2021-2022 BEAUTY REFERENCE GUIDE

The Association's Annual Guide to Industry Events & Service Providers

iba™ | INDEPENDENT BEAUTY ASSOCIATION®

THE NON-PROFIT TRADE ASSOCIATION FOR THE INDEPENDENT COSMETIC AND PERSONAL CARE INDUSTRY

COLORSTROKES COSMETICS
Organic · Gluten-Free · Vegan
Made with Natural Ingredients

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

IBA, The Independent Beauty Association, is a non-profit trade association supporting creative and 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 advocacy.

OUR MISSION

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.

iba™ | INDEPENDENT BEAUTY ASSOCIATION®

TABLE OF CONTENTS

PRESIDENT'S MESSAGE 2021 **4**

MEET THE TEAM **7**

BOARD OF DIRECTORS **10**

MEET THE INDEPENDENT BEAUTY ASSOCIATION'S NEW BOARD CHAIR **11**

COMMITTEES **13**

THREE WAYS TO GET INVOLVED **14**

EDUCATION **15**

IBA'S INDEPENDENT BEAUTY INNOVATOR AWARDS **16**

INSPIRING FUTURE TALENT **17**

WHERE ARE THEY NOW? **18**

IBA CELEBRATES ITS MEMBERS ACHIEVEMENTS AND GENEROSITY **20**

MEMBER RESOURCE PARTNERS **22**

STRATEGIC PARTNERS **24**

REGULATORY UPDATE **27**

2021 LEGISLATIVE UPDATE **29**

IBA EXPORT CERTIFICATE PROGRAM **32**

EU/UK/CHINA PROGRAM 2021 **34**

MEMBER BENEFITS **35**

MEMBER LOYALTY **40**

WELCOME NEW MEMBERS **43**

SUPPORTERS **44**

MEDIA & EVENT PARTNERS **45**

ASSOCIATION PARTNERS **48**

DIRECTORY **49**

DEAR ALL:

This last year has been very eventful. Please accept our prayers and best wishes for those who may have loved ones who suffered from COVID.

There have been numerous challenges throughout the year. It is impressive to see how ingenuity and the entrepreneurial spirit of our members and staff have carried us through. Creative DNA lives deep within us. Now, I hope we are on the verge of a bright new future for the industry and our Association.

For the industry, there are a lot of questions to be resolved:

- What will retail look like going forward?
- When will the supply chain normalize?
- What kind of products will consumers seek?
- Where will the latest innovative materials and concepts come from?
- How can we continue to thrive while building back?

At IBA, as we walked with you through the last year, we have modified and adapted programs and information to meet your needs:

In the beginning, we held many webinars dealing with the very practical aspects of how to manage the pandemic.

We monitored and maintained advocacy efforts where necessary to meet our goal of promoting reasonable and proportional legislation based on sound science.

We adapted our FDA Forum and Tech-Reg Workshop to virtual platforms to maintain our legacy of providing the most up-to-date information on emerging issues.

We have enabled our professional staff in Dallas with a new Association Management Software that allows you to find the information you need quickly and efficiently. It will also allow our team to provide top-level support in all our efforts.

Finally, for those of you who partake of our export services, we have been diligent about streamlining the process and giving all of you more transparent information regarding the status of your documents.

Finally, we are pleased to announce that we will be restarting our local networking events in key cities. Our members enjoy meeting each other to share stories and tips. Our aim is to make that happen.

We have remained true to our four pillars: Education, Advocacy, Networking, and Member Service. The Independent Beauty Association 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 2020 as a significant challenge we have overcome together.

Best wishes for your good health and well-being,

Sincerely,

Ken Marenus, Ph.D.
President/CEO
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**!

VALDATA

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

MAKINGCOSMETICS

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

Dr. Ken Marenus
President/CEO
800-334-2623 ext. 109
kmarenus@independentbeauty.org

Ken trained as a cell biologist at U.C.L.A. where he received a Ph.D. in 1980. After serving as a post-doctoral fellow in Biophysics at Johns Hopkins University, Dr. Marenus joined Mary Kay Cosmetics as Manager of their Basic Skin Science Laboratory. In 1986, he joined the Estee Lauder Companies where he retired as Senior Vice President of Product Integrity and Regulatory Affairs Worldwide in 2018

In 2001, Ken was appointed Adjunct Professor of Pharmacology and Industrial Pharmaceutics at Long Island University. He has also held other adjunct faculty positions as Associate Professor of Dermatology at the University of Texas at Dallas, and at the State University of New York (S.U.N.Y.) Stony Brook School of Medicine. Dr. Marenus was also an adjunct Assistant Professor of Biology at C.W. Post College and an instructor in anatomy and physiology.

The Dermal Clinical Evaluation Society elected Ken as its President in 1989

Later, he became President of the Society of Cosmetic Chemists in and was elected to Fellow status in the Society in 1997. In 2011, he was honored with the Society's Merit Award for 27 years of distinguished service.

Within the industry, Dr. Marenus has served on several international panels. He has been an SFDA invited expert on product safety in China and has served in multiple roles for industry trade associations.

He was the Chair of the Scientific and Regulatory Steering Group and Scientific Executive Steering Committee at the Personal Care Products Council. He has also been engaged in the International Cooperation for Cosmetic Regulations (ICCR) since 2010.

In 2018, Ken was named a Patron of the Cosmetic Industry by Cosmetic Alliance Canada.

