

The Beauty of Independence

2020-2021

BEAUTY
REFERENCE
GUIDE

ICMAD
Independent Cosmetic
Manufacturers And Distributors

iba

INDEPENDENT
BEAUTY
ASSOCIATION

Valdata Chemical Management Solutions (CMS)

Manufacture with Confidence



With Valdata CMS software tightly integrated at every step of production, your business will have:

- Precise control with container-level inventory tracking
- Real-time paperless production and inventory data
- 100% traceability/accountability of all activities
- Ensuring your company is audit-ready
- Accurate weighing and data entry
- Consistent "prompt and police" enforcement of formulation and processing
- SDS authoring and GHS labeling
- The correct results the first time, every time!



With our software directly integrated to scales that are accurate to 1 part in 10,000, **all the information collected by our systems is guaranteed to be at least 99.99% accurate.**

And with Valdata Systems, you not only receive the software, hardware, installation and employee training required to implement precision and quality control throughout your operations — **you get our support and expertise for your ongoing manufacturing needs.**

Proven to Make Your Operations More Accurate, Efficient, Profitable and *Audit-Ready*

Test drive how easy it is to use Valdata solutions to transform your business. Schedule a live, one-on-one demo with a member of our team to see how Valdata software works. **Call us today at (888) 276-9321!**



Try CMS or Recipe Manager free for 30 days on our secure and reliable cloud based servers
(final implementation can remain cloud or be installed locally)

Valdata Systems
(888) 276-9321 | valdatasystems.com





ABOUT US . . .

THE INDEPENDENT BEAUTY ASSOCIATION

IBA, Independent Beauty Association, is a non-profit trade association supporting creative, innovative companies, from startups to established multinational businesses of all sizes. IBA's goal is to help our members succeed in the rapidly changing, highly competitive global cosmetics and personal care industry. Since 1974, IBA has provided essential guidance and support through business tools, publications, education, networking opportunities, and key advocacy support.

OUR MISSION STATEMENT . . .

To foster the success of entrepreneurial companies in the cosmetic and personal care industries.

CODE OF ETHICS . . .

This Code of Ethics was adopted by the Board of Directors on September 7, 1995 to promote and maintain the highest standards of service and personal conduct among its members.

- Adherence to these standards serves to assure public confidence in the integrity of the cosmetic industry.
- Promote and encourage the highest level of ethics within the cosmetic industry.
- Maintain loyalty to the association and pursue its objectives in ways that are consistent with the public interest.
- Recognize and discharge our responsibilities as members to uphold all laws and regulations relating to the manufacture and distribution of cosmetic products that are safe and effective as possible for the consumer.
- Operate our businesses utilizing ingredients and packaging consistent with the goal of preserving and protecting the environment.
- Produce our products in accordance with Good Manufacturing Practices (GMPs).
- Use only legal and ethical means in all business activities.
- No countenance discrimination on the basis of race, sex, age, religion, national origin, sexual orientation or disability.
- Use every opportunity to improve public understanding of the role IBA plays in representing the needs and concerns of the entrepreneur in the cosmetic industry.

TABLE OF CONTENTS

- 3 Code of Ethics
- 4 President's Message
- 6 IBA Board
- 6 IBA Staff
- 8 Market Trends
- 12 Event Calendar
- 14 Independent Beauty Innovator Awards
- 16 Young Designers
- 18 IBA Partnerships
- 21 Regulatory Update
- 26 Export Certificates
- 30 IBA EU/UK + China Programs
- 34 Education
- 38 Members 10+
- 40 New Members
- 44 IBA Collaborates
- 47 IBA Communication
- 49 Cosmetic Importers
- 53 Membership
- 56 Directory
- 62 Advertisers Index

IndependentBeauty.org



PRESIDENTS MESSAGE 2020



Kenneth D. Marenus, Ph.D.

President

800-334-2623 ext. 109

kmarenus@independentbeauty.org

Dear All:

It has been quite a year.

Since I addressed you last summer, a lot has changed. 2020 started nicely. The stock market was at a record high, unemployment was at a record low, and some businesses were tracking to have the best year ever. IBA, with its many new programs, was moving ahead successfully.

In a matter of weeks, we were all brought to an abrupt halt by a virus that quickly swept the globe, bringing personal grief, financial pain, and general chaos. Besides that, we have seen first-hand the social injustice and racism that still exists in this country. It looks like there is an uphill battle to assess these complex issues and develop meaningful remedies.

During this time, IBA continues to move ahead, doing everything possible to support our members by creating new and upgrading our existing programs.

- o Members Helping Members webinars focused on “bottom-up” practical advice, especially relevant in the past few months. We have made these available at no cost.
- o Export Documents – faster turnaround on certificates of free sale and GMP;
- o Technical / Regulatory Forum, one of our best events ever;
- o Members Circle emails – enhanced our outreach to our membership;
- o Technical Regulatory updates – on emerging Federal, State and global regulatory issues affecting new product development;
- o Regional Networking events, a chance to meet your fellow members, which we will expand as things re-open;
- o Our Concierge Service – call us anytime, for anything; We are here to get you the answers you need!

IBA has continued to advocate for a responsible legislative and regulatory environment that balances consumer safety, sound science, and innovation. We have been active at both the State and Federal Levels. Among the issues, we have made clear to Congress are the particular difficulties of the pandemic’s impact on the Indie Beauty community.

We instinctively know that our industry will look quite a bit different as we recover and re-emerge. It’s time to get a clean piece of paper and start planning. How will retail change? How will consumers change? How efficiently can the supply chain and independent manufactures adapt? Will there be enough discretionary income to allow for the purchase of luxury products?

Some changes are already happening. The product mix for most brands is being re-evaluated. The advantages of a work from home society are now well established and appreciated. E-commerce is emerging as the primary retail channel for everything from groceries to cars. Big box and wholesale club outlets are the new versions of America’s general store.

So here we are. It’s time to plan, evaluate, and establish a basis for the new industry reality.

IBA, as ever, is here to stand beside you, helping in any way possible, to provide information, guidance, and support. I hope that soon, we can look back on this as a significant challenge we have overcome together.

Best wishes for your good health and well-being,

Sincerely,

A handwritten signature in black ink, appearing to read 'Ken Marenus', written in a cursive style.

Ken Marenus, Ph.D.
President



**PRODUCT
INTEGRITY
LABORATORY, LLC**

Providing technical services for companies in the
cosmetic & personal care industries



Navigating complex and technical issues

We are here to help you run
your business in technical areas.
We provide reliable technical
information to support sound
business decisions.

Product Development Services

- Formulation
- Stability & Compatibility Testing
- Packaging Evaluations
- Production Troubleshooting

Quality Assurance / Quality Control

- GMPs
- Vendor Evaluations
- Inspections
- QC Testing

Regulatory Compliance – US & International

- Label Review
- Registrations
- Dossier Preparation

“One of the best things about IBA is the outstanding networking opportunities provided. As an entrepreneur, you realize that the challenges you face are not just directed to your business but are widespread. The exchange of ideas and the ability to discuss and review situations is enlightening. In addition, the Certificates of Free Sale have been invaluable in our international expansion. For me, many business associates have become personal friends - it doesn't get better than that!!!”

- Stephen Adler, President, Fisk Industries, Inc.,
Member Since 1987

IBA STAFF

Dr. Ken Marenus

President
800-334-2623 ext. 109
kmarenus@independentbeauty.org

Donna Hoye

Vice President
800-334-2623 ext. 107
dhoye@independentbeauty.org

Liv Holley

Import / Export
800-334-2623 ext. 104
lholley@independentbeauty.org

Arnyae Neal

Marketing / Member Recruitment
800-334-2623 ext. 106
aneal@independentbeauty.org

Meredith Petillo

Technical / Regulatory
800-334-2623 ext. 110
mpetillo@independentbeauty.org

Caroline Santayana

Membership
800-334-2623 ext. 108
csantayana@independentbeauty.org

2020-2021 IBA Board Officers and Directors

OFFICERS

CHAIR **Chris Hobson**, Rare Beauty Brands, Inc.

VICE CHAIR **Elizabeth Corrigan**, The Complete Package

TREASURER **Joe Atencio**, Yellow Wood Partners, LLC

BOARD OF DIRECTORS

Dr. Robb Akridge, REA Innovations LLC

Howard Baker, Product Integrity Laboratory

Gus Bezas, Beauty Minds, LLC

Chris Birchby, COOLA, LLC

Sharon Blinkoff, Locke Lord LLP

Wendy Chang McEvoy, Dermaceutical Laboratories

Daniela Ciocan, Access Beauty Insiders

Dee DeLuca-Mattos, ECRU New York

Don Frey, The Honest Company

Carl Geffken, Carl Geffken Consultants

Ian Ginsberg, C.O. Bigelow Apothecaries

Susan Goldsberry, Benchmark Cosmetic Labs

Nyakio Grieco, Nyakio Beauty

Carrie Gross, Dr. Dennis Gross Skincare

Tracy Holland, HATCHBEAUTY

Chris James, East Hill Industries / Quadpack

Stan Katz, Cosmetic Index

Dan Kolhoff, John Paul Mitchell Systems

Kelly Kovack, BeautyMatter

Cashmere Nicole, Beauty Bakerie

Ada Polla, Alchimie Forever / Adamant About Beauty

Jerry Rauchwerger, Beauty Solutions, Ltd.

William Ross, Bill Ross Consultants

Terry Schatz, BioElements

Jennifer Stansbury, The Benchmarking Company

Sonia Summers, Beauty Barrage

Shawn Tavakoli, Beauty Collection

Lisa Thurman, Amazing Cosmetics

Greg Torchiana, Bentley Laboratories

Worth Turner, Elevation Labs

Pamela Viglielmo, Menaji Worldwide LLC

Craig Weiss, Consumer Product Testing Co.

William Zrebiec, Active Concepts LLC

WE ARE **THE** CONSUMER PRODUCT TESTINGSM COMPANY



CONSUMER PRODUCT
TESTINGSM COMPANY



- CLINICAL
- PHOTOBIOLOGY
- MICROBIOLOGY
- IN-VITRO SAFETY
- ANALYTICAL
- CONSULTING

CPTSM, **the original** Consumer Product TestingSM Company, has been providing the industry with accurate and compliant data for more than 40 years.

With an unrivaled, world-renowned reputation for excellence, quality results, the best talent and state-of-the-art technology, only one name is synonymous with quality: CPTSM

Meet Aeva3D-HE,
The 3D Solution for skin
topography, face topology
and body morphology changes.



973-240-8925
www.cptclabs.com/aeva

+4%

CAGR SINCE 2014

\$76.3 MILLION

TOTAL RETAIL SALES, 2019



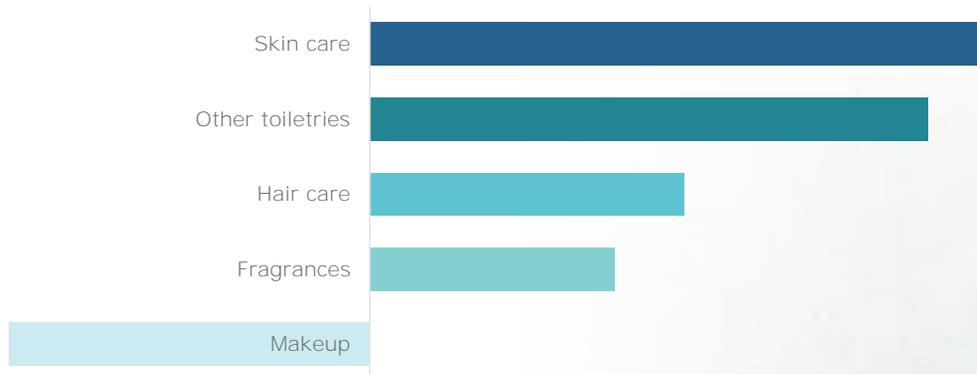
MARKET OVERVIEW

The cosmetics and toiletries market in the United States decelerated in 2019, mostly as a result of continued struggles within the makeup product class. Skin care maintained the lion's share of the market, recording the fastest growth, while the remaining product classes achieved steady gains.

The key trend witnessed across categories in 2019 was the continued success of the natural and clean beauty movement and sustainable initiatives.

Mass remained the leading trade class, while direct and professional brands showed resilient momentum.

RETAIL SALES GROWTH BY PRODUCT CLASS, 2018-2019



COMPETITION

The market remained largely consolidated, as the leading companies contributed more than 55% to total market sales.

Shifts occurred in ranking among the top 10, as L Brands and Johnson & Johnson surpassed Coty to become the fifth- and sixth-largest companies in the market, respectively. Meanwhile, Henkel returned to the top 10 after dropping out in 2018, while Shiseido fell out due to declines from its leading brands in makeup.

There were several major merger and acquisition activities in 2019, including Shiseido's acquisition of Drunk Elephant, Unilever's acquisition of Tatcha, and Coty's investment in Kylie Cosmetics.

TOP 5 COMPANIES

L'ORÉAL



ESTÉE LAUDER



Lbrands



CATEGORY PERFORMANCE

Skin care is the most important product class in the market, representing nearly 35% of total cosmetics and toiletries sales. Led by facial skin care, which posted the strongest gains, this category was a key contributor to the overall trend of clean and sustainable beauty in the market. Additionally, dermatologist-strength ingredient stories gained popularity. Sun care and lip balms, jellies, and treatments were also bright spots in 2019.

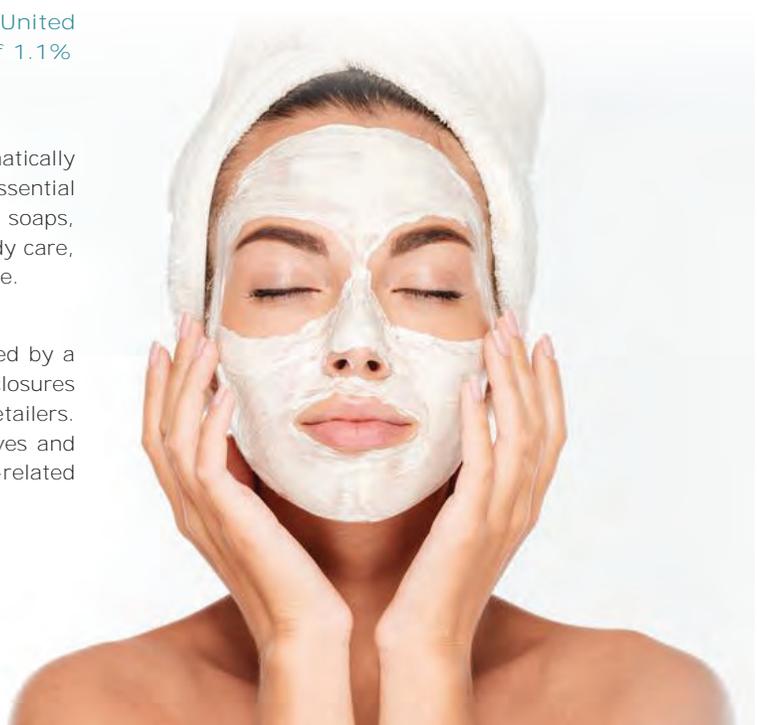
Other toiletries, the market's second-largest product class, achieved healthy growth, supported by steady gains in personal cleansing and shaving products. However, growth was mostly influenced by an impressive increase in sales from the deodorants and antiperspirants category as heritage players and indie brands alike capitalized on the natural trend with clean ingredients and aluminum-free options.

OUTLOOK

Sales of cosmetics and toiletries in the United States are expected to advance at a CAGR of 1.1% through 2024.

The onset of the COVID-19 pandemic will dramatically shift the market in 2020 as consumers focus on essential products such as hand sanitizers and liquid hand soaps, self care essentials such as facial skin care and body care, and DIY products for at-home use during quarantine.

The market is also expected to be heavily impacted by a shift in the retail channel as temporary store closures force consumers to e-commerce and mass retailers. Marketers and retailers will lean on virtual initiatives and digital assets for community-building and wellness-related content during these uncertain times.



ABOUT KLINE

Kline is a worldwide consulting and market research firm that has been serving the needs of the beauty and personal care marketers for over 60 years. Kline's reports touch upon the latest developments of the various facets of the beauty industry such as retailing, CBD, natural personal care, intimate beauty, male grooming, and many others. They are a timely resource of information for beauty professionals seeking a deeper understanding of their industry.

