative Körper-, Gesichts- und Haarpflege

mani GmbH
Erich-Müller-Straße 19a · D-40597 Düsseldorf
Tel. (0211) 5072509 · Fax (0211) 5072511
www.mani-gmbh.com · info@mani-gmbh.com

MOST ADVANCED NATURAL INGREDIENTS

Book Shop

Place your order today, and be sure to keep yourself fully up to date!

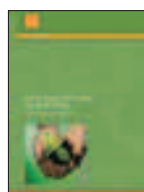
Current technical books – selected for you by the COSSMA editorial team. Further information on the items listed, as well as lots more interesting titles, can be found in the beauty professional's bookshop at www.beauty-profi-shop.com. Order your personal copies today!



www.beauty-profi-shop.com
 Phone +49 (0) 6123 9238-206
health-and-beauty.com@vertriebsunion.de

GfK report

Shopper types for natural cosmetics



This extensive consumer type analysis is based on the findings of a GfK panel with 25,000 participants.

Full report in German, 96 pages:

€ 7,021. Full report in English: € 8,211.

Summary in German, 38 pages:

€ 2,975. Summary in English: € 4,165

Kai Bester

Personal Care Compounds in the Environment



This book covers in detail which toxic chemicals are responsible for harming the environment.

244 pages, hard bound, € 129.00

Parfums Edition 2009



The authors, Susanne Opalka and Uschi Rollar, present 164 new perfumes and reports taken from "Haute Parfumerie" as well as interviews with designers and perfumers.

184 pages, hard bound, € 29.90

Who and what



This German language reference work for 2009 is on CD-ROM and as a printed book, and contains detailed information on all of the important players in the cosmetics industry. With the supplementary marketing CD-ROM all of the data can be exported. 316 pages, paperback, standard version, € 166.00, marketing version with data export function, € 1,050.18

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 ageing 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

Andreas Reinhart Cosmetics Law



A German language practical handbook, "Cosmetics Law" presents the current legal position and explains some recent court decisions.

190 pages, paper-

back, € 36.00

Anthony J. O'Lennick

Silicones for Personal Care



In this publication Anthony J. O'Lennick offers an introduction to the basic chemistry of silicones and their application in cosmetics.