Dr. Marenus has numerous publications in medical and technical journals as well as numerous patents. He has been recognized internationally as one of the leaders in the field of cosmetic science and technology.

Arnyae Neal
Director, Marketing & Member Development
800-334-2623 ext. 106
aneal@independentbeauty.org

Arnyae has over 10 years of association experience with specific responsibilities in the areas of marketing, membership, member development, and member engagement. Arnyae enjoys the complexities of membership and creating out of the box membership strategies to recruit, retain, and engage members. But most of all, she enjoys connecting with members either on the phone or in-person. Arnyae believes that a personal connection is key to someone joining or renewing their membership.

Previous positions include Director of Membership and Marketing for the American Bar Association's Tax Section, Senior Membership Manager for the American Pharmacists Association, Membership Marketing Manager for the American Public Health Association, and Marketing and Communications Associate for the American Registry of Diagnostic Medical Sonography. Arnyae is an active member of the American Society of Association Executives (ASAE) and currently working towards the Certified Association Executive (CAE) certification.

Arnyae holds a BS in Brand Management and Marketing from North Carolina State University, an MS and MBA from the University of Maryland. Also, Arnyae is pursuing a Doctorate in Business Administration with a concentration in Marketing from Walden University.

MEET THE TEAM

Meredith Petillo
Sr. Director, Technical-Regulatory Affairs
800-334-2623 ext. 110
mpetillo@independentbeauty.org

Meredith leverages over 15 years of experience in cosmetic regulatory affairs, legal advertising claims, product testing and product development to support IBA member companies with regulatory and technical solutions in order to grow and thrive.

She joined the Product Development team at Bare Essentials where she established an in-house Regulatory Department. She was responsible for all regulatory compliance activities and product testing for the U.S. and international launches for Bare Minerals, BUXOM and M.D. Formulations.

She then returned home to the East Coast working on North American Regulatory Affairs for Banana Boat, Hawaiian Tropic and Schick at Energizer (now Edgewell).

She then joined Reckitt Benckiser's Legal department as Advertising Claims Manager. At Reckitt, Meredith developed claims testing protocols, supported NAD challenges, and was responsible for legal approval of all claims and advertising materials for RB's Health & Hygiene portfolios including OTC drugs and other regulated products like Mucinex, Delsym, Air Wick, Lysol, Veet, Clearasil, Durex, among many others.

Before joining the team at IBA, Meredith also provided regulatory and technical consulting services for cosmetics and personal care companies at Product Integrity Laboratory. She holds a B.S. in Biochemistry & Molecular Biology from the University of Richmond and an M.S. in Regulatory Affairs for Drugs, Biologics & Medical Devices from Northeastern University.

Caroline Santayana
Director, Strategic Operations
800-334-2623 ext. 107
csantayana@independentbeauty.org

Caroline has over 6 years of experience working in membership-based nonprofits and associations. Her previous position as an Association Manager for an association management company gave her a wide breadth of experience with more than a dozen trade organizations.

Her experience focuses on associations best practices, board governance, project management, metrics reporting, membership, and marketing. She brings an expert understanding of working with databases and loves volunteer engagement. She also has coordinated numerous conferences with trade shows.

Caroline is a member of the American Society of Association Executives (ASAE) and is working towards the Certified Association Executive (CAE) certification. She holds a BA in International Development and Social Change from Clark University.

Reema Patel
Export Program Manager
800-334-2623 ext.104
rpatel@independentbeauty.org

Reema Patel is a Regulatory Affairs Professional with experience in global cosmetics-drug regulations, human subjects research regulations, and clinical trial research compliance. She began her regulatory career within the investigational clinical trial field, reviewing and approving study submissions at an academic medical center. She made a transition to the cosmetics/OTC industry and has experience ensuring regulatory compliance across fragrance, skincare, body care, OTC, and color cosmetics (eyes, lips, face). More recently, she's been responsible for managing all product dossiers tracking and reporting, chemical registrations, and executing regulatory activities for new product development launches at a large cosmetics company. Reema holds a Master's in Public Health from the University of Texas Health Science Center at Houston.

Catie Anderson
Membership Services Coordinator
800-334-2623 ext. 108
canderson@independentbeauty.org

Catie is an experienced service oriented professional with a diverse background in customer service in a wide range of sectors, from nonprofit, to healthcare, to trade associations.

Catie has a solid background in association membership services. She has previously worked with the American Association of Respiratory Care as their membership services specialist. She enjoys speaking with members and showing them how to maximize their benefits.

She enjoys the creativity that comes with solving an association's membership challenges.

Catie holds a Bachelor of Arts (B.A.) focused on University Studies, Concentration: Mass Communications, Electronic Media, and History from Texas Tech University. She is a member of American Society of Association Executives (ASAE) and Dallas/Ft Worth Association Executives (DFWAE).

Stacie Whittaker
Program Assistant
800-334-2623 ext. 105
swhittaker@independentbeauty.org

Stacie Whittaker is the Program Assistant at the Independent Beauty Association. She was previously in the role of Export Assistant. She served in the United States Air Force for a decade. Her primary role as EMT has been retired, and she now hones her skills in the administrative field. She has a vast and diversified past working in patient administration, surgery/patient scheduler, administrative assisting. Securing a government contract, she became a part of the onboarding team for the Department of Homeland Security. She is now looking forward to her BA in Organizational Management with a specification of Human Resources.