The above insights and data are sourced from Kline's Cosmetics & Toiletries USA report that takes a deep dive into five product classes and 20 product categories. In addition to providing a close look at the key drivers, trends, and relevant product launches, this report assesses the changing competitive playing field. Developments tracked include merger and acquisition activity, rising independent brands, changes in retail landscape and distribution channels by product category, and forward-looking analysis through 2024.

To learn more about Kline's reports or to request a sample, please visit www.klinegroup.com



CONTACT US TODAY

📞 1.844.822.1665

✉ info@dynamicblending.com

DYNAMICBLENDING.COM



DESIGN MANUFACTURE

THE FUTURE OF CONTRACT MANUFACTURING

SKIN CARE

ORAL CARE

PERSONAL CARE

COSMETICS

CBD



DYNAMIC BLENDING®
SIMPLE CONTRACT MANUFACTURING



PRODUCT DESIGN

BRANDING

JOINT VENTURES

PROJECT IGNITE

2020-2021 Event Calendar

Education

FDA Workshop Virtual

SEPTEMBER 2020

Technical Regulatory Forum & Expo (Virtual)

FEBRUARY 2021

FDA Workshop (New York)

MAY 2021

Basic Regulatory Affairs Courses Available online in the Resource Center

ONLINE

Webinars

MONTHLY

Networking

Dallas Regional Event (Virtual)

OCTOBER 22, 2020

Chicago Regional Event (Virtual)

OCTOBER 29, 2020

Florida Regional Event (Virtual)

MID-NOVEMBER 2020

More to Come - Watch the Members Circle

Awards

Indie Beauty Innovator Award Finalists & Winners Presented

JUNE / JULY 2021

Young Designer Finalist & Winners Presented

JUNE / JULY 2021

Young Professional New Program Being Developed for 2021

NEW 2021

With all of IBA events, continue to check our website for the most up-to-date information.

INNOVATING TO BEAUTIFY THE WORLD

PhytogenX is an 110,000 square foot FDA-regulated and cGMP-compliant manufacturing facility specializing in personal care beauty products.

Experts in natural, clean, and innovative formulas, we are located outside of Philadelphia. We would love to host you for an in person or virtual tour.



Visit our website www.phytogenx.com or call us today at **610.286.0111** so we can make your beauty product vision a reality.

PHYTOGEN  **, INC.**

IBA's Independent Beauty Innovator Awards

innovation: the heart of independent beauty

The Independent Beauty Innovator (IBI) Awards recognize the most innovative and paradigm-changing product launches and brands in the independent beauty industry. Winning an IBI Award represents a gold-standard award for breakthrough beauty and personal care products.

In 1995, IBA (then ICMAD) created a recognition program to honor outstanding and innovative entrepreneurs for their achievements in the cosmetics and personal care industry. The program was expanded in 2000 to honor both established entrepreneurs active in the industry for more than five years, and emerging manufacturers, distributors, and suppliers in business for less than five years. In 2004, IBA revised the competition to present awards for the results of the innovative talents of independent entrepreneurs in the beauty industry. Annually, the Cosmetic Innovator of The Year (CITY) honors and promotes the most creative new products, marketing/advertising campaigns, and contributors in our industry. In 2018, additional awards were created to recognize those industry contributors who have gone beyond the boundaries of their company's success and have impacted our industry and our beauty community. The CITY Awards became the Indie Beauty Innovator Awards.



Product Categories

**Bath & Body, Fragrance,
Hair Care, Makeup, Color Cosmetics,
Men's Products, Nails,
Ethnic Focused, and Skincare.**

Award Categories*

**Innovator Brand of the Year,
Green Innovator Brand of the Year,
Best Financial Partner of the Year,
Most Charitable Company,
Inclusive Innovator, Supplier
of the Year, Best Ethnic Product,
Entrepreneur of the Year.**

*Due to the impact of COVID-19, the 2021 IBI Awards will extend product eligibility to those launched in March of 2019 and after.



“As a small entrepreneurial company, receiving this honor from such an esteemed group of my colleagues was and continues to be so inspiring. The support of IBA, not only as a recipient of an award but with all the resources they provide, has been more beneficial for the growth of my company than I could ever have imagined.”

– Lisa Hoffman



**INDEPENDENT BEAUTY
INNOVATOR AWARDS**

Learn more & sign up for updates: independentbeauty.org

REGULATORY WITHOUT BORDERS™

US SERVICES

- ▶ FDA e-Registrations
- ▶ US Agent
- ▶ 21CFR211 GMP
- ▶ SPF Regulations

EU-27 AND UK SERVICES

- ▶ Responsible Person
- ▶ **Product Information File (PIF) /
Cosmetic Product Safety Report (CPSR)**
- ▶ ISO 22716 GMP
- ▶ REACH Chemical Registrations

International Cosmetics & Regulatory Specialists
 LLC (US) Los Angeles, California ▶ International
 Cosmetics & Chemical Services, Ltd (EU)
 Dublin, Ireland ▶ International Cosmetics &
 Chemical Services Ltd (UK) Greater London, England

HAND SANITIZERS -- FAST TRACK TO FDA REGISTRATION



SERVICES

- ▶ Drug Manufacturing License with US FDA
- ▶ Product Registration
- ▶ Drug GMPs and other manufacturing requirements

We'll get your products & manufacturers FDA-Qualified quickly!

OVER 20 YEARS IN BUSINESS
International Cosmetics
Regulatory Without Borders™
 info@intlcosmetics.com ▶ intlcosmetics.com
310-545-3223

SOLO
 LABORATORIES, INC.

Partner with our experience.

DEVELOPING, MANUFACTURING, & FILLING SINCE 1927.

- Hair and Skin Care
- Household Products
- Custom Formulations
- OTC Topical Drugs
- Liquid & Hot Fill
- Turnkey Solutions

(708) 544-2200
www.sololabsinc.com
contactus@sololabsinc.com

Inspiring Future Talent



The IBA Young Designers Award Competition was created in 1998 to showcase the extraordinary and emerging talents of packaging and design students at the college level. This competition aims to encourage, foster, and develop future leaders in the packaging design industry and celebrate these bright young minds for their creativity and ingenuity.

The first competition was a small luncheon in New York City with just a few art and design schools submitting student entries. Over the years, the competition has evolved into a prestigious event, drawing key packaging industry experts from around the country for the elite networking opportunities it provides and the event's legacy of hosting prominent and brilliant keynote speakers!

Each year, students are asked to develop a product concept, including labeling and outer packaging for a stock cosmetic bottle. Students are judged on specific real-world criteria by judges chosen for their expertise in the package design field. The 2020 competition saw 400

“Package design plays a crucial role in the beauty business where approximately 2/3 of purchase decisions are made at the store shelf, and social media gives brands an opportunity to drive consumer demand by showcasing beautiful packaging. IBA is pleased to recognize this next generation of designers and provide them an opportunity to showcase their talent.”

- Chris Hobson, Chairman IBA

student entries submitted by 23 schools and universities, both domestic and international.

The Young Designers event was held at the Westdrift Autograph Collection Hotel in Manhattan Beach, California. IBA Board members and 2020 sponsors presented the winners with their Young Designer awards. The three top winners received an all-expense-paid trip to California to attend the awards ceremony, a cash award, and a tour of two local IBA member cosmetic facilities.

This year's judges were brand developers Angel del Solar, Managing Director & Co-Founder, 18.21 Man Made, LLC; David del Solar, Director of Operations & Product Development/Co-Founder, 18.21 Man Made, LLC; along with indie brand owners Sean Pelton, President + Founder of Sassy Lips and Sabrina Xi, Director of Marketing Development, Sassy Lips along with packaging experts Anthony Le Minoux, Managing Director, Quadpack America and Chris James, President, East Hill Industries.



2020 YOUNG DESIGNERS COMPETITION FINALISTS:

1st Place
Benjamin Haver,
Colorado Mesa University,
Grand Junction, CO

2nd Place
Austin Draving,
Colorado Mesa University,
Grand Junction, CO

3rd Place
Anthony Nardo,
Pennsylvania College of Art & Design,
Lancaster, PA

HONORABLE MENTION

Jillian Broughton,
Laguna College of Art + Design,
Laguna Beach, CA

Sage Meyer,
Colorado Mesa University,
Grand Junction, CO



YOUNG DESIGNERS AWARD



Got a dream? We can make it happen!

Our philosophy is simple: Formulate extraordinary products made with the highest quality ingredients. We have been developing brands for over 20 years with products that are fashion forward, innovative and skin friendly. All made in the USA.

- Specialize in Indie brand start ups
- Boutique size runs from 250 units and up
- Stock or custom formulations
- Label design, screen and pad printing
- Choose from a formula library of over 1800+ products in 65 categories
- Natural and organic stock formulations
- Stock line of products ready to brand

Our manufacturing facility is proudly located in the state of Vermont. The #1 most environmentally friendly state in the nation.

This could be the beginning of a beautiful relationship!
Call 1.800.790.2417 or 815-965-2001 (outside US)
visit ColorlabPrivateLabel.com
contactus@colorlabprivatelabel.com



Member Services Partners

provide services for IBA members at a discounted rate.



Health Insurance

IBA provides a health insurance benefit with Association Health Programs. Take advantage of our buying power by saving up to 50% on your health insurance premiums through our exclusive program.



Consumer Research

The Benchmarking Company offers important custom, deep-dive consumer research which allows your brand to be in the know about consumer insights and upcoming trends that will help your sales soar and give you better understanding of future consumer trends within the industry.



Credit Card Processing

Reduce the cost of electronic transactions by partnering with Benchmark Payment Networks (BPN), a full-service credit card payment processor. BPN services businesses of all sizes throughout the United States and provides highly competitive pricing with personalized customer service.



EU/UK Export Support

IBA offers members the opportunity to market their products in the European Union in cooperation with BIORIUS, which is IBA's endorsed partner for EU registration and legal representation. Together we have developed a program for IBA members to comply with the requirements of the EU's cosmetic legislation: the EU PROGRAM.



Car Rental Discounts

IBA offers three choices for rental car choices when traveling for business or personal use. When making your reservations, please make sure to ask for the lowest rate possible. As an IBA member, you can enjoy special member rates, value-added discounts and technology, products, and services that include express service, GPS systems (optional), and e-receipts that save you time when returning your car. Some of these services will be subject to availability and may require an additional fee.



Cosmetics Industry B2B Portal

CosmeticIndex.com is an international meeting place for private label cosmetics companies, cosmetics entrepreneurs, cosmetics manufacturers, importers, exporters, distributors, retailers, contract fillers, industry consultants and independent sales agents.



Business Insurance

EPIC's Cosmetic Insurance Services (CIS) is the nation's leading provider of insurance products and services to the Beauty Industry and the largest Managing General Agent (MGA) Program specializing in the unique needs of cosmetic and personal care firms of all sizes.



Warehousing & Logistics

Fulfillment.com (FDC) helps you reduce your shipping costs, automate your fulfillment, and expand into new markets. When you partner with Fulfillment.com you can leverage our technology and logistics infrastructure allowing you to focus on your core business.



Market Intelligence

Industry Intelligence provides members access to their valuable market intelligence service at a generous IBA only rate. Get a 360-degree view of the industry in minutes, see why beauty and personal care companies of all sizes rely on Industry Intelligence.



Market Research

Kline is a global market research and management consulting firm that provides reliable data, expert insights, and successful solutions across a diverse array of markets. Building on over 55 years of experience in the beauty industry, Kline's distinctive series of market research reports give you the right tools to help you succeed in the challenging and ever-changing beauty world.



Translational Services

LingPerfect understands the importance of ensuring that marketing material, packaging and instructions are accurately translated, localized and culturally appropriate. LingPerfect is an ISO 9001:2008 certified Translation Services Company, attesting to its adherence to strict procedures and quality control.



GMP Compliance & Training

NSF International provides IBA members with exclusive cost savings on NSF Cosmetics and Personal Care auditing, training, regulatory compliance, product testing and certification services. The partnership furthers IBA's efforts to offer its member companies value-based solutions in preparing for cosmetic regulation changes and reforms in both the U.S. and EU.



Discount Shipping Service

The IBA Discount Shipping Program, managed by PartnerShip, is a comprehensive inbound and outbound shipping program that is customized to meet the needs of business members of all sizes in the cosmetic industry.



Barcode Development

If you are looking for barcodes to get your product to market, IBA has created a partnership with Simply Barcodes to provide your company with solutions for all-sized businesses. Once purchased, you not only save money, but you own your barcode with no ongoing fees.



Packaging Search Solutions

Webpackaging is the leading search and innovation platform for the packaging industry, where brands and suppliers connect to source and promote packaging successfully. Containing over 10,000 comprehensive company portals and 2,500 industry terms facilitating smarter searches, Webpackaging uses technology to implement search solutions for suppliers and brands alike, both for websites and internal systems.

Special Offers for Industry Subscriptions

IBA members enjoy free or discounted subscriptions to industry publications including GCI Magazine, Beauty Fashion and BIR Review.

Steinberg & Associates

COSMETIC AND TOPICAL OTC DRUG COMPLIANCE EXPERTS

- GHS Compliant SDS Authoring
(English, Chinese, French, Korean, Spanish, Vietnamese)
- FDA Electronic Registrations
- California SCA Registrations
- WERCS Submissions
- Canada Cosmetic Notifications
- Formula/Label Compliance Review
- Product Preservation Expertise

609-799-1575
www.SteinbergAndAssociates.com



EXPANDING IN EU MARKETS ?

We support you for a successful brand launch



ENSURING SAFETY & QUALITY OF COSMETIC PRODUCTS

As an internationally renowned consulting company for the cosmetic industry we are supporting you in handling and resolving your challenges regarding a successful launch of your products onto the EU market in the following areas in a flexible, efficient und cost-effective way:

- Safety, legal requirements, analytics, certification
- Quality assurance
- Product development and manufacturing
- Professional seminars and publications

OUR SERVICES INCLUDE:

- EC-Cosmetic Regulation 1223/2009 safety reports, PIF and CPNP registration, Responsible Person Solutions
- Cosmetic-GMP audits
- Implementing ISO 22716 and IFS HPC
- Providing assistance with projects, especially in material and production management
- Providing assistance with new constructions, reconstructions or conversions
- Providing assistance for architects and building engineers

25
Years!



Europe/Asia

Pfeiffer Consulting GmbH
Landhausstraße 46
75334 Straubenhardt
Germany

USA

Pfeiffer Consulting LLC
9480 Cedar Creek Drive
Bonita Springs, FL 34135
USA

Eastern Europe

Pfeiffer Consulting GmbH
Representation
Dipl. Ing. Kalina Dobrova
Plovdiv 4002
Bulgaria

www.pfeiffer-consulting.com

contact: mp-usa@pfeiffer-consulting.com

*We are always
at your service,
affordable and quick.*

REGULATORY UPDATE

Despite the global impact of the COVID-19 pandemic, 2019 and the first half of 2020 have brought activities which will impact cosmetic and personal care product regulation domestically and in key international export markets.

Several proposed Federal cosmetics bills were featured in a discussion point during a December 4, 2019, Congressional Hearing "Building Consumer Confidence by Empowering FDA to Improve Cosmetic Safety." The U.S. Federal legislative landscape remains the status quo with all proposed cosmetics bills remaining in Committee, having not garnered bipartisan support to move forward at this time. The passage of the CARES Act in March brought unexpected and significant changes to how Over-the-Counter Drugs are regulated. FDA hosted an informational webinar, "Monograph Reform Is Here! Learn what to expect and how to prepare" on May 29, 2020, to address commonly asked questions. (The recording of this webinar can be found in the IBA Online Resource Center, a complimentary benefit for all IBA members.)

A California bill signed by the Governor in September 2019 required action by certain cosmetics manufacturers by July 1, 2020. CA AB 647 requires the public online posting (and translation into Spanish, Vietnamese, Chinese, and Korean) of SDS for 'hazardous substance' cosmetics.