160 pages, paperback, € 159.00

Barbara B. Gilchrest,
Jean Krutmann

Skin Aging



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

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

Fairs, conferences and seminars

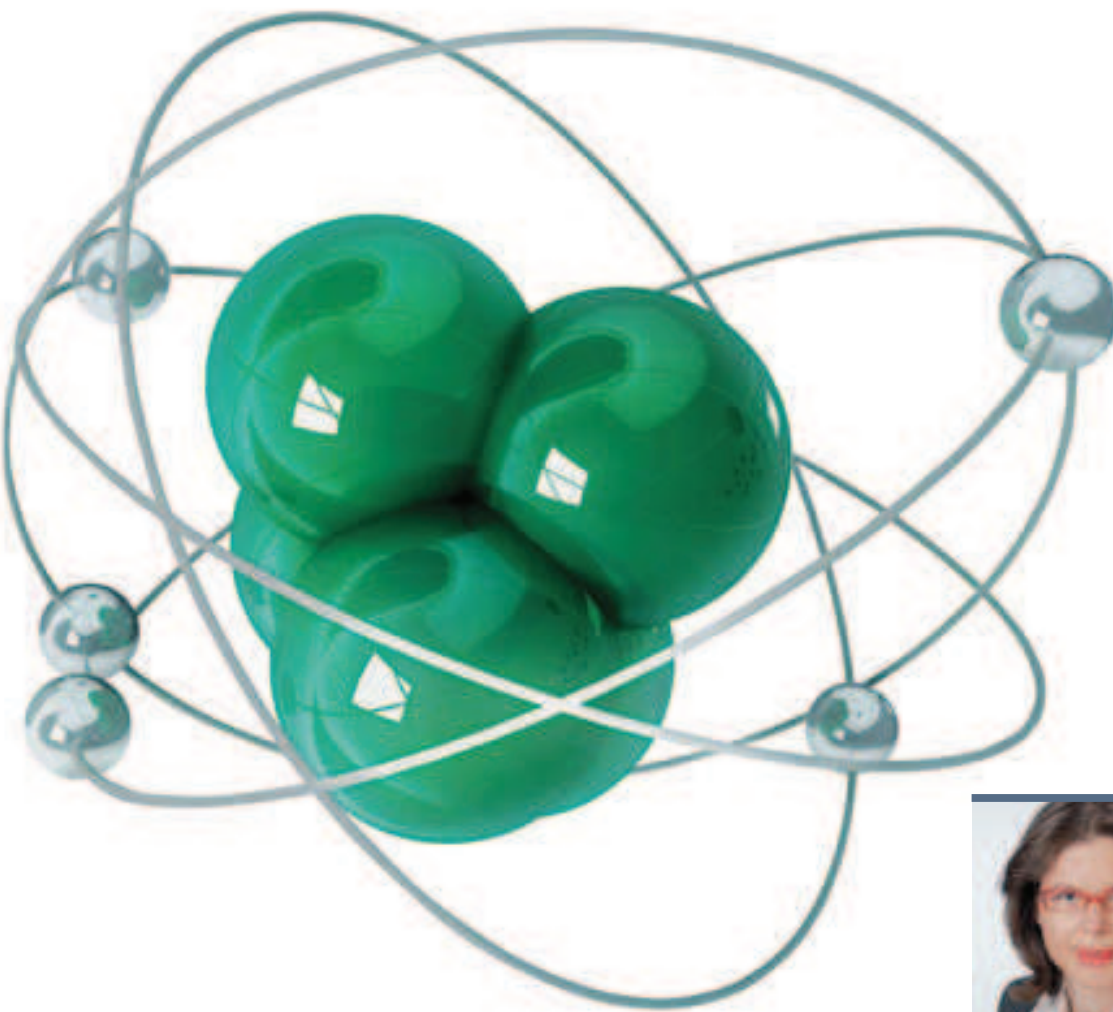
2009/10

When?	What?	Where?	Who?
10.-11.12.2009	Annual Scientific Meeting	New York, USA	SCC - Society of Cosmetic Chemists scc@sconline.org, www.sconline.org
12.-14.12.2009	BEAUTY FORUM MACEDONIA 	Thessaloniki, Greece	Beauty Greece Tsirimokou info@beautygreece.gr www.health-and-beauty.com, www.beauty-fairs.com
13.01.2010	Seminar: Mikrobiologische Produktsicherheit kosmetischer Mittel	Frankfurt a.M., Germany	DGK e.v. ruth.wudeneh@dgk-ev.de, www.dgk-ev.de
26.-27.01.2010	Perfumes, Cosmetics & Design	Paris, France	Oriex jappert@oriex.fr, www.pcd-congress.com
30.01.-01.02.2010	Beautyworld	Frankfurt a.M., Germany	Messe Frankfurt Exhibition GmbH www.beautyworld.messefrankfurt.com
17.-20.02.2010	Vivaness	Nuremberg, Germany	NürnbergMesse GmbH www.vivaness.de
01.-03.03.2010	Beauty Asia	Singapore, Republic of Singapore	Lines lines@starhub.net.sg, www.beautyasia.com.sg
02.03.2010	Beauty Focus	London, Great Britain	HPCI Media siobhanm@hpcimedia.com
09.-10.03.2010	Aerosol Forum	Paris, France	Oriex jappert@oriex.fr, www.aerosol-forum.com
10.-12.03.2010	PCHI China	Shanghai, China	Reed Sinopharm Exhibitions pchi@reedsinopharm.com, www.pchi-china.com
26.-28.03.2010	Beauty International	Düsseldorf, Germany	Messe Düsseldorf GmbH info@messe-duesseldorf.de, www.beauty.de
30.-31.03.2010	LuxePack Shanghai	Shanghai, China	Idice SAS info@idice.fr, www.luxepack.com
13.-15.04.2010	In-Cosmetics	Paris, France	Reed Exhibitions nicole.houben@reedexpo.co.uk, www.in-cosmetics.com
16.-19.04.2010	Cosmoprof	Bologna, Italy	SoGeCos sogecos@cosmoprof.it, www.cosmoprof.com
24.-25.04.2010	Schönheit & Ästhetik	Munich, Germany	H & K Messe GmbH w.kniffka@hundkmesse.de, www.hundkmesse.de
27.-29.04.2010	Powtech Technopharm	Nuremberg, Germany	NürnbergMesse www.powtech.de
05.-07.05.2010	Forum Cosmeticum	Interlaken, Switzerland	DGK e.V. fred.zuelli.mibelle.ch, www.swissccc.ch
15.-17.05.2010	BEAUTY CONGRESS GREECE 	Athens, Greece	Beauty Greece Tsirimokou info@beautygreece.gr, www.health-and-beauty.com www.beauty-fairs.com
01.-04.06.2010	World Perfumery Congress	Cannes, France	
02.-03.06.2010	Anti-ageing skin care	London, Great Britain	Summit Events info@summit-events.com, www.summit-events.com
24.-25.06.2010	MakeUp in Paris	Paris, France	Beauteam contact@makeup-in-paris.com, www.makeup-in-paris.com
18.-20.07.2010	Cosmoprof North America	Las Vegas, USA	SoGeCos S.p.a. sogecos@cosmoprof.it, www.cosmoprofnorthamerica.com
14.-15.09.2010	Naturkosmetik Branchenkongress	Nuremberg, Germany	NürnbergMesse GmbH www.naturkosmetik-branchenkongress.de
20.-23.09.2010	IFSCC Congress	Buenos Aires, Argentina	SEQC info@ifsc2010.com, www.ifsc2010.com
21.-23.09.2010	HBA Global Expo	New York, USA	CMP Information (CMPi) eervers@hbaexpo.com, www.hbaexpo.com
21.-23.09.2010	International Aerosol Congress	Rome, Italy	AIA info@aerosolrome.it, www.aerosolrome.it
25.-26.09.2010	BEAUTY FORUM AUSTRIA 	Salzburg, Austria	Health and Beauty Marketing Ges.m.b.H. service@health-and-beauty.com, www.beauty-fairs.at
13.-15.10.2010	SEPAWA Kongress	Würzburg, Germany	SEPAWA senicky@sofw.com, www.sepawa.com
16.-17.10.2010	BEAUTY FORUM MÜNCHEN 	Munich, Germany	Health and Beauty Trade Fairs GmbH, Arndt Nickel service@health-and-beauty.com, www.beauty-fairs.de

www.cossma.com

COSSMA

COSMETICS
SPRAY TECHNOLOGY
MARKETING



Packaging

Sustainable packaging –
new possibilities

Legislation

New Cosmetics Decree:
Is it really simpler?

Production

Fully updated:
Market survey of
service providers



VIP of the Month

Angela Kleiner of
Sederma discusses
some exciting
trends in actives