Neva Lindell
Program Assistant
800-334-2623 ext. 115
nlindell@independentbeauty.org

Neva Lindell was reared on a farm in the Midwest and now lives in Dallas. She holds an MBA from Drake University and a BS in Journalism from University of Nebraska. Her work experience has mostly been focused on smaller organizations, including entrepreneurial for-profits and a variety of nonprofits. Neva specializes in marketing, events, and administrative management. At one small business, she planned the company booth presence at the annual trade show, while the owner served as president. Neva has worked for a 501 (c)6 trade organization, served as president of a local 501 (c)3 social organization and completed a 1-year stint on her HOA Board. She appreciates the opportunity to serve members; in the case of IBA, that means helping members do business.

Akemi Ooka
Head of Global Supply Chain Resources
800-334-2623 ext. 103
aooka@independentbeauty.org

Akemi Ooka is a former VP of Product for the J.R. Watkins company. With over 20 years of CPG experience, from Fortune 500 companies to small startups, Akemi ranges from product development to sourcing and supply chain. While at Clorox, Akemi worked in product development on key brands like Armor All, Soft Scrub, and Clorox. She then moved into innovation sourcing, pioneering open innovation, followed by the move to product supply where she led the chemical procurement group. Akemi then moved to The Method Company where design and cutting-edge sustainability was transforming the cleaning industry. She started up the company's procurement function and then transitioned back to product, leading formula/fragrance development. Akemi was most recently VP of Product at J.R. Watkins, where she drove product innovation in hand care, personal care, home care, and OTC remedies. Akemi has a B.A. in Chemistry from Douglass College, Rutgers University and a Ph.D. from UCLA.

IBA Thanks our 2020-2021 Board Members for their distinguished service.

Chris Hobson, Rare Beauty Brands, Inc.
Chair

Elizabeth Corrigan, The Complete Package
Vice Chair

Joseph Atencio, Yellow Wood Partners, LLC
Treasurer

Robb Akridge, Ph.D., REA Innovations LLC
Director

Howard Baker, Product Integrity Laboratory
Director

Gus Bezas, Beauty Minds, LLC
Director

Chris Birchby, COOLA, LLC
Director

Sharon Blinkoff, Locke Lord LLP
Director

Wendy Chang-McEvoy, Dermaceutical Laboratories
Director

Daniela Ciocan, Access Beauty Insiders
Director

Dee DeLuca-Mattos, ECRU New York
Director

Don Frey, The Honest Company
Director

Carl Geffken, Carl Geffken Consultants
Director

Ian Ginsberg, C.O. Bigelow Apothecaries
Director

Susan Goldsberry, Benchmark Cosmetic Labs
Director

Nyakio Grieco, Nyakio Beauty
Director

Carrie Gross, Dr. Dennis Gross Skincare
Director

Tracy Holland, HATCHBEAUTY
Director

Chris James, Quadpack
Director

Stan Katz, Cosmetic Index
Director

Dan Kolhoff, John Paul Mitchell Systems
Director

Kelly Kovack, BeautyMatter
Director

Cashmere Nicole, Beauty Bakerie
Director

Ada Polla, Alchimie Forever / Adamant About Beauty
Director

Jerry Rauchwerger, Beauty Solutions, Ltd.
Director

William Ross, Bill Ross Consultants
Director

Terry Schatz, BioElements
Director

Jennifer Stansbury, The Benchmarking Company
Director

Sonia Summers, Beauty Barrage
Director

Shawn Tavakoli, Beauty Collection
Director

Lisa Thurman, Amazing Cosmetics
Director

Greg Torchiana, Bentley Laboratories
Director

Worth Turner, Elevation Labs
Director

Pamela Viglielmo, Menaji Worldwide, LLC
Director

Craig Weiss, Consumer Product Testing Co.
Director

William Zrebiec, Active Concepts LLC
Director

Elizabeth Corrigan joins IBA's long-standing history of women in leadership as Chair of the IBA Board of Directors!

Elizabeth Corrigan, founder of The Complete Package and Prestige Testing, is a self-made entrepreneur that has made her mark in the beauty industry over the last 25 years by leading some of the largest and most respected global giants like L'Oreal, LVMH, and blissworld. With The Complete Package, Elizabeth has built a team of category experts across key industries with experience in product development, formulation, manufacturing, business development, packaging, supply chain management, and multi-channel retail distribution. Prestige Testing offerings a unique combination of product expertise combined with national and cross-segmented participants in testing panel that allow for high flexibility and result driven processes when testing all consumer products. Prestige also offers before and after photography services and is highly regarded by direct-to-consumer retailers as best in class results. Elizabeth has been a recipient of the SmartCEO Brava Award in 2016, Top 25 NJ Leading Women Entrepreneur in 2013, YWCA Tribute to Women and Industry Award, and was named a 2012 Thought Leader in Beauty by Colgate-Palmolive.

> I have been raised in this industry and love that it embraces common-sense regulation, diversity, ESG initiatives, and innovation, all while advocating for small businesses and entrepreneurship.
>
> I am honored by this opportunity and look forward to continuing the acceleration our members' objectives through strategic programming that will drive further progress in these areas.

Focal Point Research Inc.

Scientific, Regulatory & New Product Consultants for North America

Our team of experienced professionals can help with:

- Regulatory Affairs
- Product Labelling
- Ingredient Compliance
- Quality & Safety
- Cosmetic & Drug Science
- Advertising Claim Support

Contact us at 905-271-2709 or mail@focalpointresearch.net

www.focalpointresearch.net

Locke Lord

Personal Care.