Although a slowdown in cosmetic legislative activity across much of the country as pandemic containment efforts went into effect, California remained active in the first half of 2020. The California Air Resources Board (CARB) has been sticking to expected timelines with proposed consumer products VOC regulation changes, including several hair care categories, personal fragrances, and sunseting the existing 2% fragrance exemption. CARB adjusted its proposed limits for

hair care products at the end of July. The California State legislature moved forward with intentions to more closely align with the E.U. cosmetic regulations. CA AB 2762 was signed by the California Governor at the end of September and bans certain intentionally added ingredients that are already prohibited in the E.U.

2020 began with long-anticipated BREXIT news with the official departure of the U.K. from the E.U. on January 31. As of September 2020, there have been no extensions announced to the agreement between the E.U. and UK. Unless there are developments in the second half of 2020, U.S. companies exporting to the U.K., E.U., or both jurisdictions will have new regulatory compliance considerations upon the end of the transition period on December 31, 2020. IBA will present a Member Update webinar on the current status of Brexit and cosmetic compliance obligations in Fall 2020.

The global reach of the COVID-19 pandemic resulted in the delay of certain expected regulatory updates. The highly anticipated new cosmetics regulation in China, Cosmetic Supervision and Administration Regulation (CSAR), was passed by the China State Council in January. Still, the official publication was not announced until the end of June. The new regulation replaces the 1989 Cosmetic Hygiene Supervision Regulations (CHSR) and will take effect on January 1, 2021. Many questions about interpretation and implementation remain in the process as of August. The Chinese government has not published an official English translation; however, English translations of the CSAR are available from IBA partner and member companies. Supplemental interpretation documents continue to be released to aid in understanding the changes to the regulatory scheme for companies exporting products to China. IBA will continue to alert the membership as new information becomes available.

Looking for professional assistance in resolving a quality problem or understanding and complying with labeling and cGMP regulations?

Carl Geffken Consultants can help:

- OTC Drugs + Cosmetics
- Regulatory Affairs
- Quality Auditing, Improvement + Problem Solving
- Technical Assistance
- Supplier Certification
- International Product Registration
- Claim Substantiation
- Process Documentation, SOP Development + Technical Writing
- Process Validation Guidance
- Dossier Preparation
- GMP Auditing



Carl Geffken Consultants

For information
801-542-0275
203-453-9778
CJGEF@AOL.COM
Salt Lake City, UT



DIAMOND
COSMETICS®

**PRIVATE LABEL
NAIL POLISH & COLOR COSMETICS**

www.DiamondCosmetics.com
Sales@DiamondCosmetics.com
954.572.3462



Small and Large Runs | Stock and Custom Colors | Made in USA
10 Free | Turnkey Solutions | EU Compliant | Large Selection of Bottles/Caps



“This is best skin care line I have EVER used. People always tell me how glowing and amazing my skin is... it's because of NuCelle's Mandelic Acid formulations. To peel is the deal, peel off all those layers of dead, dull skin, renew and replenish your skin, feed it from the outside in. The secret? Mandelic acid, which is derived from Bitter Almonds!!!”

- Martha Wardle-Mcshane
NuCelle Client
January 2018



NuCelle Inc.
www.nucelle.com
+1 800-877-3131
info@nucelle.com

IBA represents, supports, and advocates for the full spectrum of the indie beauty industry.

The Beauty of Independence™

USA, EU...“GLOBAL”?

WHAT PARTS OF YOUR PACKAGING PUZZLE ARE YOU MISSING?



H+Y CAN HELP YOU PUT THE PIECES TOGETHER SO YOUR BRAND IS COMPLIANT

- **COSMETIC & OTC LABEL REVIEW: USA, CANADA, EU, UK AND “GLOBAL”**
- **COMPLIANT ARTWORK...USA & BEYOND**
- **INGREDIENT & CLAIMS REVIEW**
- **TRANSLATIONS**
- **A SUCCESSFUL BRAND WITH PEACE OF MIND**

 **H+Y REGULATORY GRAPHICS CONSULTANTS**
Regulatory Graphics Solutions for the Global Marketplace
201-214-5018 • HOLLY@HYREGULATORY.COM

SUPPLY CHAIN

Formulation & NPD Consulting
Ingredients & Raw Materials
Packaging & Components
Manufacturing & Filling
Fulfillment, Shipping & Logistics
Import/Export

SERVICE PROVIDERS

Market Research & Analysis
Regulatory, Testing & Compliance
Marketing & Brand Strategy
Creative, Design & Photography
PR & Influencer
Advertising & Media
Display & Print Production
Distribution & Sales
Retail Merchandising
Staffing & HR
Legal & Accounting
Banking & Investment
Insurance

RETAILERS

Prestige
Specialty
Food, Drug, Mass
Spa & Salon
Direct-to-Consumer

BRANDS

Personal Care
Color Cosmetics
Skin Care
Hair Care
Nail Care
Accessories
Fragrance
Bath & Body
Tools & Brushes
Oral Care
OTC

*A competitor's false
or misleading advertising claims
can damage your company's
reputation & market share.*

Can you afford to wait while the issue is litigated in court or reviewed by the Federal Trade Commission?

The National Advertising Division (NAD) monitors national advertising and enforces high standards of truth and accuracy to establish a level playing field for business and a trustworthy marketplace for consumers.

As new ingredients and technologies push the boundaries of product performance, NAD efficiently receives and resolves disputes to support fair competition.

For more information about our cosmetic cases, visit bit.ly/NAD-cosmetics.

BBB National Programs is the ethical and independent administrator of the advertising industry's self-regulation programs.



A Reliable Source for Innovation

During these difficult times, you can rely on WWP to fully support the demands of your business.

Our new Side Effect Dropper features an intentional, ergonomic actuation feature that helps to simplify the everyday routine, making your day just a little bit easier. A versatile option for liquid color, skincare, hand and nail formulas.



wwpinc.com

Key Membership Services:

Concierge Support Export Certificates

Cosmetics companies exporting products from the United States are often asked by foreign governments or their overseas distributors to supply export certificates as a required part of the process to import a cosmetic or personal care product into their country. Since 1992, IBA (formerly ICMAD) has provided this “members only” service of fully authorized certificates in a timely manner.

The Certificate of Free Sale (COFS), typically provided by US distributors, states that IBA certifies the named company is a member in good standing and the products listed comply with U.S. FDA GMP Guidelines for Cosmetics and all pertinent regulations, and are sold freely within the U.S. While the US manufacturers are not required to be members of IBA in order for distributors to request a COFS, they are required to be members if they prefer to be listed on the certificate.

Good Manufacturing Practices (GMP) certificates are generally requested of the product manufacturer, defined as the filler of the product. The GMP states that the products listed comply with U.S. FDA GMP Guidelines for Cosmetics and all pertinent regulations, and specifically that cosmetic products not be adulterated or misbranded. As IBA is representing the manufacturer, the company must be a member of IBA. If the distributor prefers to be listed on the certificate, they must also be a member.

More recently, customs agents have requested authentication of legal documents such as Powers of Attorney, Letters of Manufacture, Letters of Agreement, TSE and/or BSE, product formulas, etc. IBA offers a Certificate of Document Authentication (DOC) for this purpose.

Q: How does IBA have the authority to issue these certificates?

A: As the FDA does not require approval or registration of cosmetic products and due to its limited resources, the government agency provides alternative sources of export certificates. IBA is recognized by the FDA, and more than 150 countries, as competent to provide certificates of free sale, good manufacturing practice, and document authentication.

Q: How can I get an export certificate?

A: IBA members can download the appropriate certificate application from the IBA website, www.independentbeauty.org or contact the Import/Export Manager Liv Holley directly. LHolley@IndependentBeauty.org

Q: What are the costs and turn-around times of certificates?

A: Certificates for Hague Convention member countries, which require apostille by the Secretary of State, are \$195 for 3 week processing or \$370 for expedite 2 week turnaround. All other countries, which require embassy legalization, start at \$395 and take at least 6-8 weeks of processing due to backlog from COVID-19.

Q: What is the process once I submit my application?

A: Once received, the Export Manager confirms all information is accurate and correct. The Certificate is created and an invoice is sent to the company representative. Depending on the country, the application visits the Secretary of State and then is sent on for Legalization to the appropriate Embassy - Due to backlog from COVID 19, we are offering Pre-Legalized Scans of the Certificate at no additional charge.

Q: Can IBA provide a Certificate of Origin?

A: Not currently - this is a new certificate we are considering adding to our services.

For additional information on IBA's Certificate Program, please check out our website, www.independentbeauty.org. For questions, feel free to call IBA at 1-800-334-2623 and request the Import/Export Manager - Liv Holley.

For information on the FDA's cosmetic import/export requirements, visit <https://www.fda.gov/cosmetics/cosmetics-international-activities>

For information on doing business internationally, view the US Department of Commerce's International Trade Administration (ITA) at <https://www.trade.gov/> or US Commercial Service, a department of the ITA, at <https://www.trade.gov/let-our-experts-help-0> to find an office near you.

software solutions for cosmetic R&D

Coptis™



Optimize your Product Development
Ensure Global Regulatory Compliance

- ▶ **Coptis™
Lab** **Formulation and Regulatory Software**
From the marketing brief to the regulation file
- ▶ **Coptis™
ToX** **Toxicology information of more than 2,000 substances**
Anticipate the safety of your formulas
- ▶ **Coptis™
Tab** **Mobile module synchronized with Coptis Lab**
Manage specific R&D data at the bench
- ▶ **Coptis™
Ingredients** **Cosmetic Raw Materials database**
Search and discover key raw materials

Choose the Coptis technology solutions
for your laboratory

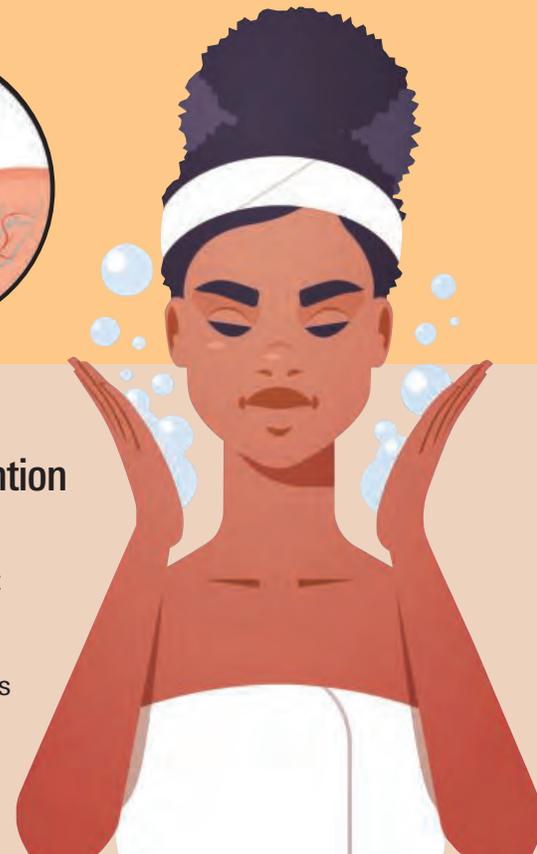
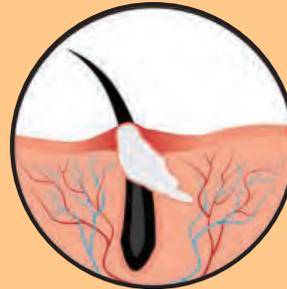
contact@coptis.com - www.coptis.com

BEAUTY & PERSONAL CARE CONSUMER TRENDS

5 Trends We're Seeing in 2020

Attack on Acne

Of all the skin issues that plague beauty consumers, none is more universal than acne. Acne ranked as the #1 top skincare concern among women in their 20's, 30's, 40's and 50's. Acne only fell to the #7 rank when women entered into their 60's.



Treatments she's interested in

- **71%** at home blue/red light therapy
- **68%** vacuum pore cleaner
- **66%** facial steamer
- **59%** derma-planing
- **53%** micro-needling



Topical acne-specific products gaining her attention (and market share)

- **33%** all-over-acne treatment
- **31%** pore strips
- **26%** acne patches/dots/darts
- **17%** chemical exfoliator

DIY Beauty

Do-it-yourself beauty, borne out of curiosity or necessity, is rising. DIY benefits noted by consumers include picking and choosing ingredients (67%), creating products that are an exact match to her DNA (65%), the ability to customize fragrance or scents (62%), customizing sizes (48%).



What she wants from brands

- **45%** want self-curated beauty boxes
- **36%** want DIY customized look kits

What she can't find on shelves, she creates

- **42%** have created their own facial skincare products by mixing products together or adding an ingredient
- **22%** have created makeup products
- **36%** have created hair care products

Rise in DIY services

- **23%** have colored their own hair (first time) during Covid/14% will continue to do so
- **35%** have given themselves a mani-pedi (first time) during Covid/23% will continue to do so



Getting in Touch with her Microbiome

Beauty consumers are setting their sights on refreshing, renewing, and restarting a healthy, clean routine by using cutting-edge ingredients that help boost and protect the overall health of the skin and body, as well as nurture and fortify their microbiome.



How important is it to use beauty products targeting her microbiome?

- Over half say microbiome beauty is very important
- **83%** are interested in purchasing skincare that positively benefits microbiome
- **69%** are willing to spend up to 30% more for microbiome skincare

Of those who have purchased microbiome beauty

- **76%** have purchased facial skincare
- **41%** body care
- **31%** ingestibles
- **30%** hair care



Safe is the new Sexy

Prior to 2020, sustainable packaging and ingredients were gaining importance among beauty buyers. While sustainability still matters, “clean and safe” are buzzwords that now loom larger than ever.

- **44%** say beauty products with “clean” ingredients are even more important since the pandemic began!



CBD on a High

CBD continues to be a superstar beauty ingredient. Powerful, intriguing, and continuing to make a mainstream splash with consumers, cannabis-based beauty products are everywhere.



Why consumers like beauty products containing CBD

- **61%** medical value is well-documented
- **58%** potent ingredient that will address my cosmetic concerns
- **57%** hemp/cannabis is a ‘good for you’ ingredient
- **50%** safe for sensitive skin
- **43%** positive consumer product reviews

Self-reported benefits of using CBD beauty

- **49%** healthier feeling skin
- **48%** reduction in irritation
- **47%** relieves pain
- **46%** relieves muscle pain and stiffness
- **45%** soothes skin/smooth/softer skin



The Benchmarking Company is a bi-coastal beauty and personal care consumer research firm with a proven track record in cosmetics, skincare, beauty devices, men’s personal care, body care, hair care, nail care, fragrance and wellness/personal care. TBC is laser-focused on providing two important aspects of marketing intelligence: quantitative and qualitative consumer research that arms brands with forward-thinking need-to-know information about its customers and prospects, and in-home beauty and personal care product testing to garner 5-star consumer claims that are vital for market success. Using renowned proprietary methodologies, our unique approach to research delivers results that promote growth in market share, bolsters sell-in and sell-through and mitigates legal and regulatory risk for beauty and personal care brands. Visit TBC at www.benchmarkingcompany.com. Email: info@benchmarkingcompany.com

theBenchmarkingCompany

Beauty & Personal Care Consumer Research

IBA EU and UK Program

Independent Beauty Association (IBA) offers members the opportunity to market their products in the European Union and the UK in cooperation with BIORIUS, IBA's endorsed partner for EU and UK registration and legal representation. Together we have developed a program that offers their services as your Responsible Person and helps prepare your Product Information Files (PIFs), two requirements for importing products into the EU and UK.

For a yearly program fee in addition to your IBA membership, BIORIUS's EU and UK addresses are made available for product labeling, and Biorius will provide confidential, safe storage of your product files to be readily available to EU and UK authorities.

Members should be aware that compliance with all parts of the EU Cosmetic Regulation is required, and noncompliance can result in fines, mandatory recalls, or prevention of future importation.



IBA China Program

Independent Beauty Association (IBA) announces an exciting new export program.

IBA has partnered with Chemical Inspection and Regulation Service (CIRS), a leading product regulatory compliance company in China, specializing in the following services to ease China's product registration process:

- Registration of Special Use Cosmetics with NMPA
- Filing of Imported Non-Special Use Cosmetics with local MPAINMPA
- Responsible Person for the Registration or Filing of Imported Cosmetics
- Registration of New Cosmetic Ingredients with NMPA
- Toxicology Safety Assessments
- Review of Product Formulas and Labels
- Customs Clearance Assistance
- Regulatory Compliance Testing for Cosmetics

CIRS also offers IBA member-only benefits free of charge, such as complimentary registration to a CIRS webinar, the CIRS Guidance on Regulatory Compliance of Personal Care Products in China, up to 2 hours of consulting service, and a subscription to the CIRS Newsletter.



