

A conversation with Olivier Rouzaut,

Sales Director Berg + Schmidt GmbH & Co. KG,

a company in Stern-Wywiol Gruppe

Euro Cosmetics: *Berg + Schmidt is a traditional Hamburg company with over 55 years of experience in the development, production and worldwide sale of lipids. What products do you offer in addition to these?*

Olivier Rouzaut: Our current product range for the cosmetic industry is divided into three areas. The basic portfolio includes standards like fatty acids, fatty-acid esters, fatty alcohols and castor oil derivatives.

We also offer a number of special solutions like BergaSoft mild surfactants, GlyAcid glycolic acid, BergaCare shea butter and fractionated lecithins.

The third category is own developments, where we have expanded our expertise considerably. For example, this includes a vegetable fibre compound as natural emulsifier with thickening and moisturizing properties like BergaMuls ET 1 and BergaCare FG 5, as a natural alternative to silicone.

Euro Cosmetics: *In the area of natural emulsifiers you have new lecithin products in the BergaMuls series. How are they used, and what benefits do they offer?*

Olivier Rouzaut: The BergaMuls products are natural emulsifiers. We introduced BergaMuls ET1 two years ago. This is a natural emulsifier with thickening and moisturizing properties that we make out of cereal and fruit fibres. It was so successful that the next logical step was to expand the BergaMuls range. We now offer lysolecithins with a hydrolysis rate of 50% for use as the main emulsifiers in natural formulations. They are also suitable for sprayable emulsions.

Euro Cosmetics: *BergaCare SB Organic is a new organically-certified product in the shea butter category. What are its possible applications, and what makes it special?*

Olivier Rouzaut: Shea butter is a great natural product that can be used in almost any formulation, and has many beneficial ingredients. With its high proportion of oleic acids



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and unsaponifiable components, it improves the skin compatibility and healing properties of cosmetic care products, for example baby care and dry skin care products.

Standard BergaCare SB product has always been ECOCERT Greenlife and COSMOS-certified. Now we have a version that is also certified organic, both to EU standards and to the National Organic Program (NOP) of the U.S. Department of Agriculture. It is used in certified organic cosmetics and foods.

Euro Cosmetics: *GlyAcid by CrossChem is a new brand that you market exclusively in Europe. What makes this glycolic acid special?*

Olivier Rouzaut: Glycolic acid is the best known and smallest of the alpha-hydroxy acids (AHA), and is very effective for hair care and chemical peelings. We have found that more and more manufacturers are using increasing amounts of glycolic acid in their formulations. GlyAcid from CrossChem is a high-purity glycolic acid that is free of formic acid and formaldehyde. This is due to an acid saponification and purifying process that uses no formaldehyde. GlyAcid is available in 70% solution and 99% crystalline form.

Euro Cosmetics: *BergaSoft is another product line. Tell me a little more about it.*

Olivier Rouzaut: Our BergaSoft product line contains modern surfactants that offer good washing performance while meeting market demands for mildness and naturalness. These mild surfactants are sulfate-free and non-ethoxylated. They contain no preservatives. Both the liquid and solid forms can be used as main or co-surfactants. They make milder formulations without the limitations of comparable applications using conventional surfactants.

Euro Cosmetics: *Berg + Schmidt stands for high product quality. How do you maintain this high level?*

Olivier Rouzaut: Our products are based on the latest development technology, and their quality is constantly monitored through our own checks as well as neutral outside laboratories. We ensure the continuous monitoring and optimisation of our product quality across the entire supply chain with our own subsidiaries in countries including among others Singapore, Malaysia and India. We also advise customers in the development and improvement of formulations.

Euro Cosmetics: *Biodegradability is a topic of central importance. How do you address that, and what solutions do you offer your customers?*

Olivier Rouzaut: Sustainability is a central part of our company philosophy. From raw materials sourcing to product development to production to shipping, we work to meet the challenge of reducing climate change. Our current portfolio contains only biodegradable products.

Plastic microbeads are currently an issue in cosmetics. In the US, some states have already prohibited the use or further development of PE/PP peeling beads in cosmetics due to their biological persistence. In collaboration with the Swiss company Permcos we have developed an alternative to PE/PP peeling beads. These natural peeling particles are based on renewable GMO-free plant raw materials. They are biodegradable and contain no additives or preservatives. Thanks to a special manufacturing process, they have

no sharp edges like other natural alternatives such as sugar, sand or shell pieces, and so enable manufacturers to develop softer yet still effective peeling products.

Euro Cosmetics: *You also manufacture in Southeast Asia, and have your own subsidiaries in Singapore, Thailand, Malaysia and India. What advantages does that bring?*

Olivier Rouzaut: Berg + Schmidt is at home on the worldwide oleochemical markets. With our presence and own production facilities in Asia we can process palm and palm kernel oils close to the source. The proximity gives us the ability to influence the entire value-creation chain, and helps us meet our customers' high expectations in terms of the quality and availability of our products.

Euro Cosmetics: *The recently expanded Technology Centre in Ahrensburg near Hamburg houses eleven applications labo-*

ratories. How do customers benefit from it?

Olivier Rouzaut: Berg + Schmidt is part of the independent, owner-operated Stern-Wywiol Gruppe. Our Group is a successful international supplier of food ingredients and lipid products. Research and applications technology development are core competencies of the Group. At the Technology Centre in Ahrensburg we bundle the extensive applications research operations of our eleven specialist companies. Experts in vitamins and micronutrients, enzymes, lipids, spray and fluidised bed technology, stabilisers and emulsifiers work under a single roof. This concentration and the resulting interdisciplinary cooperation naturally also benefit Berg + Schmidt customers.

Euro Cosmetics: *We thank you for the conversation.*

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