Locke Your Beauty.

It's What Our Clients Deserve. Success in the highly competitive personal care and cosmetics industry has never come easily. Protecting valuable intellectual property, countering prospective data breaches and navigating an increasingly complex regulatory landscape and litigation challenges are but a few of the many obstacles facing companies in this industry. Locke Lord recognizes and addresses these challenges by offering a highly experienced team of lawyers from a range of practice areas, whose collective experience both in the U.S. and internationally directly benefit our clients in this sector. We provide our clients the personal care and hands-on service they deserve.

Our Key Contacts:

- **Sharon A. Blinkoff** | Senior Counsel
  Stamford | sharon.blinkoff@lockelord.com
- **Edward F. Glynn Jr.** | Of Counsel
  Washington, D.C. | ed.glynn@lockelord.com
- **Daniel Solitro** | Partner
  Los Angeles | dsolitro@lockelord.com
- **Glenn G. Pudelka** | Senior Counsel
  Boston | glenn.pudelka@lockelord.com
- **H. Straat Tenney** | Associate
  New York | straat.tenney@lockelord.com

www.lockelord.com

Attorney Advertising © 2021 Locke Lord LLP

IBA is powered by you, our members.

Thank you to our volunteer Committee Chairs and Committee Members who make IBA's work possible.

AUDIT & FINANCE COMMITTEE

The Audit and Finance Committee is broadly responsible for the financial health of the organization.

Committee Chair:
Jim MacPherson, Olaplex Inc.

GOVERNMENT RELATIONS COMMITTEE

The Government Relations Committee focuses on laws and pending legislation affecting Members and advocates for reasonable regulations of the industry.

Committee Chair:
Sharon Blinkoff, Locke Lord LLP

Committee Co-Chair:
Dan Kolhoff, John Paul Mitchell Systems

MEMBER DEVELOPMENT COMMITTEE

The Member Development Committee develops and implements strategies to grow and serve the membership.

Committee Chair:
Don Frey, The Honest Company

NOMINATING COMMITTEE

The Nominating Committee nominates candidates for the Board and manages the Board election process.

Committee Co-Chair:
Ian Ginsberg, C.O. Bigelow Apothecaries

Committee Co-Chair:
Gus Bezas, Founder Beauty Minds, LLC

PARTNERSHIP COMMITTEE

The Partnership Committee develops and promotes partnerships that help members domestically and globally.

Committee Co-Chair:
Chris James, Quadpack

Committee Co-Chair:
Dee DeLuca-Mattos, ECRU New York

TECHNICAL REGULATORY COMMITTEE

The Technical Regulatory Committee plans programming and monitors issues relating to ingredients, testing methods and standards, etc.

Committee Chair:
Craig Weiss, Consumer Products Testing Corporation

Committee Co-Chair:
Karen Yarussi-King

HELP MAKE THE MAGIC HAPPEN!

Learn more about committees at **independentbeauty.org**

Help make the magic happen

1. VOLUNTEER ON A COMMITTEE

IBA is powered by you, our members. Learn more about the Committees that make our work possible at independentbeauty.org/board-of-directors/

2. BECOME A SPEAKER

Speaking at IBA events is a great way to give back to the indie beauty community, share your expertise, and get noticed. If you're interested in speaking at an IBA event, let us know at: members.independentbeauty.org/speakers

3. BECOME A SPONSOR

IBA offers unparalleled opportunities to promote your brand and connect with decision makers in indie beauty. Learn more about event sponsorship, advertising opportunities and more at independentbeauty.org/partner-with-us

EXPANDING IN EU MARKETS?

We support you for a successful brand launch

ENSURING SAFETY & QUALITY OF COSMETIC PRODUCTS

25 Years! Pfeiffer Consulting cosmetic campus

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

We are always at your service, affordable and quick.

www.pfeiffer-consulting.com

contact: mp-usa@pfeiffer-consulting.com

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 Dobreva
Plovdiv 4002
Bulgaria

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.

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. The first ever Virtual IBA Tech/Reg Forum was presented in February 2021 and the virtual platform offers members the benefit of on-demand viewing following the live event. On-demand access became available to members in June 2021 with the implementation of our new Members Portal website.

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 Tech/Reg 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 complimentary assets in IBA's Member Portal 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.

ONLINE RESOURCE LIBRARY

IBA is proud to offer an improved and restructured Online Resource Library 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.

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.

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.

HISTORY:

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.

> 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**

Due to the impact of COVID-19, the IBI Awards will resume in 2022.

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

> 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**

> Thanks to this project, I grew tremendously as a designer and learned so much about the packaging industry. Touring facilities and meeting industry-experts helped me gain valuable insight into the field and how my package could have been adjusted for increased feasibility... I had the opportunity to meet amazing people in the world of design.
>
> **~ Benjamin J Haver,**
> **2020 Young Designers Winner**

YOUNG DESIGNER COMPETITION WINNERS

The annual Young Designers competition hosted by Independent Beauty Association goes all the way back to 1999. It is a stimulating and competitive way to showcase bright, young, and innovative graphic and packaging design students from some of the best schools around the country. It is meant to give students a platform to think outside the box and create imaginative products. Students develop an original product

KAT BRINT

FIRST PLACE WINNER OF 2019 YOUNG DESIGNERS COMPETITION

How did your participation in Young Designers impact your career?