Visit our website www.independentbeauty.org for more information.

A photograph of a fresh aloe vera plant with several long, green, pointed leaves and a small, clear glass jar containing a yellowish gel. The background is a light green surface with water droplets.

Specializing in Small Raw Material Sizes

We carry 1,000+ cosmetic ingredients available in small retail sizes for R&D and pilot projects and large quantities for mass production.

FDA Registered | ISO 22716 Certified | USDA Organic Certified
www.makingcosmetics.com



EXPOSURES ARE NOT ALWAYS **BLACK OR WHITE**

All coverages and carriers are not equal. The same is true for insurance exposures and business models. We help our clients identify & analyze the many different claims scenarios associated with their individual operations. A tailored risk management & insurance program is then designed for their specific needs. Our proactive approach, customer first service platform & extensive knowledge of the beauty industry is why CIS has been the industry leader in providing insurance products and risk management solutions to the industry for years.

**CIS, Providing Colorful Insurance Solutions
For Over 40 Years!**

kenneth.hegel@epicbrokers.com | 201.356.0057

www.cosmeticinsurance.com
210 Hudson Street, Suite #601, Jersey City, NJ 07311



**IBA'S EXCLUSIVE
BROKER OF RECORD ON
ALL INSURANCE MATTERS**

Build your expertise

IBA's continuing mission to educate entrepreneurial companies in the cosmetics and personal care industry drives us to create and source the tools you need to thrive. Over the years, the association has created several valuable education offerings, and we continue to expand and innovate educational options for our Membership.

"Members Helping Members": COVID-19 Resources

Since the early stages of COVID-19 containment efforts in the U.S., the IBA team has been working to provide information and resources to help our Members navigate the direct and ripple effects that the pandemic has on our industry and our lives. An extensive webinar series began in March addressing subjects such as Finance, Supply Chain, Loans & Sources of Funding, Manufacturing and Testing Impacts, Hand Sanitizers, and many more topics relevant to cosmetic and personal care product businesses navigating these uncertain times. The complete set of webinars is available in the IBA Online Resource Center. Additionally, business resources were added to a COVID-19 Resource Center on the IBA website.

Technical/Regulatory Forum

The IBA Cosmetic Technical/Regulatory Forum debuted in 2005 to provide a practical, more business-oriented counterpart to the Annual IBA FDA Workshop. It allows experts to provide in-depth information on related topics, including international regulatory requirements and updates, marketing data, and business advice, informing the industry's technical aspects. The Forum provides expert assessments on the latest issues that have captured the attention of consumers, regulators, and the industry. Government officials from FDA, ITA, Homeland Security, and subject matter experts from various fields across the industry present valuable educational content and practical business advice at this exceptional two-day event.

FDA Regulatory Workshop

Since the first FDA Cosmetic Regulations Workshop in Florida in 1983, IBA has invited government officials and the most authoritative experts in our industry to respond to questions about compliance and regulations and offer technical information to help beauty companies prosper. IBA was chosen to create this event because of its focus on small and mid-sized independent cosmetic companies. More than 35 years later, IBA continues to give FDA officials and its experts a platform to address directly and interact with industry to offer education on how to comply with the laws and regulations governing the beauty industry.

Webinars

For nearly ten years, IBA has been offering an online educational initiative to supplement the success of the Forum and FDA Workshop. The IBA Webinar series educates members on topics ranging from domestic and international regulatory compliance to business development advice, brand marketing, import/export, labeling assistance, and more. Webinars are available as assets in IBA's Online Cosmetic Reference Library for on-demand access that works with your schedule. A complete collection of new sessions has been planned out for the next year and beyond. Most new webinar sessions will be included as a Member Benefit with IBA Membership.

EDUCATION

Online Resource Center

IBA is proud to offer an improved and restructured Online Resource Center now included with all memberships. This valuable tool provides a curated compilation of information covering all facets of cosmetics and personal care product development, manufacturing, distribution, and advertising from governments, regulators, and expert industry sources. It contains reference material on topics such as domestic and international regulatory compliance, import/export guidance, product development, marketing legal requirements, ingredient information, accurate product classification, claim substantiation, and much more. Materials include government-issued regulation and guidance documents, articles, white papers, presentations, webinars, and supplemental links to credible, authoritative online sources.

IBA Compliance Clinic

Offered at some leading trade shows and industry events, this Compliance Clinic is an excellent opportunity to have regulatory and technical questions answered on-the-spot by selecting subject matter experts from the IBA network. Appointments are available to ensure access to an expert in the area you are interested in or stop by for walk-up questions and conversations about pressing and relevant topics to your business.

UPCOMING COURSES:

IBA Introduction to Cosmetic Regulatory Affairs Course

This nine-session introductory course will be presented online and available on-demand. This course will present essential regulatory fundamentals to those new to the cosmetics and personal care industry, those in other job functions who wish to expand their expertise and understanding of the regulatory landscape. This course is an ideal onboarding training program for companies needing to introduce new team members to cosmetic regulatory affairs. Topics range from FDA oversight, to claim substantiation, to Labeling, and much more!

IBA Introduction to Legal Affairs Course

This course will provide IBA members with an introduction to the legal topics that are vital to successful companies in the beauty and personal care industry. This multi-session course will be presented online and available on-demand. This course is essential for anyone in the industry to understand legal concepts that will have direct impact on their business. Topics range from Intellectual Property, to Non-Disclosure Agreements and Contracts, to Enforcement Activity, to setting up legal entities, and much more!

IBA Business Course

Candid panel discussions about important business-related topics beauty brands will face as they grow. Experts from IBA Member companies weigh in with personal experiences and lessons learned from real world case studies.

federal package

Brains for beauty.

For more than 40 years, we've been a leading provider of smart solutions for the world's top personal care brands. With a focus on quality, our facility is both FDA-registered and certified organic. From R&D and formulation to filling and more, we help throughout your journey to save time and money every step of the way.

Contact the experts today.

development

filling

blending

decoration

package

innovation

formulation

design

containers

research

analytics

federal package

952-658-7593

8100 Powers Blvd.
Chanassen, MN 55317

FederalPackage.com
info@federalpackage.com

IBA IS THE NONPROFIT TRADE ASSOCIATIONS FOR INDEPENDENT COSMETICS AND PERSONAL CARE BRANDS.



Make the Most of Your IBA Membership – It Has Already Started

Your membership includes the tools and resource you need to elevate your business to the next level. Visit independentbeauty.org today start taking advantage of all that IBA has to offer!

Member
Resources

Professional
Networking

Publications and
Industry Alerts

IndependentBeauty.org

Thank you to our Loyal Members

30 YEARS +

Audrey Morris Cosmetics
Bio-Control Service Group
Cameo Cosmetics
CBI Laboratories, Inc.
Columbia Cosmetics Manufacturing, Inc.
Cosmetic Essence, LLC
Cosmetic Index
Dermalogica, LLC
Diamond Cosmetics, Inc.
Ecometics, Inc.
Fisk Industries, Inc.
Fruit of the Earth, Inc.
Imos/Wilson Beauty Innovations LLC
Joar Labs-Vege-Kurl, Inc.
Jolen Creme Bleach Corp.
Kerstin Florian, Inc.
Mana Products, Inc.
Mark Lees Skin Care, Inc.
Murad, LLC
Paramount Cosmetics, Inc.
Product Integrity Laboratory LLC
Royale Cosmetics Corporation
Rozelle Inc.
Smart Cover Cosmetics
Solo Laboratories, Inc.
Spectrum Cosmetics Labs
Temptu, Inc.
WWP

20 YEARS +

ÁTOI Skincare, Inc.
ABBE Laboratories, Inc.
Allure Labs, Inc.
Apollo Health & Beauty Care
Ben Nye Company, Inc.
Bioelements, Inc.
Brush Off, Inc.
Brushes By Karen
C.O. Bigelow Apothecaries
Carl Geffken Consultants
Church & Dwight Co., Inc.
Colorlab Cosmetics, Inc.
Cosmetic Enterprises, Ltd.
Cosmetic Laboratories
G.S. Cosmeceutical USA, Inc.
GAR Laboratories, Inc.
GDMI, Inc.
Global Cosmetic Industry
Goodier Cosmetics
Gordon Laboratories, Inc.
H&Y Regulatory Graphics
Consultants

International Cosmetics, Inc.
Iredale Cosmetics, Inc.
June Jacobs Labs, LLC/Peter Thomas Roth, LLC
KA Consulting Corp.
Laboratorios Cosméticos Lamarvi S.A.U.
Lasting Impressions, Inc.
Menaji Worldwide, LLC
Montani Cosmetics
MW Labs, Inc.
Naitiques Cosmetic Corp.
Neoteric Cosmetics, Inc.
NuCelle, Inc.
OSEA International
Owen Biosciences, Inc.
Parlux Fragrances, LLC
Perlop Cosmetics, Inc.
Precious Cosmetics P & C Corp.
Process Technologies & Packaging
Star Nail International
Steinberg & Associates
Sun Deep, Inc.
tarte, inc.
The Hain-Celestial Group, Inc.
The Herbarium Ltd.
Tu-K Industries, Inc.
West Coast Cosmetics, Inc.
Youngblood Mineral Cosmetics

10 YEARS +

3LAB, Inc.
A/F Protein, Inc.
Alchimie Forever LLC
Allured Business Media
American International Industries (All)
Ampac USA, Inc.
Anastasia Beverly Hills
Animale Group, SA
Ariel Laboratories, L.P.
Astral Brands
Athena Cosmetics, Inc.
b. hilt cosmeceuticals llc
B. Mathes Consulting Group
Beauty Solutions
Belcam Inc.
Benchmark Cosmetic Laboratories
BENEV Company, Inc.
Besame Cosmetics, Inc.
Bio Creative Labs
biogenesis, inc.
BolognaFiere Cosmoprof s.p.a.
Borghese Inc.
Brenda Christian Cosmetics, Inc.
California Tan, Inc./Australian Gold
Capilatis S.A.
Chella
Chemolee Lab, Corp.
Christian Bardin, LLC
ColorMetrics
ColorProof Color Care Authority
Consumer Product Testing Co.
COOLA
Cosmetic Development Labs
Cosmetic Group USA
Cosmetic Insurance Services a division of Frenkel & Company
Cosmobeauti Lab
Cosway Company, Inc.
CoValence Laboratories
CRC (Cosmoceutical Research Center)
CURiO
Danne Montague King Co. / The Oncor Corp.
Davex Labs, LLC
Demert Brands, Inc.
Dennis Bernard, Inc.
Dermatologic Skin Care Solutions, LLC
DougMar Consultants LLC
Dr. Dennis Gross Skincare
E.T. Browne Drug Co., Inc.
East Hill Industries Inc.
ECRU New York
Egyptian Magic Skin Cream
eos Products LLC
ES Cosmetic Laboratories, Inc.
Essential Wholesale & Labs
Essex Testing Clinic
Everyday Minerals, Inc.
Falic Fashion Group
Fallene, Ltd.
First Aid Beauty
Focal Point Research
Forsythe Cosmetic Group Ltd.
French Transit Ltd.
Giving Beauty
Graftobian Make-up Company
Grafton Cosmetics
Guthy-Renker LLC
Hair Systems, Inc.
Hawknad Specialty Products, LLC
Helix BioMedix
HNC Products, Inc.
House of Cheatham, Inc.
Illuminare Cosmetics, Inc.
Immanence Intégrale Dermo Correction Inc.
Innovative Cosmetic Labs (ICL)
International Cosmeceuticals, Inc.
International Cosmetics & Regulatory Specialists, LLC
It's a New 10 LLC

J. Strickland & Co.
Jack Black LLC
Jessica Cosmetics International, Inc.
JMC, Inc.
JPMS Manufacturing LLC
Juice Beauty
K3 Enterprises, Inc.
Key Brands International Ltd.
KIK Custom Products
Lasio, Inc.
Leading Edge Innovations
LEC Associates LLC
LES LABORATOIRES AZBANE SA
Lifetech Resources LLC
Locke Lord LLP
Luzern
Mad River Science
Malin & Goetz, Inc.
Mario Badescu Skin Care, Inc.
Mcilpack, Inc.
Mehron, Inc.
Michael Giordano International, Inc.
Microbiological Testing & Consulting, Inc.
NEUMA
New Milani Group
NovaLash, Inc.
Novapac Laboratories, Inc.
NSI
Number 4 High Performance Hair Care
OFRA Cosmetics LLC
Oribe Hair Care LLC
Oxygen Development LLC
PakLab
Parfums De Coeur Ltd
PartnerShip LLC
PCA Skin
PhytogenX, Inc.
Prima Fleur Botanicals, Inc.
Prime Enterprises, Inc.
Robanda International, Inc.
Rosa West Laboratories, Inc.
Sage Quality Service
Schoon Scientific & Regulatory Consulting, LLC
Spa De Soleil
Stila Cosmetics
Strength of Nature Global LLC
StriVectin Operating Company, Inc.
Sun-Pro of California, Inc.
Thibiant International Inc. /Thibiant Naturals
Tish & Snooky's Manic Panic NYC
Ultimate Face Cosmetics, Inc.
United 1 International Laboratories, LLC
Valley of the Sun Cosmetics LLC
Xenna Corporation
Xtreme Lashes LLC

Personal Care.

Locke Your Beauty.



It's What Our Clients Deserve. Success in the highly competitive personal care and cosmetics industry has never been easy. We have deep-seated experience representing clients in this area, with particular knowledge in advertising and regulatory matters. We are all about helping you perfect your message to retain a competitive edge across the full range of advertising platforms — be it social or traditional. We are also there for you to defend whatever challenges come your way from the NAD, FTC or a competitor's litigation. We understand the need to protect valuable intellectual property and are on the ready to counter prospective data breaches and ever-evolving privacy issues. We have extensive experience in navigating the ever-increasingly complex regulatory landscape from FDA to FTC matters to state and international regulatory body issues.

So, whether your matter involves litigation, regulatory compliance, advertising, intellectual property, corporate financings or general commercial or corporate matters, we have you covered. Locke Lord recognizes and addresses these and many other evolving challenges by offering a highly experienced team of lawyers from a range of practice areas, whose collective know-how in these areas both in the U.S. and internationally directly benefit our clients. We provide our clients the hands-on service they deserve.

KEY CONTACTS

Sharon Blinkoff

Senior Counsel
New York
212-912-2893
sharon.blinkoff@lockelord.com

Barry J. Bendes

Partner
New York | Princeton
212-912-2911 | 973-520-2333
barry.bendes@lockelord.com

Matthew T. Furton

Partner
Chicago
312-443-0445
mfurton@lockelord.com

Ben Hitchens

Partner
London
+44 (0) 20 7861 9271
ben.hitchens@lockelord.com

Dan Solitro

Partner
Los Angeles
213-687-6747
dsolitro@lockelord.com

Ed Glynn

Of Counsel
Washington, D.C.
202-478-7069
ed.glynn@lockelord.com

Glenn G. Pudelka

Senior Counsel
Boston
617-239-0371
glenn.pudelka@lockelord.com

Ellen Hughes-Jones

Associate
London
+44 (0) 20 7861 9273
ellen.hughes-jones@lockelord.com

Straat Tenney

Associate
New York
212-912-2915
straat.tenney@lockelord.com

www.lockelord.com

Atlanta | Austin | Boston | Brussels | Chicago | Cincinnati | Dallas | Hartford | Hong Kong | Houston | London | Los Angeles
Miami | New Orleans | New York | Princeton | Providence | San Francisco | Stamford | Washington DC | West Palm Beach

Attorney Advertising © 2020 Locke Lord LLP

Locke
Lord^{LLP}

Welcome New Members

AOBiome Therapeutics, Inc	Envisage Consulting LLC	Olaplex, Inc.
Ariana Farina Consulting, LLC	Eurofins Product Testing	Profounda Health & Beauty, Inc
Beauty Mark	European Perfume Works Co. LLC	RAD2 Consultants & Innovation, LLC
BeautyMark Development, LLC	Every Dream Inc.	Revision Skincare
BeautyStat Cosmetics	Farm to Skin	RMS beauty
BKR	Global Beauty Care	Sassy Cosmetics LLC
Brand Evangelists For Beauty Limited (BE For Beauty)	GPS Associates, LLC	Scargo Labs
Cali Chem Inc	Herba Aromatica	Skin Clinical Research and Data Mining
Catalyst Technologies, Inc.	Hush & Hush	Skindex Labs
CellSkinLab Clinical Skincare	I Shay Cosmetics	SkinKick
Chemia Corporation	Inahsi LLC	SKT Strategies, Inc.
Circadia by Dr. Pugliese	Indie Lee & Co	Smart Medicines GMP
Cirebelle	Instill America LLC	Sol de Janeiro
Concentrated Aloe Corporation	Jeffrey Ten Consulting	Sorme Cosmetics, Inc
Crabtree & Evelyn	Kalastyle	Summer Fridays LLC
Dallas Caring Senior Care Inc. dba Aeronetics	Kantian Skincare LLC	Taos AER LLC
Danessa Myricks Beauty, LLC	KERATIN RESEARCH INC	Technical Art of Science, Inc.
Delicate Cosmetics, Inc.	Maesa, LLC	Velocity Production and Packaging
Dermatology Consulting Services, PLLC	Markwins Beauty Brands	Virtue Labs
Developus, Inc	Marq Labs	Vitro Biopharma
Dhaliwal Laboratories Illinois, LLC	Maximilian Zenho & Co., Inc.	Wake Up to Beauty LLC
Diesch Law Group, APC	McConnell Labs, Inc.	White Towel Services
dome BEAUTY	Milk Makeup	Winning Solutions Inc dba Miracle of Aloe
Earth Mama Organics	Miraco Beauty, Inc.	Wormser Corporation
EcoMundo	Nature's Fusions	WPS Group LLC
ECosmetics, Inc.	New High Glass Inc	Zelesnick Consulting
	NuWorld Beauty	

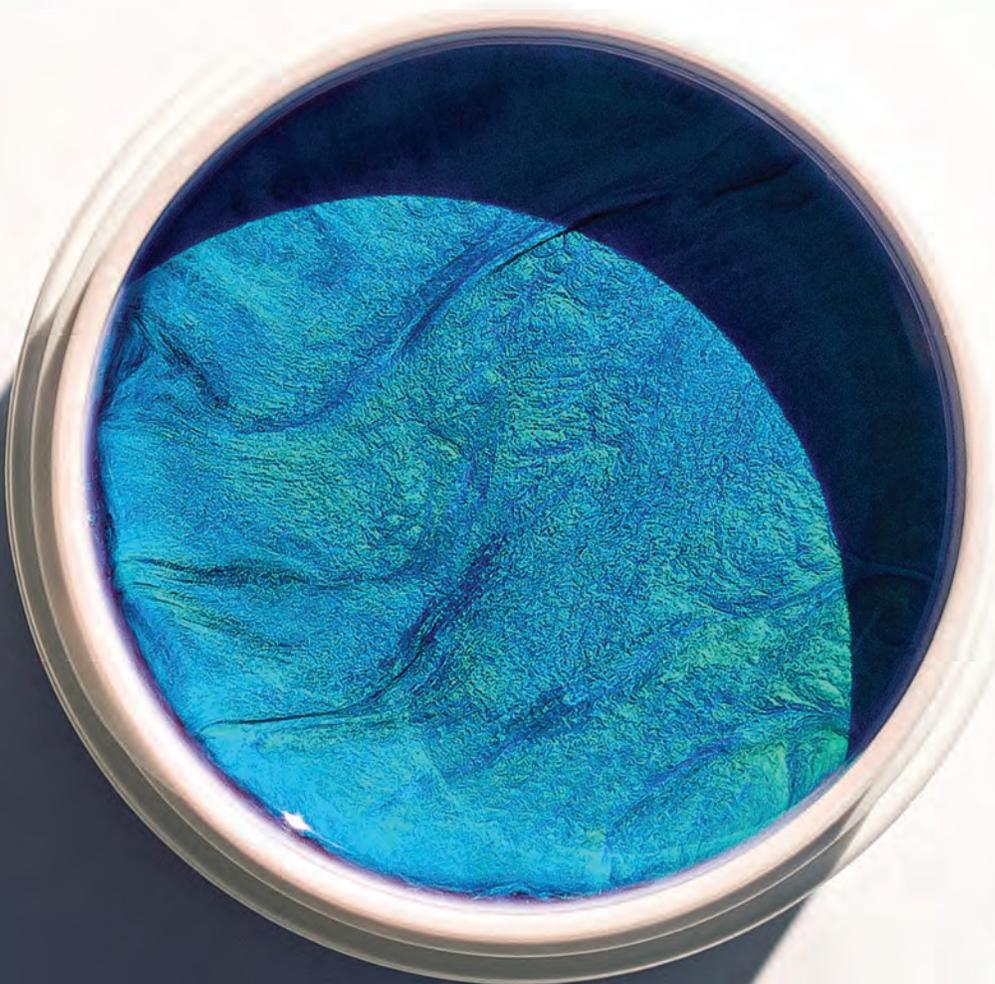
*New members 06/01/2019 – 6/30/2020

Contract Manufacturer
of Custom and Private Label
Skin Care Formulations

CoValence[®]
Laboratories

For 30 years, CoValence has been at the forefront of the skin care industry. We produce high-quality and innovative products for some of the most prominent and trusted brands in the industry.

- Custom Formulation · Private Label · Filling · Boxing
- Reverse Engineering · Packaging Compatibility
- Label Review · Safety Studies · Import/Export Support
- Stability Studies · Documentation Preparation



[CoValence.com](https://www.covalence.com)

Follow us   

@CoValenceLabs



Thank you to our 2019-2020 Supporters!

Support from our partners help advance our mission to foster the success of entrepreneurial companies in the independent cosmetic and personal care industries



WHERE INNOVATION THRIVES™

PRIVATE & CONTROLLED LABEL
CONTRACT MANUFACTURER

garcoa
LABORATORIES
WOMEN OWNED

AWARD WINNING R&D

MANUFACTURING FACILITIES
IN U.S. & CANADA

FULL SERVICE CREATIVE
AGENCY

3RD PARTY CGMP AUDITS

ISO 22716:2007
CERTIFICATION

IN-HOUSE WAREHOUSING,
DISTRIBUTION & LOGISTICS

CUSTOM PRODUCT
FORMULATION

ECO-CERT, EWG & CRUELTY
FREE CERTIFICATION

CUSTOM PACKAGE DESIGN

HAND SANITIZER • ANTIBACTERIAL HAND SOAP • HAIR CARE • SKIN CARE • BODY CARE
LUXURY BATH • OTC ANALGESICS • OTC ACNE/BLEMISH CONTROL • OTC HAIRCARE/DANDRUFF

Contact us at info@garcoa.com or **800.831.4247** to learn about the latest consumer trends, ingredients, & product innovations that will drive growth in 2021 & beyond.

IBA Supports Industry and Government Working Together



U.S. Commercial Service

IBA and the U.S. Department of Commerce's International Trade Administration have a long-standing partnership to promote the interests and exports of U.S. beauty companies over-seas. Together, we help U.S. companies grow their sales, by promoting access to new markets and by advocating for a level playing field in terms of countries' regulations and customs fees and requirements.



INTERNATIONAL
TRADE
ADMINISTRATION

U.S. International Trade Administration (ITA)

The mission of the International Trade Administration (ITA) is to promote the export of goods and services from the United States, particularly by small to medium sized businesses. ITA achieves this mission by assisting U.S. companies to find business opportunities and qualified international partners, as well as addressing potential barriers to U. S. exports.

ITA has a network of trade specialists in 100 U.S. cities and over 85 countries worldwide, that connect U.S. companies to a variety of resources from specialized market research to business matchmaking to finance. This extensive network of trade specialists assists U.S. companies to identify and evaluate new markets, bringing first-hand knowledge of specific countries' business environments and the potential challenges that U.S. companies may face. They also can assist U.S. companies to identify distributors and business partners, as well as other assistance at every stage of the export process.

For more information about how U.S. ITA can help your business, go to <http://www.export.gov>. For questions or more information about how ITA can assist your company, contact: Tracy.Gerstle@trade.gov.



Federal Trade Commission (FTC)

As a consumer or businessperson, you may be more familiar with the work of the Federal Trade Commission than you think. The FTC deals with issues that touch the economic life of every American.

The FTC is the only federal agency with both consumer protection and competition jurisdiction in broad sectors of the economy. The FTC pursues vigorous and effective law enforcement; advances consumers' interests by sharing its expertise with federal and state legislatures and U.S. and international government agencies; develops policy and research tools through hearings, workshops, and conferences; and creates practical and plain-language educational programs for consumers and businesses in a global marketplace with constantly changing technologies. FTC's work is performed by the Bureaus of Consumer Protection, Competition and Economics. That work is aided by the Office of General Counsel and seven regional offices.

History of the FTC

When the FTC was created in 1914, its purpose was to prevent unfair methods of competition in commerce as part of the battle to "bust the trusts." Over the years, Congress passed additional laws giving the agency greater authority to police anticompetitive practices. In 1938, Congress passed a broad prohibition against "unfair and deceptive acts or practices." Since then, the Commission also has been directed to administer a wide variety of other consumer protection laws, including the Telemarketing Sales Rule, the Pay-Per-Call Rule and the Equal Credit Opportunity Act. In 1975, Congress gave the FTC the authority to adopt industry-wide trade regulation rules.

On the next page are some links to FTC.gov pages that contain guidance that is relevant to the cosmetics industry.

How FTC benefits consumers

ADVERTISING AND MARKETING BASICS

Under the law, claims in advertisements must be truthful, cannot be deceptive or unfair, and must be evidence-based. For some specialized products or services, additional rules may apply.

GUIDANCE

- **Ads for Business Opportunities: How To Detect Deception**
- **Advertising and Marketing on the Internet: Rules of the Road**
- **Advertising FAQ's: A Guide for Small Business**
- **Avoid Fake-Degree Burns By Researching Academic Credentials**
- **Big Print. Little Print. What's the Deal?**
- **Business Guidance Concerning Multi-Level Marketing**
- **Business Guide to the FTC's Mail, Internet, or Telephone Order Merchandise Rule**
- **Businessperson's Guide to Federal Warranty Law**
- **Consumer Review Fairness Act: What Businesses Need to Know**
- **Native Advertising: A Guide for Businesses**
- **Scams and Your Small Business: A Guide for Business**
- **Screening Advertisements: A Guide for The Media**
- **Selling a Work-at-Home or Other Business Opportunity? Revised Rule May Apply to You**

WEBSITE: <https://www.ftc.gov/tips-advice/business-center/advertising-and-marketing>

ENVIRONMENTAL MARKETING

Companies are offering consumers an ever-growing assortment of "green" options. But whether your environmental claims are about the product or the packaging, you'll need competent and reliable scientific evidence to support what you say. Find out more by consulting the FTC's revised Green Guides. Have you spotted what you think might be a deceptive claim or practice? File a complaint.

GUIDANCE

- **EnergyGuide Labeling: FAQs for Appliance Manufacturers**
- **Environmental Claims: Summary of the Green Guides**
- **How to Avoid Bamboozling Your Customers**
- **The FTC "Lighting Facts" Label: Questions and Answers for Manufacturers**

WEBSITE: <https://www.ftc.gov/tips-advice/business-center/advertising-and-marketing/environmental-marketing>

ONLINE ADVERTISING AND MARKETING

The Internet connects marketers to customers across the country and around the world. If you advertise online, remember the rules and guidelines that protect consumers also help businesses by maintaining the credibility of the Internet as a marketing medium. In addition, truth-in-advertising standards apply if you sell computers, software, apps, or other products or services. (Questions about kids' privacy online? Read about the Children's Online Privacy Protection Act.)

GUIDANCE

- **.com Disclosures: How to Make Effective Disclosures in Digital Advertising**
- **Advertising and Marketing on the Internet: Rules of the Road**
- **Business Guide to the FTC's Mail, Internet, or Telephone Order Merchandise Rule**
- **CAN-SPAM Act: A Compliance Guide for Business**
- **Consumer Review Fairness Act: What Businesses Need to Know**
- **Electronic Commerce: Selling Internationally A Guide for Businesses**
- **Marketing Your Mobile App: Get It Right from the Start**
- **Native Advertising: A Guide for Businesses**
- **Online Charitable Giving Portals**
- **Scams and Your Small Business: A Guide for Business**
- **Selling on the Internet: Prompt Delivery Rules**
- **The FTC's Endorsement Guides: What People Are Asking**

WEBSITE: <https://www.ftc.gov/tips-advice/business-center/advertising-and-marketing/online-advertising-and-marketing>

ENDORSEMENTS

Do you use endorsements in your marketing? Do they meet the standards of the FTC Act and the FTC's Guides Concerning Use of Endorsements and Testimonials in Advertising (Endorsement Guides)? Find out more by consulting FTC compliance resources.

GUIDANCE

- **Consumer Review Fairness Act: What Businesses Need to Know**
- **Native Advertising: A Guide for Businesses**
- **The FTC's Endorsement Guides: What People Are Asking**

WEBSITE: <https://www.ftc.gov/tips-advice/business-center/advertising-and-marketing/endorsements>

BRINGING BEAUTY TO THE WORLD



THE WORLD'S LARGEST BEAUTY SALES ORGANIZATION

With over 30 years experience and a Team of 25 International and 33 Domestic Sales Managers living in their respective territories, The Kirschner Group, Inc. connects Distributors to the world's leading Beauty Brands.

WHO WE ARE

THE KIRSCHNER GROUP, INC. is a professional sales organization with over 30 years of experience growing America's leading, professional beauty brands. We are the only sales organization in the professional beauty industry to service all 50 states, Canada, and the entire International marketplace with strategically placed reps covering all continents.

OUR CLIENTS Hair/Nail/Esthetic Professional Distributors • Ethnic Distributors • Barber Distributors
Chain Salons • Prestige/Department Stores • Beauty Retailers • E-Commerce • TV Shopping Network

WHAT WE DO

Our global sales division, The Kirschner Group International, connects our brands to the right distributor and retailer then manages the business relationship on a day-to-day basis, to ensure our customers are getting the support they need and our brands are growing.



Corporate HQ: 661.257.6260

28328 Constellation Rd.
Valencia, CA 91355

www.kirschnergroupp.com



[tkg.beauty](https://www.instagram.com/tkg.beauty)

[The Kirschner Group, Inc.](https://www.linkedin.com/company/the-kirschner-group)

Proud member and sponsor of the below industry organizations:



Get the Information You Need with IBA

IBA Digital Newsletter + Weekly Updates

IBA Tech/Reg e-Newsletter

Get the business impact information you need from regulatory and technical updates to the cosmetics and personal care product industry in the U.S. and key international markets. The legislative and regulatory landscape is continuously evolving, and the IBA Tech/Reg e-newsletter brings you timely updates and what the changes mean to your business. This newsletter is a crucial way IBA distributes surveys about relevant topics and initiatives ranging from pending ingredient bans to overarching federal legislative actions. Published every two to three weeks, this newsletter helps keep you on top of Regulatory and Technical news – direct to your inbox.

Members Circle

Members Circle Newsletter is our weekly roundup of association updates, event notices, industry news, member highlights, and so much more - delivered right to your inbox.

CEO Touch Point

A peer-to-peer learning environment encouraging the use of best practices for the growth of the cosmetic industry. Join founders, CEOs, and Presidents committed to building a back-end infrastructure to support and fuel faster growth; sharing best practices; and networking. This is an e-blast delivered to your inbox monthly.



The IBA Complete Guide to U.S. Cosmetic Regulations and Labeling

Thorough explanations of the U.S. laws and regulations governing the labeling of cosmetic and cosmetic drug products to assist beauty companies with their packaging designs and format to ensure compliance with U.S. FDA rules; using:

- Charts
- Checklists
- Illustrations
- Tables

PROTECTING YOUR DREAMS, SINCE 2008...