Participating in Young Designers provided the "wow" moment in my portfolio. Showcasing my winning concept and design along with details of the project briefly highlights my creative process and is a conversation starter among colleagues and employers. Having such a strong focal project in my portfolio often catches the eye of potential employers or clients and has made a noticeable difference in my working career and landing interviews and job opportunities.

What work have you accomplished since winning the competition?

Since winning Young Designers I've graduated from Oregon State University and have been working as a brand designer and strategist as well as running my own freelance business. This competition sculpted my career goals and really solidified my love for branding and the job direction I wanted to pursue. I've taken on a range of branding projects in my job and as a freelancer, including launching a total rebrand, creating various websites, and designing a retail store.

Do you have some words of advice for students participating in the Young Designers Award competition?

My advice for students participating in this competition is to identify your target audience early in the project and research what they respond to. I'd also encourage them to think outside of what is typically seen in package design. For example, I wanted an element of sustainability and uniqueness in my design. So, I chose not to do a paper box you'd buy and throw away, and instead created a reusable bag for my packaging. Think outside of the box!

Do you have some words of advice for future packaging designers?

My message for future packaging designers is to think about all the layers of package design, beyond the aesthetics. Nail down your target audience and make a persona for them to keep in mind who you're designing for. Think about what your product is made of and if it will stand out among the saturated cosmetic industry. Keep it fun and practical! If you're not in love with your product chances are others won't be either.

What do you do now?

Shortly after winning the Young Designers competition, I became the Design Manager and Head of Branding for an ecommerce-based gaming company. My role includes managing digital, print, and social media projects while leading a dedicated team of designers. Working closely with the marketing department, I research and analyze data to determine the messaging and focus in designed deliverables. Every day there is a new challenge in package design, animation, illustration, and so much more.

idea and turn it into a reality with a prototype. Over the years, these talented minds have created innovative designs that pave the way for the future of the industry. With talent like that, we wanted to know where these gifts would lead our future designers. We asked some of the previous winners questions to see where they are now.

ERIK ROSNER

FIRST PLACE WINNER OF 2018 YOUNG DESIGNERS COMPETITION

How did your participation in Young Designers impact your career?

This was the first national award and recognition that I won, so not only did it turn eyes to my work, create opportunities for networking, etc. but it also was a confidence boost regarding my own design skills.

What work have you accomplished since winning the competition?

That summer I interned at AT&T DirecTV as a visual/UI designer, and out of design school I was hired at a health and wellness company called Sonic Boom where I've been working as the digital product designer ever since.

Do you have some words of advice for students participating in the Young Designers Award competition?

Even if you aren't happy with your solution at first, keep at it. I went through many iterations and ideas before landing on my final one. Also, there are some valuable skills you will acquire trying to solve a packaging challenge even if that isn't the design field you will eventually end up in.

Do you have some words of advice for future packaging designers?

Don't become fixated on your first good idea if down the road you find that idea no longer works. Also, put in the extra time and effort to make clean cuts, crisp folds and in general make your hand made comps look as production ready as possible.

What do you do now?

I am the Sr. Product Designer at Sonic Boom Wellness, a corporate health and wellness platform. I was hired out of design school as a product designer and have since been promoted to Sr. Product designer. We help people improve their overall health and happiness through building solid health habits. Sonic Boom is a subsidiary of Premise Health, and Industry leader in corporate healthcare.

You can keep up with Erik and his latest designs @erikrosner on Instagram, Dribble, LinkedIn, UnSplash, and Twitter.

IBA celebrates and acknowledges the many achievements and generosity of our members. Our members have made tremendous achievements during an uncertain time and gave back to their communities through generous donations that will make an impact for years to come. We also celebrate our members who have grown and expanded their business during an uncertain time.

This year IBA celebrates Dr. Dennis Gross Skincare, Dr. Bronner's, and Inahsi Naturals.

INAHSI NATURALS, A PLANT-BASED HAIR CARE BRAND CELEBRATES ENTRY TO THE EU MARKET

Inahsi founder Rhonda Marshall and chief of operations Brian Marshall sat down with IBA to share their recent success of completing the regulatory requirements necessary to launch their line in the EU, which is no easy task to achieve.

With a chemistry background from interning at Helene Curtis (Unilever) and a high school chemistry teacher, Rhonda developed her brand Inahsi Naturals in 2012, which means *determined by factors present in an individual from birth, native, inborn innate, natural*. Inahsi was created not only for Rhonda but for women of color with naturally curly hair.

"I had stopped chemically straightening my hair in 2001, a year after the birth of my second child, which was before the natural hair movement exploded, also before YouTube. After years of struggling to find products that worked, I knew I could come up with something better," said Marshall.

Rhonda did just that, developing and manufacturing her products in-house. "Not many indie brands manufacture their products, even fewer that African-American Women-owned," Marshall commented. In 2014, Inahsi launched online and has not slowed down since. While many companies have struggled with the impact of COVID-19, Rhonda's brand has took off not only domestically, but abroad. Customers from Poland, Kuwait, Canada, and the UK have discovered Inahsi. "Because our business is driven so much by social media, people all over the world are always asking about how they can get our products. With a focus on curly, textured hair, we were not completely aware of the high percentage of people across the globe who are looking for products specifically for curly hair types", Rhonda commented. Rhonda and Brian knew it was time to expand their international success – and they started with the EU.