BIORIUS is assisting cosmetic brands world-wide with compliance of their products.

Thanks to our regulatory experts specialized in regulations within many geographical areas, we help our clients in all their exportation projects.

BIORIUS Group now has several subsidiaries and is able to offer a complete set of services in very competitive timeframes.

biorius BELGIUM

biorius FRANCE

biorius UK

biorius LUX



You create dreams, we protect them

WWW.BIORIUS.COM

Information on Cosmetics Importers : FAQ

How does FDA monitor imports?

FDA works closely with U.S. Customs and Border Protection (CBP) to monitor imports. Imported cosmetics are subject to examination by CBP at the time of entry. Foreign cosmetics that appear to be adulterated or misbranded may be refused entry into the United States. They must be brought into compliance, destroyed, or re-exported. Import refusals of cosmetics are listed on FDA's website and are updated monthly.

Can FDA answer my questions about U.S. Customs requirements?

No. Visit U.S. Customs and Border Protection (CBP) website at <https://www.cbp.gov/trade/basic-import-export> to learn what Customs requirements apply to your imports.

Are all imported cosmetics sampled and examined?

Not all cosmetics are inspected or sampled upon entry into this country. In order to focus inspection efforts most efficiently, FDA issues Import Alerts to advise inspectors of trends in violations. Among the products addressed in Import Alerts are cosmetic-type products marketed with therapeutic claims that cause them to be considered unapproved new drugs under the law, cosmetics that are adulterated because of microbial contamination, failure to meet U.S. requirements for color additives, and bulk shipments of high-risk bovine tissue from BSE (bovine spongiform encephalopathy) countries. For a complete list, see Import Alerts for Industry: Cosmetics.

However, examination of imported cosmetics is not limited to the types of products specified in Import Alerts. Also, the fact that a product has not been detained previously does not protect it from being detained in the future, if it appears to be in violation of U.S. law.

While not all imported products are examined at the time of entry, those not examined are still subject to all the legal requirements of the laws we enforce.

Do imported and domestically produced cosmetics need to meet the same requirements?

Imported cosmetics must comply with the same laws and regulations that apply to those produced domestically. Cosmetic products and ingredients are not subject to premarket approval by FDA, with the exception of color additives. However, they must be safe for consumers under labeled or customary conditions of use, and they must be properly labeled. Color additives must be approved for the intended use; some must be from batches certified by FDA. Firms and individuals who manufacture or market cosmetics are responsible for ensuring that their products are in compliance with U.S. law. To learn more, see <https://www.fda.gov/cosmetics/cosmetics-international-activities/cosmetics-importers#imports1>.

Is it necessary to receive FDA approval before importing cosmetics?

Cosmetic products and ingredients, other than color additives, do not need FDA approval before they go on the market. However, they must not be adulterated or misbranded. This means that they must be safe for consumers under labeled or customary conditions of use, and they must be properly labeled. With the exception of color additives and those ingredients that are prohibited or restricted by FDA regulations, a cosmetic firm may use any ingredient, as long as it does not cause the product to be adulterated in any way. Companies and individuals who manufacture or market cosmetics have a legal responsibility for the safety and labeling of their products.

Remember, however, that some "personal care products" are drugs, or both cosmetics and drugs, under U.S. law. If your product is a drug under U.S. law, it is subject to the requirements for drugs, such as premarket approval. To learn more, see "Is It a Cosmetic, a Drug, or Both? (Or Is It Soap?)" at <https://www.fda.gov/cosmetics/cosmetics-laws-regulations/it-cosmetic-drug-or-both-or-it-soap>.

This information was compiled by the U.S. Food and Drug Administration (FDA) and can be found on the FDA website at "www.fda.gov/cosmetics/cosmetics-international-activities/cosmetics-importers" (09/14/2019).

Do I need to register with FDA in order to import cosmetics?

No. Firms importing products considered to be solely cosmetics in the United States are not required to register with FDA, and a registration number is not required for importing cosmetics into this country. FDA encourages both domestic and foreign cosmetic firms to register their establishments and file Cosmetic Product Ingredient Statements with our Voluntary Cosmetic Registration Program (VCRP), but as its name indicates, participation in this program is voluntary, not mandatory. Please note that the VCRP can only accept Cosmetic Product Ingredient Statements for cosmetics that are already on the market in the United States (21 CFR 720.2).

If your products are drugs, or both cosmetics and drugs, under U.S. law, however, they are subject to requirements for drug registration. Similarly, importers of cosmetic ingredients that are also classified as food products are required to meet the registration requirements of the Bioterrorism Act of 2002 [External Link Disclaimer](#).

What are the international differences in the definitions of cosmetics and drugs?

Many countries define drugs and cosmetics differently from the United States. For example, in some countries, sunscreens are regulated as cosmetics. In the United States, they are regulated as drugs. Hair restoration, skin protectant, pain relief, anti-aging effects that involve the structure or function of the skin, and treatment of acne, dandruff, eczema, or irritated skin are other examples of claims that would cause products to be regulated as drugs (or in some cases, both cosmetics and drugs) in the United States. Cosmetics and drugs are subject to different requirements. To learn more about the differences between cosmetics and drugs under U.S. law, see "Is It a Cosmetic, a Drug, or Both? (Or Is It Soap?)" at <https://www.fda.gov/cosmetics/cosmetics-laws-regulations/it-cosmetic-drug-or-both-or-it-soap>.

Drugs are regulated by FDA's Center for Drug Evaluation and Research (CDER). Please direct questions about drugs to CDER at CDERSmallBusiness@fda.hhs.gov or druginfo@fda.hhs.gov.

What are some of the reasons cosmetics offered for import are refused entry into the United States?

A cosmetic may be refused entry into the United States if it appears not to comply with applicable U.S. laws and regulations in any way. The following are just some of the most common reasons:

- Ingredients or contaminants that cause the product to be unsafe.
- Color additive violations: All color additives must be approved by FDA for the intended use; some must not be used unless they are batch-certified in FDA's own laboratories. Misuse of color additives makes a product adulterated. To learn more, visit <https://www.fda.gov/industry/color-additives-specific-products/color-additives-and-cosmetics-fact-sheet>.
- Prohibited and restricted ingredients: Violating the restrictions on the use of these substances makes a cosmetic adulterated.
- Microbial contamination: Sterility is not required for cosmetic products, but microbial contamination can pose a health hazard and therefore make a product adulterated.
- Labeling violations, such as deficiencies in the ingredient declaration, or failure to include all required labeling information in English (or Spanish, in Puerto Rico).
- Claims that cause a product marketed as a cosmetic to be subject to regulation as a drug under U.S. law.

Remember, these are just some common violations. Any violation of applicable U.S. laws and related regulations may result in a cosmetic being detained.

What ingredients are prohibited or restricted?

If you are an importer, it is essential for you to verify that the products you import comply with regulations that prohibit or restrict the use of certain ingredients. The country of origin may not have the same ingredient prohibitions and restrictions as the United States. But remember, any ingredient is prohibited if it causes the finished cosmetic product to be unsafe for consumers under labeled or customary conditions for use, even if there is no regulation specifically prohibiting or restricting its use in cosmetics.

The complete list can be found on the FDA website at “www.fda.gov/cosmetics/cosmetics-laws-regulations/prohibited-restricted-ingredients-cosmetics”.

Although it’s against the law to use any ingredient that makes a cosmetic harmful when used as intended, FDA has regulations that specifically prohibit or restrict the use of certain ingredients in cosmetics. See <https://www.fda.gov/cosmetics/cosmetics-laws-regulations/prohibited-restricted-ingredients-cosmetics> for the most up to date list.

Are “natural” or “organic” cosmetics required to receive certification?

FDA does not define or regulate terms such as “organic” and “natural.” However, the U.S. Department of Agriculture (USDA) does regulate the use of the term “organic” when used in terms of agricultural ingredient marketing. Questions about the use of organic agricultural ingredients should be directed to USDA. There are also private organizations that certify “natural” and other claims; however, these organizations are in no way affiliated with FDA.

Also, remember that all cosmetics are required to be safe, regardless of the sources of their ingredients. An ingredient’s source does not determine its safety. To learn more, visit <https://www.fda.gov/cosmetics/cosmetics-labeling-claims/organic-cosmetics>.

What are the labeling requirements for cosmetics?

The following are some of the more common labeling concerns affecting importers:

- **Must all labeling be in English?** All required label information must be in English. However, if the product is marketed only in Puerto Rico, it must be labeled in Spanish. If some labeling information appears in another language, all required label information must also appear in that language.
- **Can common or usual names of ingredients used in the country of origin be used on cosmetic labels?** Under the Fair Packaging and Labeling Act, ingredients must be identified by their “common or usual names” in the United States. Terms such as “aqua,” “mel,” or “parfum” are permitted only in parentheses following their common or usual names in English, such as “water,” “honey,” and “fragrance.”
- **Is INCI nomenclature acceptable for identifying botanical ingredients?** INCI (International Nomenclature Cosmetic Ingredient) names for botanical ingredients typically use Latin names for genus and species to identify botanical ingredients. U.S. regulations require the use of common or usual names. Latin terms may be included parenthetically following the common or usual name of an ingredient. Example: Aloe (Aloe Barbadensis) Extract.
- **Are C.I. numbers acceptable for identifying color additives on cosmetic labeling?** C.I. numbers are not acceptable on product labeling unless they are preceded by the color additive names accepted in the U.S. followed by the C.I. number in parentheses. In addition, C.I. numbers do not indicate FDA approval or FDA color certification.
- **I want to import cosmetics without labeling, and label them in the United States before marketing them. Is this permitted?** There is an exemption from ingredient labeling that may apply in such cases. Bulk cosmetics do not have to comply with the cosmetic labeling regulations if the person introducing the shipment is the operator of the establishment where the shipment is going to be repackaged and labeled, or, in a case where someone else is going to introduce the shipment into the United States, if a written agreement signed by the establishment operator is available for customs officials at the time the shipment is offered for import. The labeling exemption will be void, however, if the product is moved from the establishment without the required labeling.

For more details, see <https://www.fda.gov/cosmetics/cosmetics-labeling>.



Regional or Global Regulatory Solutions. Covered.

- Global or Regional Reviews of Raw Materials
- Formula, Claims, and Packaging
- International Product Notification or Registration
- Study Design and Monitoring for Claims Support
- Go-to-Market Strategies
- Due Diligence Reviews



GlobalRegulatoryAssociates

T: 914-456-6050 | E: info@globalregassociates.com

Sustainability | Dependability | Quality

Formulation to shelf-ready contract manufacturing with a commitment to science & sustainability.

- Low Minimum Order Quantities
- Premium Base Cosmetic Products
- Responsibly Sourced Ingredients
- FDA Regulated & Compliant
- cGMP Compliant

Try some of the best stock products we offer with a **FREE "Best Of" Sampler Pack** with coupon code **BESTOFICMAD**



www.essentialwholesale.com (503) 722-7557

 @ewlnatural

 Essential Wholesale

 @ewlnatural



IBA helps you build your expertise, expand your business, grow your network.

Since 1974, IBA has been the voice of independent cosmetic companies around the world. Become a member to take advantage of the business tools available to members, with access to educational programs and business services to grow your business at home and abroad.

New & Upcoming Benefits

- Regional Networking Events
- Career Center
- Technical & Regulatory Newsletter
- Members Circle Newsletter
- Upgraded Resource Center NOW FREE with membership
- Updated Export Certificate Program Process
- New Easier to use website
- More ways to promote your business with new sponsorship options, new products, and services promotion in newsletters, and E-Business Cards in the directory
- Find providers that meet your needs with RFP promotions in our Members Circle Newsletter

Membership is Open to Companies of All Categories & Sizes

Membership Dues

<u>Annual Sales:</u>	<u>Annual Dues:</u>
>\$250 Million	\$9,995
\$100 Million to <\$250 Million	\$5,995
\$25 Million to <\$100 Million	\$3,995
\$10 Million to <\$25 Million	\$3,095
\$5 Million to \$9,999,999	\$2,495
\$1 Million to \$4,999,999	\$1,995
\$500,000 to \$999,999	\$895
Less than \$500,000	\$495

Grow Your Network

Bringing expert technical suppliers and emerging businesses on a personal basis through world-class events, regional meetings, and online tools like our directory and advertising opportunities.

Expand Your Business with Member Services

Helping companies gain access to the global market through programs including export certificates, responsible party representation, and preferred access to foreign suppliers with local expertise.

Build Your Expertise with Education

From start-ups looking for guidance in the core elements of cosmetic design, manufacturing, and business, to mature companies in need of relevant and timely updates on critical issues affecting innovation and business, IBA delivers with virtual events, multi-day conferences, newsletters, and one-on-one support.

Advocacy

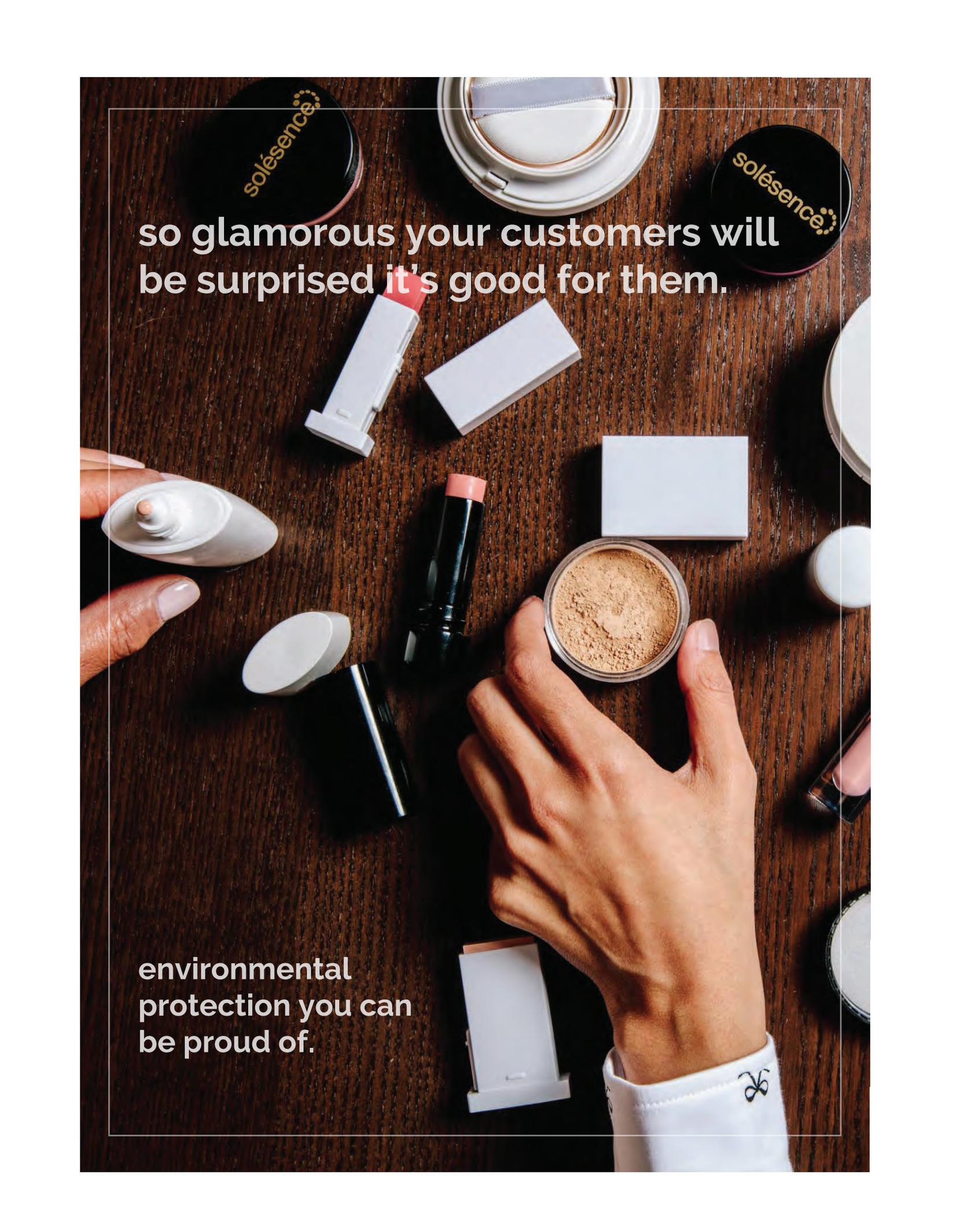
IBA is here to promote relevant regulation based on sound science and to engage and educate legislators on issues that impact your business.

Concierge Level Service

Call us anytime, for anything. We are here to provide personalized support for any question or issue you are facing. Whether regulatory technical or business-related, our staff is available to provide direct answers or connect you to an expert who will. There is no extra fee, and it is what we have been doing for over 40 years



Ready to take your business to the next level with IBA? Learn more & join today at independentbeauty.org



so glamorous your customers will
be surprised it's good for them.

environmental
protection you can
be proud of.

Services

We are on a mission to enhance skin health across the world through mineral-based environmental protection products that are held to a higher standard when it comes to aesthetics and performance. We proudly partner with indie and global beauty brands to offer product concept ideation, formulation development, manufacturing, and market-ready, white label products that help you get to market quickly. Our formulas are patent-protected with our own anti-oxidant boosting and free radical quenching Active Stress Defense technology to help you further differentiate yourself in the market.



Solésence Beauty Science

1319 Marquette Drive
Romeoville, Illinois 60446
hello@solesence.com
(630) 771-6720

solesence.com





Biorius SPRL

113 rue Joseph Wauters
7170 Manage, Belgium
Phone: +32 2 888 40 10
Fax: +32 2 888 40 19
info@biorius.com
www.biorius.com

Principals:

Frédéric Lebreux,
Chief Executive Officer (CEO)
Thomas Lancksweert,
Chief Financial Officer (CFO)
Ferdinand de Roubaix,
Chief Operating Officer (COO)

Biorius is a company established in Belgium assisting cosmetics producers and manufacturers in the compliance of their products. The company is a global leader in its area of expertise and deals with a broad range of regulatory and legal representation. Given its location in the heart of Europe, the company is able to manage the various European regulations at its best (including the role of Responsible Person), having at the same time a thorough knowledge of the implemented law outside the European borders. Biorius has an excellent relationship both with the trade associations and the Competent Authorities. Biorius has also built a partnership implementing an easy solution with IBA in order to assist U.S. companies enter the EU market in full compliance.



Brushes by Karen

P.O. Box 1547
Mineola, NY 11501
Phone: 516-739-7788
Fax: 516-739-7711
info@brushesbykaren.com
www.brushesbykaren.com

Principals:

Karen Bock, President
Theresa Lauro, Sales Manager

Our natural plant-based formulas are EU approved, Vegan, Gluten Free and loaded with Certified Organics. We offer exceptional quality products to wholesale companies that sell products under their own name. With low minimums, the fully stocked product

line is ready for you to label or can be professionally printed for you. Choose from our large selection of stocked goods or custom fill into your own packaging.



**Carl Geffken
Consultants**

Carl Geffken Consultants

Salt Lake City, UT 84047
Phone: (801) 542-0275 / (203) 453-9778
CJGEF@aol.com

Principal:

Carl Geffken, President

Carl Geffken Consultants provides quality assurance and regulatory compliance support for the cosmetic, skincare and OTC drug product industry. Specialties include U.S. and international regulatory compliance, labeling and claims reviews, EU safety assessment and technical dossier preparation, GMP assessment and auditing for the cosmetic and drug facilities. Technical assistance, claim substantiation, support, compliance benchmarking, training and master plan development services also are available from a seasoned professional who is well known in the industry.

Colorlab Cosmetics, Inc.

1112 5th Avenue
Rockford, Illinois 61104
Phone: 815-965-2001
Fax: 815-965-2007
info@colorlabcosmetics.com
www.colorlabprivatelabel.com

Principals:

Mary M. Swaab, CEO and founder
Jason Buell, Chief Operating Officer

Our mission is simple: deliver exceptional service and quality products that are skin friendly and business savvy. Private label and contract manufacturer of cosmetics established in 1996 with factory located in Vermont. Inventors of custom blend cosmetic concept which revolutionized the beauty industry. As a contract manufacturer, we have been building brands for over 20 years from concept to creation. We are small batch specialists (startups) with large run capabilities. Our Vermont manufacturing facility has flexibility

and adjusts with your growth. We are experts in brand development with numerous resources. Colorlab Private Label offers a full line of custom blending and stock cosmetic products which are ready to label in low minimums; paraben free, gluten free, cruelty free, organic, and vegan friendly. Colorlab can enhance your business, pure and simple.



Consumer Product Testing Co.

70 New Dutch Lane
Fairfield, NJ 07004
Phone: 973-808-7111
Fax: 973-253-4059
sales@cptclabs.com
www.cptclabs.com

Principals:

Mel Weiss, Chairman of the Board
Craig Weiss, President
Lon Weiss, COO
Joy Frank, Executive Vice President
William Neumann, Vice President,
Quality Assurance and Regulatory Affairs
Leslie Eberspacher, Director, Sales
Gy Rinaldi, Account Manager
Raj Mukherjee, Account Manager
Joseph Schnitzlein, Account Manager

Consumer Product Testing Company is a worldwide leader in the contract laboratory testing of cosmetics, personal care, pharmaceuticals, medical devices and specialty chemicals. For over 40 years, we have assisted clients with their testing needs from conception to completion. The services offered include clinical safety, claims validation, photobiology, analytical and pharmaceutical chemistry, microbiology, sterility testing, consulting services, in vitro and in vivo toxicology. Our technical staff has extensive experience that is used to assist clients through each phase of the testing process. Our Quality Assurance and Regulatory staff monitors compliance to our internal SOP's and applicable regulations. Our Validation Engineering staff monitors, calibrates and validates equipment to the highest standards. We are ISO 17025 registered.



COPTIS Software Solutions

105 Calvert St., Ste. 200
 Harrison, NY 10528
 Phone: 914-341-1234
 customerservice@coptis.com
 www.coptis.com

Principals:

Anne Karagoz, President
 Marie Thadal, Business Development Executive

Coptis LAB is an integrated system for Cosmetic formulation management and global regulatory compliance. Coptis innovative products keep evolving and all our users benefit from latest updates. This is why the Coptis solutions have become the standard in the cosmetic industry. Ask for a live demo to see how optimized efficiency can reduce time-to-market.



**Cosmetic Insurance Services
 Harborside Financial Center**

210 Hudson Street, Suite 601
 Jersey City, NJ 07311
 Phone: 201-356-3400
 kenneth.hegel@epicbrokers.com
 www.cosmeticinsurance.com

Principals:

Ken Hegel, Jr., Executive Vice President/
 Unit Manager

Cosmetic Insurance Services (CIS) is the nation's leading provider of insurance products to the cosmetic and personal care industry. We are proud to maintain a client base of nearly 1,000 cosmetics and personal care companies including cosmetic manufacturers, distributors, importers, and wholesalers. For more than 40 years, CIS has offered these clients exclusive access to insurance products and programs designed specifically for the beauty industry. We are a broker and advocate for our clients but work seamlessly with the insurance company to provide the broadest and most competitive product in the industry. CIS's market presence affords us leverage with the insurance companies; this leverage translates to better pricing, broader coverage terms, and quicker response time than any other broker in the industry.



Cosmetic Laboratories

3131 Premier Drive
 Irving, TX 75063
 Phone: 972-986-9098
 Fax: 972-986-5261
 info@cosmeticlaboratories.com
 www.cosmeticlaboratories.com

Principals:

Douglas Johnson, President/Owner
 Brett Johnson, Vice President, Finance
 David Johnson, Vice President,
 Research and Development
 Jackie Pack, Vice President,
 Sales and Marketing
 Shelley Strowd, Vice President,
 Operations

Since 1991, Cosmetic Laboratories has built a flawless reputation as a leader in the private label skincare industry. Cosmetic Labs is one of the few manufacturers to offer complete turn-key service, including formula development, packaging selection and decoration. With a convenient location near Dallas/Fort Worth Airport, a major hub city for cosmetics and skincare, Cosmetic Laboratories stays current and on the cutting edge regarding new technologies and ingredients and consistently strives to manufacture innovative and unique formulas for small companies and large corporations alike. World-wide distribution to Europe, Latin America, Canada, Australia, and the Middle Eastern and Pacific Rim Markets.

CoValence Laboratories

460 S. Benson Lane, Ste. 3
 Chandler, AZ 85224
 Phone: (480) 897-0551
 Fax: (480) 897-0547
 customerservice@covalence.com
 https://covalence.com/

Principals:

Pete Vlcek, Chief Executive Officer
 John Wochner, Chief Sales Officer
 James McCoy, Chief Financial Officer
 John Stanek, Director of Marketing and Product Development

For over 30 years, CoValence has been at the forefront of the skin care manufacturing industry and we've partnered with some of the most prominent and trusted brands worldwide. Our continued commitment to producing high-quality and innovative skin care products are the cornerstone of our offering and will be for years to come.



Diamond Cosmetics, Inc.

10551 NW 53rd Street
 Sunrise, FL 33351
 Phone: 954-572-3462
 Fax: 954-572-4020
 lisa@diamondcosmetics.com
 www.diamondcosmetics.com

Principals:

Rick Fisher, President
 Lisa Antinelli, Vice President

Diamond Cosmetics, a private label nail product and cosmetics manufacturer, has been providing companies with nail polish and nail treatments for over 30 years. We understand the challenges of starting your own nail polish and or cosmetics line and strive to make the process easier by offering small minimums while still offering a wide variety of packaging options and colors. In addition to offering variety, we pride ourselves on offering products that are good for you. All of our nail polish is 10 free, vegan friendly, and cruelty free. We also offer a variety of base coats, top coats, and nail treatments along with bio sourced cuticle oils and nail polish remover. Our Cosmetics, including lipstick, lip gloss, matte liquid lipstick, natural lipstick, natural lip gloss, eyeshadow, blush, and concealer, are all made in the USA with FDA approved, quality ingredients and they are highly pigmented, providing long lasting effect.



Dynamic Blending

523 E 1750 N, Suite 100
Vineyard, UT 84059
Phone: 1-844-822-1665
info@dynamicblending.com
www.dynamicblending.com

Principals:

Jordan Erskine, Co-Founder & President
Gavin V. Collier, J.D., Co-Founder & CEO

How many awards has your contract manufacturer won? Dynamic Blending has more than a dozen....and counting. We caught the attention of the cosmetics industry by breaking free of minimum order quantities and high fees by developing an innovative vertical process to bring new products to market. Offering a complete turnkey service, we significantly simplify the R&D, branding, manufacturing, and fulfillment of new products by providing all services by in-house experts. We are the future of contract manufacturing.

Essential Wholesale & Labs

2211 NW Nicolai Street
Portland, OR 97210
Phone: 866-252-9639
Fax: 503-296-5631
info@ewlnatural.com
www.essentialwholesale.com

Principals:

John Landforce, President & CEO
Laura Badcock, Senior Vice President & Chief Formulator

Essential Wholesale & Labs is a contract manufacturer of natural and organic skin and hair care products offering custom formulation, private label, and bulk wholesale products and ingredients. Located in Portland, Oregon, we focus on creating sustainable products that help your brand flourish at any stage. Use our custom formulation if you are looking to scale-up or create from scratch, and we'll guide you from formulation to shelf-ready.

Federal Package Network, Inc.

8100 Powers Blvd.
Chanhassen, MN 55317
Phone: 952-658-7593
Fax: 952-222-3894
info@federalpackage.com
www.federalpackage.com

Principals:

Steve Dakolios, President
Sarah Grobel, Director, Sales & Business Development

With over 40 years of experience, Federal Package partners with our customers to provide the perfect manufacturing solution for your personal care business, all under one roof. From formula development, compounding, filling, decorating, and retail-ready packaging, let us put our technology, creativity, and experience to work for you. We specialize in manufacturing lip balms, natural deodorants and sun screens. We design and manufacture a variety of stock and custom container styles and sizes, from .05 oz. to .65 oz. with all injection molding and automated assembly done on site at our organic certified and FDA registered facility.

Garcoa Laboratories Inc.

26135 Mureau Road
Calabasas, CA 91302
Phone: 800-831-4247 / 818-225-0375
Fax: 818-225-0375
info@garcoa.com
www.garcoa.com

Principals:

Gregory Rubin, CEO
Melinda Rubin, President
Richie Rubin, Executive Vice President

Garcoa Laboratories is America's largest woman owned, private label, controlled label, and contract manufacturer. Our unparalleled commitment to quality, service, value, and innovation has made us the sought-after manufacturer to some of the world's most trusted and familiar brands. Our product offerings include skincare, haircare, men's grooming, multi-cultural, bath/body, effervescent bath bombs, baby, hand sanitizers, antibacterial hand soaps and over-the-counter topical along with light household, and limited vitamins.

Global Regulatory Associates

125 Townsend Drive
Clayton, NC 27527
Phone: 914-456-6050
Fax: 919-359-9818
info@globalregassociates.com
www.globalregassociates.com

Principal:

Karen Yarussi-King, President

We are a team of professionals dedicated to helping our clients meet their global regulatory needs. With over 20+ years of regulatory experience in the cosmetics/personal care industry, our goal is to leverage our knowledge to help our clients find cost-effective, strategic solutions to support domestic and international expansion. Our clients are some of industry's most popular skin care, hair care, personal care, color cosmetics and men's brands including natural products as well as innovative international brands.



H+Y Regulatory Graphics Consultants

344 Valley Road
River Edge, NJ 07661
Phone: 201-214-5018
holly@hyregulatory.com
www.hyregulatory.com

Principals:

Holly C. Young, President

Specializing in regulatory compliant packaging artwork for the U.S. and international arena, H+Y helps launch products locally and worldwide by ensuring that all packaging production-ready art maintains brand identity while meeting global compliance for cosmetic or OTC packaging graphics. Applying unparalleled knowledge and experience in the health and beauty industries to our clients' benefit, H+Y Services include: regulatory graphics compliance pre-production evaluation; regulatory packaging artwork implementation guidance; review of packaging production final art for compliance; regulatory instruction and workshops to packaging design/production staff, regulatory graphics manuals for packaging and design. All H+Y services are geared toward ensuring that the communication between design and regulatory is understood.

International Cosmetics & Regulatory Specialists LLC

947 Manhattan Beach Blvd, Suite A
 Manhattan Beach, CA 90266
 Phone: 310-545-3223
 info@intlcosmetics.com
 www.intlcosmetics.com

Principals:

Janet Winter, CEO
 Georgia Boehm, V.P., Regulatory Affairs

International Cosmetics companies provides regulatory expertise for Cosmetic and OTC Drug compliance. Serving the USA, Europe, Canada, and Australia from three locations; headquartered in California (ICRS LLC), and offices in the UK and EU (ICCS LTD). Following BREXIT, our EU & UK services include: 1223/2009 EC Regulations for PIF/Safety Assessment, Responsible Person, REACH, SDS, and CLP chemical services. US services: US FDA e-Registrations, including California Air Resources Board (CARB) criteria, California Safe Cosmetics Act listing and California Prop 65 compliance. Canadian services: Cosmetic Notifications, drug submission for DIN and NHP, formula/label reviews. Global services: GMP audits to 21CFR211 and ISO 22716.

Locke Lord LLP

Brookfield Place
 200 Vesey Street, 20th Floor
 New York, NY 10281
 Phone: 212-415-8600
 Fax: 212-303-2754
 sharon.blinkoff@lockelord.com
 www.lockelord.com

Principals:

Sharon Blinkoff, Senior Counsel
 Ed Glynn, Of Counsel

Locke Lord is an International, full service law firm with more than 20 offices and lawyers that have deep knowledge and are recognized experts in the legal issues facing the cosmetic and personal care industry. Our cosmetics and personal care group is led by lawyers with deep industry knowledge and particular experience in FDA, FTC and advertising matters, as well as intellectual property, privacy, product distribution, and corporate finance and litigation. Our lawyers regularly advise clients on various state statutes which impact the industry including California's Proposition 65, Carb and the Safe Cosmetics Act and various New York and New Jersey consumer protection and advertising

statutes. With offices in California, New Jersey, and New York the hotbeds of consumer class actions we have seasoned litigators who are skilled in defending these actions. Our lawyers can help navigate the increasingly complex worldwide regulatory landscape, protect valuable intellectual property around the world, and provide the full range of corporate services including formation, finance, and joint venture, licensing and distribution arrangements.