"EU Compliance essentially confirms the efficacy and safety of our products as well as the consistency of our manufacturing processes. It proves that our products are on par with the best-produced brands globally and truly World-Class. A testament to the quality of our formulations and all of the hard work that goes into production," commented Brian Marshall, chief of operations.

While EU compliance can seem overwhelming to a small brand, Rhonda discusses her challenges but feels they are well worth it. "The documentation (PIF) requirements were a challenge. As a small indie brand that manufactures its products, we have many procedures in place, but they were not always documented to the level required for EU & GMP Compliance, so we put in a lot of work to get everything "up to code." We worked with Eco Mundo, who is also an IBA member, to obtain our EU Compliance, and they will also act as our RP in the EU and the UK," Rhonda commented.

Inashi has been a proud IBA member since 2019.

DR. BRONNER'S MAGIC SOAPS FIGHTS COVID-19 WITH ESSENTIALS FOR THE COMMUNITY

At the onset of the COVID-19 pandemic, many businesses struggled to make the best decisions that supported their daily operations. Dr. Bronner's took this time to prioritize the health and wellbeing of their employees and community. For Dr. Bronner's this goes hand in hand with meeting the needs of their customers. We all quickly learned that soap and hand sanitizer would become essential household, workplace, and community essentials.

Like many of our peers in the industry and across the world, Dr. Bronner's moved to work remotely while meeting the ever-growing demand for the new daily essentials. Met with challenges such as increased demand, fulling orders, and new guidelines, Dr. Bronner's persevered.

While facing new challenges, Dr. Bronner's reserved 2% of all hand sanitizer production to donate to at-risk communities and the organizations that serve them, including donations to organizations serving unhoused and low-income populations in San Diego, New York City, San Francisco, and Los Angeles. In 2021, Dr. Bronner's increased the reserve to 4% and has donated over 137,712 units of sanitizer, over 133,998 units of soap, to 210 organizations in over 38 states, including Canada.

IBA applauds Dr. Bronner's for such a generous act that has a tremendous impact on our community.

Dr. Bronner's Magic Soaps has been a proud IBA member since 2012.

DR. DENNIS GROSS SKINCARE DONATES TO SKIN CANCER EDUCATION AND RESEARCH

Dr. Dennis Gross Skincare donated to the Memorial Sloan Kettering Cancer Center (MSK), pledging a $100,000 contribution to fund melanoma fellowships to develop more effective strategies for detecting, preventing, controlling, and, ultimately, curing skin cancer.

This generous donation will support the year-long research of one fellow at Weill Cornel Medicine. During their time at Memorial Sloan Kettering, the fellow will focus on research efforts that will expand the clinical utility of reflectance confocal microscopy (RCM), a noninvasive imaging technology that captures in vivo photos and videos of the top skin layers in real-time to help physicians and scientists noninvasively visualize whether a lesion is suspicious or not before excising skin.

Studies have shown that the use of RCM for secondary evaluation of suspicious skin lesions reduces unnecessary biopsies and surgical excisions, decreasing the risks of associated morbidities, including scars or infections. In the future, there are possibilities to use noninvasive imaging to help predict melanoma and other various skin cancers' behaviors based on their genetic makeup.

"As an alumnus of MSK, I am honored to have the privilege to give back to the institution and support the critical research they are doing to develop skin cancer detection technology," Dr. Dennis Gross, board-certified dermatologist, and co-founder of the namesake brand, says. "I am excited by RCM's potential to give key insights on the molecular makeup of melanoma – scientific breakthroughs that are going to save lives."

Dr. Dennis Gross Skincare has been a proud IBA member since 2005.

IBA's Member Resource Partners offer special discounts to our members.

To get discounts with these and other providers, join today at **independentbeauty.org**.

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 & UK in cooperation with BIORIUS, which is IBA's endorsed partner for EU & UK 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/UK PROGRAM.

CAR RENTAL DISCOUNTS

IBA offers three 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.

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.

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.

REACH24H

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

IBA's strategic partners work with us to develop customized offerings that provide exceptional value for our membership.

BIORIUS

IBA's preferred provider of Responsible Person (RP), product registration and Product Information File (PIF) services for brands selling in the EU and/or UK.

COSMETIC INSURANCE SERVICES

With more than 30 years of experience providing insurance products to the beauty industry, CIS was chosen to provide IBA members with insurance coverage because of their commitment to servicing small and large cosmetic companies as well as their ability to obtain the best insurance products at the most affordable rates.

BEST IN CLASS
IN-STORE EDUCATION, SALES AND EVENT SUPPORT. CONTACT US TODAY TO IGNITE YOUR SALES.
SONIA@BEAUTYBARRAGE.COM

BEAUTY BARRAGE

BEAUTYBARRAGE.COM

REACH24H

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

IBA Member receive 10% discount on services.

federal package

ECO SMART™
Earth friendly plastic that returns to nature™

YOUR PRODUCT, ONLY BETTER

It all starts with a formula and a container. Eco Smart™ by Federal Package, is an earth-conscience sustainability solution that is fully FDA compliant and made in the USA.

This proprietary technology enables plastic components to break down in biologically active environments while providing the same form, fit, and function as our standard line of containers.

R&D ○ FORMULATION ○ BLENDING ○ FILLING ○ LABELING ○ DESIGN ○ CONTAINERS ○ FEDERALPACKAGE.COM

WE ARE THE CONSUMER PRODUCT TESTING℠ COMPANY

CONSUMER PRODUCT TESTING℠ COMPANY

GCP GMP GLP FDA EPA USP ISO

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

CPT℠, **the original** Consumer Product Testing℠ 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: CPT℠.