Maclaren Corlett LLP

50 O'Connor Street, Suite 1424
 Ottawa, Ontario, Canada K1P 6L2
 Phone: 613-233-1146
 Fax: 613-233-7190

2 Bloor Street East, Suite 3500
 Toronto, Ontario, Canada M4W 1A8
 Phone: 416-361-3094
 Fax: 416-361-6261

mail@macorlaw.com
 www.macorlaw.com,
 www.maclarencorlett.com

Principals:

Gordon B. Greenwood, Partner
 Mary G. Griffith, Esq., Associate
 Megan E. Fife, Partner

A Canadian law firm assisting local, national, and international clients in successfully negotiating the changing regulatory landscape with regard to ingredients, labeling, advertising, and marketing. The lawyers of Maclaren Corlett LLP are proud of their international reputation. For more than seven decades, our law firm has provided national and international advertising agencies, corporate clients, and their marketing departments with practical, proactive, and timely solutions to a wide variety of legal issues. Our clients treat us as part of their own advertising, marketing, and regulatory teams. Maclaren Corlett LLP serves a client base of corporations, trade associations, international organizations, and non-profit groups.



MakingCosmetics, Inc.

10800 231st Way NE
 Redmond, WA 98053
 Phone: 425-292-9502
 Fax: 425-292-9601
 sales@makingcosmetics.com
 www.makingcosmetics.com

Principal:

Thomas Bombeli

We are a leading supplier of retail and bulk sized cosmetic ingredients and OTC active pharmaceutical ingredients for manufacturing personal care products and color cosmetics. We also offer a formulating service specializing in the development of custom personal care formulas. We operate under strict cGMP quality standards, are ISO 22716 certified, FDA registered, and USDA organic certified.



NuCelle, Inc.

936 Peace Portal Drive, #88
 Blaine, WA 98230
 Phone: 800-877-3131
 deborah@nucelle.com,
 terri@nucelle.com
 www.nucelle.com

Principals:

Deborah Fortescue-Merrin,
 President/CEO
 Terri Switzer, Director of Marketing

NuCelle's physician formulated Skin Conditioning Systems feature NuCelle's own Mandelic Marine® Complex. Each formulation provides an "irritation-free" alternative for sensitive and pigmented skin. They are less sensitizing and remarkably effective in alleviating such conditions as Acne, Melasma, and Rosacea. The anti-microbial properties of Mandelic Acid help to kill the bacteria associated with acne, thus rendering NuCelle's Mandelic Marine Complex® systems, an extremely effective treatment against oily, trouble prone skin. We are certified as "Cruelty-Free" by both PETA/Caring Consumer, and

Leaping Bunny Programmes. NuCèlle® actively supports several animal rescue organizations and promotes the Leaping Bunny goal to end all animal testing.

Pfeiffer Consulting, LLC

9480 Cedar Creek Drive
Bonita Springs, FL 34135
Phone: 239-221-9266
mp-usa@pfeiffer-consulting.com
www.Pfeiffer-consulting.com

Principal:

Michael Pfeiffer, CEO

Preparing safety reports regarding EU Registration 1223/2009, structuring and administrating PIFs, responsible person solutions, cosmetic GMP ISO 22716 audits and implementation of the standard, training of employees (public and in-house seminars), certifying of organic cosmetics.

PhytogenX, Inc.

35 Thousand Oaks Blvd.
Morgantown, PA 19543
Phone: (866) 557-4986
Fax: (610) 286-0112
info@phytogenx.com
www.phytogenx.com

Principals:

Julie Panzner, President
Christophe LeLan, CEO

PhytogenX is a 110,000 square foot FDA-regulated and cGMP-compliant manufacturing facility specializing in skin, hair, and body care products. We are experts in natural, clean, and innovative formulas. We produce creams, lotions, gels, serums, liquids, and more. With a multitude of flexible filling lines and equipment, we are ready to help get your product to market. PhytogenX supports entrepreneurs by offering a low minimum order quantity and we can scale with you as your brand grows. We pride ourselves on innovative formulations, fast turnaround times, and personal customer service. Located outside of Philadelphia, PhytogenX is just a short drive or train ride from NYC.

Product Integrity Laboratory, LLC

12 Orben Drive, Unit 4
Landing, NJ 07850
Phone: 973-770-7707
Fax: 973-770-7711
info@prodinteglab.com
www.prodinteglab.com

Principals:

Howard Baker, President
Adam Baker

Product Integrity Laboratory LLC (PIL) provides technical services including Product Development, Quality Control/Quality Assurance and Regulatory Compliance for companies in the fragrance and cosmetic industry that use contract manufacturers. For more than three decades, PIL has strived to provide the functions of an in-house Quality Control, Product Development, and Regulatory Compliance department. Technical consulting services provided by PIL include Formulation Development, Product Development Testing, Quality Assurance and Quality Control, and Regulatory Compliance. Services are provided so that charges are kept to a minimum while maintaining a responsible level of technical reliability and security. This cultivates long-term relationships with clients. We are here to help you run your business well in technical areas where most people do not have expertise. We are here to provide clients with reliable technical information to support sound business decisions.

REACH24H

REACH24H USA Inc.

11921 Freedom Drive, Suite 550
Reston, VA 20190
Phone: 703-596-8055
Fax: 703-776-9462
robert.kiefer@reach24h.com
www.reach24h.com/en-us,
<https://cosmetic.chemlinked.com>

Principals:

Robert J. Kiefer, General Manager
Crystal Yang, Business Director,
Consumer Product Division

REACH24H is a global regulatory consultancy company with offices in China, USA, Ireland, South Korea, and Taiwan. REACH24H's Cosmetic Team provides cosmetic product registration and consultancy services for China, Europe, and the Asia-Pacific area. Our goal is to help our clients make their products compliant and accessible in every intended market.

Solésence LLC

1319 Marquette Drive
Romeoville, IL 60446
Phone: 630-771-6720
sales@solesence.com
<http://www.solesence.com/>

Principals:

Kevin Cureton, Chief Commercial Officer
Dr. Harry Sarkas, Chief Scientific Officer

Anthony Kozik, Sr. Sales Representative
We partner with global and indie beauty brands to develop and manufacture patented skin care & color cosmetics products in our FDA-registered, cGMP facility. Our market-ready white label and custom developed beauty solutions deliver best-in-class, mineral-based environmental protection via our proprietary Active Stress Defense technology — a one-of-a-kind UV, pollution, IR, and blue light shield that boosts anti-oxidants and quenches free radicals — to give brands the newest innovation against premature skin aging.

Solo Laboratories, Inc.

2200 Parkes Drive
Broadview, IL 60155
Phone: 708-544-2200
Contactus@sololabsinc.com
www.sololabsinc.com

Principal:

Brian Corcoran, CEO

Solo Laboratories, Inc., established in 1927, is a contract manufacturing company capable of formulating and packaging a diversified range of personal care products in a complex of over 100,000 sq. ft. in suburban Chicagoland. We adhere to cGMP guidelines and offer innovation, transparency, and consistency.

Steinberg & Associates, Inc.

315 Ridgely Court
Pompton Plains, NJ 07444
Phone: 609-799-1575
info@steinbergandassociates.com
www.steinbergandassociates.com

Principals:

David Steinberg, FRAPS, President
Mo Lovelace, Vice President Business Development
Debbie Waite, Vice President Business Administration

With over 100 years combined experience providing top-notch cosmetic and USFDA topical OTC drug consulting, along with other related services, Steinberg & Associates stands out as the trusted name cosmetic companies rely on for unsurpassed knowledge and expertise in navigating the ever-changing cosmetic industry regulatory landscape. Sign up today for our free eblasts to stay on top of all the hottest issues affecting your products!

**SUSAN RAFFY
CONSULTING, INC.**

Cosmetic Formulations & Technical Support



Susan Raffy Consulting, Inc.

3304 W. Macarthur Blvd.
Santa Ana, CA 92704
Phone: (714) 444-0414
Fax: 714-941-5444
susan@rockstarchemist.com
www.rockstarchemist.com

Principals:

Susan Raffy, President/Cosmetic Chemist
Elgin Ozlen, General Manager
Elia Gonzalez, Operations Manager
Yesim Ozlen, R&D Manager

Offering over three decades of experience in the personal care industry, our team has worked with hundreds of companies developing personal care products. Susan's formulation experience includes skin, hair, bath, body, fragrance, sunscreens, color cosmetics, OTC products and CBD. We specialize in cosmeceuticals, natural and organic products. We also offer manufacturing and filling capabilities.

The Kirschner Group, Inc.

28328 Constellation Rd
Valencia, CA 91355
Phone: 661-257-6260
Fax: 661-257-6094
info@kirschnergroupp.com
www.kirschnergroupp.com

Principals:

Harlan Kirschner, CEO
Paolo Rezzara, President
Scott Viola, President Retail

As the largest and only global sales organization in the professional beauty industry, The Kirschner Group, Inc. expands your reach both domestically and worldwide. We are a customer service-focused and solution-based sales team making a world of difference for our manufacturer partners and customers. The Kirschner Group, Inc. sales executives cover all 50 U.S. States, Canada, Europe, Middle East, Asia, Central and South America.

Valdata Systems USA, Inc.

20 Kulick Road
Fairfield, NJ 07004
Phone: 888-276-9321
Fax: 973-808-5055
sales@valdatasystems.com
www.valdatasystems.com

Principal:

Tom Winter, President

As experts in Chemical Management since 1996, Valdata Systems is the #1 solution for many industries from pharmaceuticals, nutraceuticals, chemicals, flavors-fragrances, cosmetics and more. Our CMS software suite is designed to deliver complete control over inventory, manufacturing, recipe development, batch execution, and quality. The system uses barcode technology and directly integrates to scales, gathering information that is guaranteed to be 99.99% accurate. Business benefits include: barcoded container-level inventory tracking; real-time paperless production and inventory data; 100% traceability and accountability; audit readiness; accurate weighing and data entry; "prompt and police" enforcement of formulation and processing; and quicker material handling. Customers typically see a 10-20% increase in productivity the first year. Manufacturing with confidence.



WWP

15 Vreeland Road, Suite 4
Florham Park, NJ 07932
Phone: 973-805-6500
Fax: 973-805-6510
hello@wwpbeauty.com
www.wwpbeauty.com

Principals:

Harlan Kirschner, CEO
Paolo Rezzara, President
Scott Viola, President Retail
Jay Halaby, Vice President - Professional Division United States and Canada

WWP Beauty is committed to developing future-focused solutions for the global beauty industry through close collaboration, exceptional agility, and unparalleled scale. Our integrated services cover primary packaging components, flexible tubes, caps and closures, and full service turnkey operations.

Our agility allows us to capitalize quickly on the fast-changing landscape and offer both sustainable and bespoke solutions to meet all our clients' needs. With service and collaborative partnerships as a pillar of our focus and vast in-house manufacturing capabilities, WWP Beauty has the capacity to meet and exceed any brand's needs.

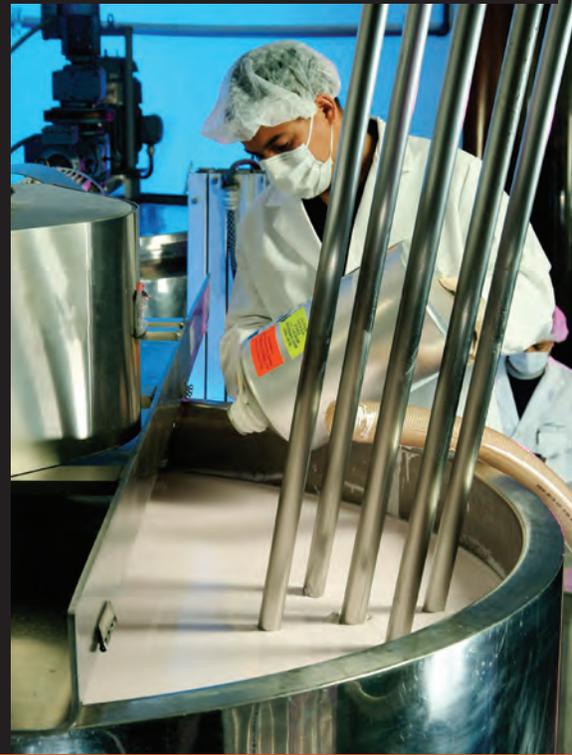
"For more than 30 years, IBA has provided this firm with an important network of B2B contacts, both business and supply chain partners. This organization has been a champion of the "little guy" from Day One, and we aim to continue our growth along with theirs. We rely on IBA for advance guidance on changing regulatory compliance information."

**- Brian Corcoran, President, Solo Laboratories, Inc.,
Member Since 1985**

INDEX OF ADVERTISERS

Benchmarking	28
Biorius	48
Brushes By Karen	Back Cover
Carl Geffken Consultants	22
CIS	32-33
Colorlab Cosmetics	17
Consumer Product Testing Co.	7
COPTIS Software Solutions	27
Cosmetic Laboratories	63
CoValence Laboratories	41
Diamond Cosmetics	22
Dynamic Blending	10-11
Essential Wholesale	52
Federal Package Network, Inc.	36
Garcoa Laboratories Inc.	43
Global Regulatory Associates	52
H+Y Regulatory Graphics Consultants	23
International Cosmetics & Regulatory Specialists LLC	15
Kline Market Trends	8
Locke Lord	39
MakingCosmetics, Inc.	31
NAD	24
NuCelle, Inc.	22
Pfeiffer Consulting LLC	20
PhytogenX, Inc.	13
Product Integrity Laboratory LLC	5
Solesence LLC	54-55
Solo Laboratories, Inc	15
Steinberg & Associates	20
The Kirschner Group, Inc.	46
Valdata	2
WWP	25

Cosmetic LABORATORIES™



Best in Texas



Formulating **YOUR** Vision Into **REALITY!**

Private Label Manufacturing

Skin Care | Bath and Body Care | Hair Care

Incorporated in 1991, Cosmetic Laboratories has built an impeccable reputation in the private label industry. The combined expertise of our professional staff is dedicated to meeting the needs and challenges of today's beauty markets. Operating in our own state of the art manufacturing facility located in the prestigious Las Colinas community in Irving, Texas, USA, Cosmetic Laboratories is on the cutting edge of the cosmetic and skin care industry and serves a wide variety of individual and corporate clients throughout the world.

- Located in Irving, Texas, USA within minutes of DFW International Airport
- World-wide distribution including Europe, Latin America, Canada, Australia, the Middle East, Asia Pacific Rim Markets and Africa
- Member in good standing with the Personal Care Product Council (PCPC), Independent Cosmetic Manufacturers and Distributors Association (ICMAD) and Society of Cosmetic Chemists (SCC)

DFW TEXAS, USA

Cosmetic Laboratories is one of very few private label manufacturers who offer complete turn-key service. From formula development, to packaging selection & decoration to freight forwarding, let our experienced staff assist you every step of the way, without the hassle of having to research and investigate each step on your own.

Visit Cosmetic Laboratories at www.CosmeticLaboratories.com



- Over 28 years experience with more than 4,000 proven formulas
- Private label contract manufacturing and packaging
- High volume capabilities - runs from 1,000 units to 250,000+
- Expert specialization in Aloe Vera; all aloe vera cold-processed, hand-filtered and aloin-free
- Authority on natural botanical extracts, created in-house to ensure quality and purity
- In-house microbiology department
- Custom product formulation, development and/or duplication
- Packaging design and decoration assistance
- Reasonable lead times and minimum order quantities
- Assistance with US and International Regulatory requirements
- Complete Turn Key Service

Call today to begin **creating your Formula for Success!** 972-986-9098



Give your customers a natural choice

From lips to eyes and everything in between, we've got you covered ... *naturally!*

Natural ingredients infused with certified organics derived from plants and vegetables - **vegan and gluten-free**. Foundation, lipstick, lipgloss, mascara, brow powder, liners, cruelty-free brushes and more.

Private label - *our* product with *your* company name.

Made in the USA



Brushes by Karen | Colorstrokes Cosmetics
www.BrushesbyKaren.com | 1.516.739.7788