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

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

There have been notable regulatory activities domestically and in key international export markets stakeholders in the second half of 2020 and first half of 2021. The early months of the COVID-19 pandemic seemed to slow the rollout of new cosmetic oversight initiatives, but regulators have adjusted to virtual and remote conditions, resulting in important changes that industry stakeholders need to monitor.

FEDERAL LEGISLATIVE UPDATE

The U.S. Federal legislative landscape is poised to see sweeping changes in the remainder of 2021 or during 2022. A modernized bill has remained top of mind for industry even after the various cosmetics bills introduced in the 116th Congress did not move out of Committee, having not garnered bipartisan support to move forward at the time. At the time of writing in early July, Rep. Diane Feinstein has introduced a revised draft of her previously introduced bill "Personal Care Products Safety Act" and additional activity and/or bill introductions are expected in the coming months. IBA will continue to be deeply involved with advocating for the best interest of small and independent businesses.

OTC MONOGRAPH REFORM

OTC Drug regulation was completely overhauled with the passage of the CARES Act in March 2020, bringing unexpected and significant changes to how Over-the-Counter Drugs are regulated and introduced user fee requirements via the Over-The-Counter Monograph User Fee Act. Facilities engaging in the manufacture of OTC drugs are subject to FY2021 facility fees of $20,322 for a Monograph Drug Facility (MDF) or $13,538 for a Contract Manufacturing Organization (CMO). Facility fees will be due on an annual basis so companies should ensure the accuracy of their eDRLS information. If your organization has ceased all OTC manufacturing activities, you must update your eDRLS information or the organization may still be liable to pay facility fees in the next fiscal year. In addition to facility fees, certain meeting and change requests are now subject to fees. Known as OTC Monograph Order Requests (OMOR), certain requests for FDA to issue administrative orders (such as adding a new ingredient to a monograph, a new indication, reordering information in the Drug Facts label, and several other types of requests) are broken into two fee rates: Tier 1 - $500,000, Tier 2 - $100,000. These fees are only charged to a person who submits an OMOR to FDA.

CALIFORNIA UPDATE

In September 2020, California enacted CA AB 2762, which goes into effect January 1, 2025 and bans certain intentionally added ingredients that are already prohibited in the E.U.

California Department of Toxic Substance Control is engaging with IBA and industry stakeholders about potential future regulatory action in the nail category and hair straightener & hair relaxer category. IBA requests that all stakeholders for these product categories participate in this process to ensure that DTSC is proposing rulemaking based on accurate understanding of the chemistries and testing related to these products.

E.U. & U.K.

The end of 2020 also signified the end of the Brexit transition period. U.S. companies exporting to the U.K. now have new regulatory compliance considerations for cosmetic regulatory compliance. The U.K. regulations very closely mirror the E.U. Cosmetic Regulation, but it is important to note that two separate Responsible Persons (RPs) are now required for the U.K. and E.U. as well as separate product registrations and safety assessments.

CHANGES IN CHINA

The implementation of the new cosmetics regulation in China, Cosmetic Supervision and Administration Regulation (CSAR). The new regulation replaced the 1989 Cosmetic Hygiene Supervision Regulations (CHSR) and took effect on January 1, 2021. Supplemental interpretation documents and subsidiary regulations continued to be released throughout. One of the most highly anticipated components of CSAR is the pathway for foreign companies to bypass animal testing requirements with a certain GMP certificate issued by the competent authority of the country where they are located. This requirement proves to be challenging for U.S. companies as the FDA does not have mandatory GMP requirements for cosmetics and does not issue these GMP documents. Industry, including IBA, and U.S. government will continue to work with China to establish a viable regulatory pathway for U.S. companies to successfully utilize this important pathway to bypass unnecessary animal testing.

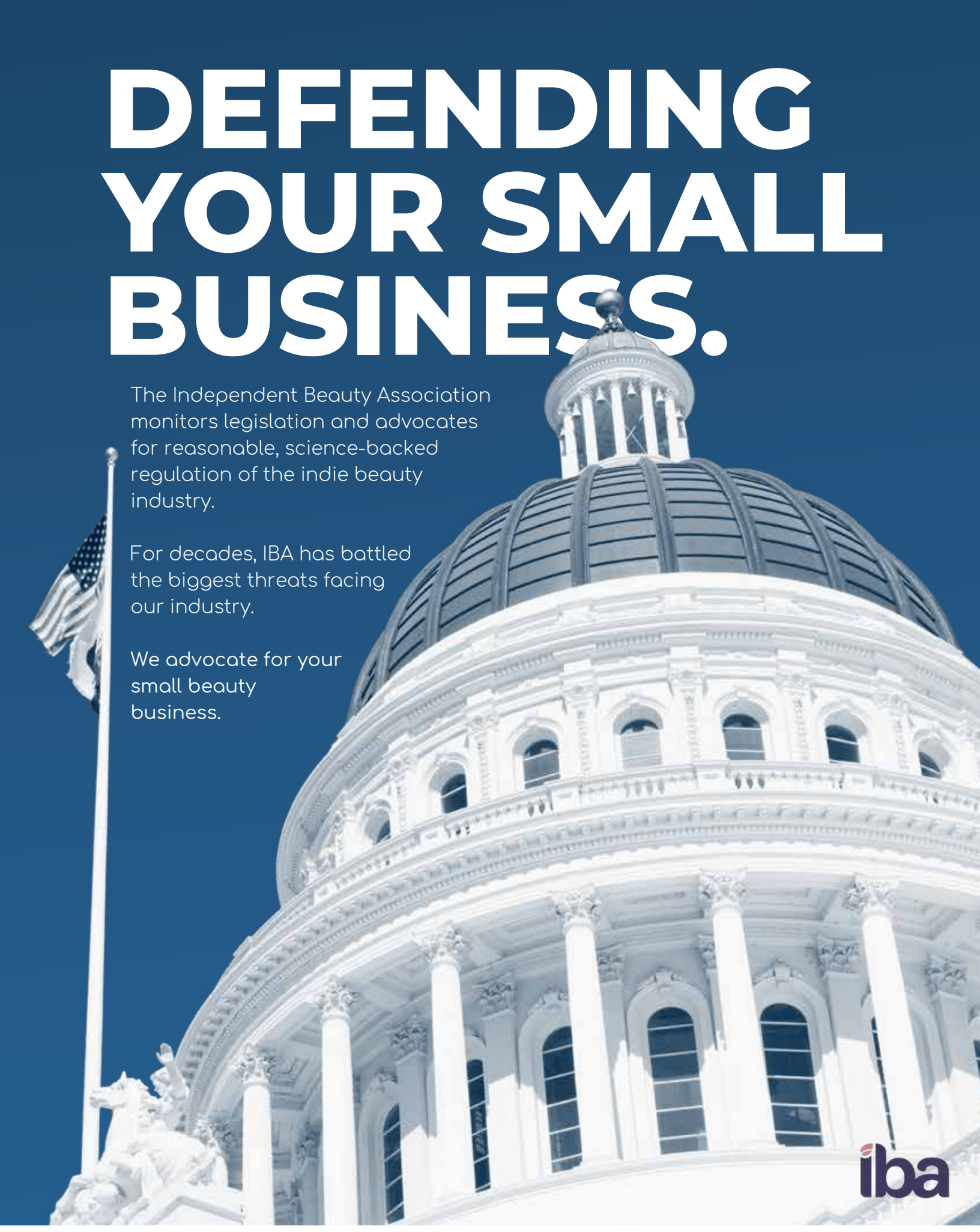
Meredith Petillo
Sr. Director of Technical & Regulatory Affairs

DEFENDING YOUR SMALL BUSINESS.

The Independent Beauty Association monitors legislation and advocates for reasonable, science-backed regulation of the indie beauty industry.

For decades, IBA has battled the biggest threats facing our industry.

We advocate for your small beauty business.



iba

Our mission is to foster the success of entrepreneurial companies in the independent cosmetic and personal care industries.

For the last 12 years, the Independent Beauty Association has been actively involved at both the Federal and State levels to monitor and address legislation that threatens to negatively impact the cosmetic industry and our members. During this time, we have stopped bad Federal legislation from passing by convincing Lamar Alexander, the head of the Senate Committee with oversight over Food and Drug Administration legislation, to agree that he would not support any cosmetic legislation that our association finds unreasonably harmful to the industry. Lamar Alexander retired last year, which has left us without a backstop, so we are preparing to push forward with new Federal Legislation. A brief outline of what we will introduce is below.

This year we actively advocated for relief from legislation that proposed further ingredient bans in California. Recently, we attended hearings held by California's Department of Toxic Control under its safer consumer products legislation that focused on the safety of hair straitening ingredients. We are working on a submission that challenges the scientific basis for the assertions made by the activists at the hearing that question the safety of these ingredients.

On the Federal side, we have drafted a new bill and will once again work on having our it introduced. We found that based upon our experience with first with the Lance bill, and then the successive Pallone and Feinstein bills, that our position was taken more seriously when we introduced our proposed legislation.

IBA's proposition clearly articulated a very different approach to the other bills, not just on provisions, but on matters of policy and how these products should be regulated. The methods that the newly introduced Feinstein and Pallone bills represent are punitive and based on the adoption of the position, promoted by some NGOs, that our products are fundamentally unsafe and require regulation on a far more restrictive basis. These restrictive bills work to stifle small business innovation while solidifying the positions of the large multinationals who continue to dominate this industry.

Our new bill will look a lot like the bill that Congressman Sessions introduced for us several years ago with some significant refinements. Unlike the Feinstein and Pallone approaches (which are punitive bills that ignore the science developments that have occurred since 1938) IBA's position is grounded in the evidence-based reality that our industry has proven extremely safe. The false narrative of their two approaches is that the industry must be held to a heightened regulatory compliance and safety standard – higher even than that imposed by the EU regulatory standards – because our cosmetic products are inherently dangerous. Their bills propose draconian enforcement provisions which provide no due process.

Both bills were modeled on The Food Safety bill that Scott Faber of EWG had written at the Grocery Manufacturers Association. Of note, is that the food industry did have real safety issues and still does. Despite the passage of this bill, foodborne illnesses still result in significant deaths and hospitalizations.

In addition, both the Feinstein and the Pallone approaches provide for serial reviews of all our ingredients. Both seek substantial user fees to fund review of ingredients that have essentially real-world data to demonstrate safety in addition to the safety reviews that have already been conducted on these ingredients around the globe. Notably, the FDA has taken the position in other programs that real-world data carries significant weight on safety questions. Why should small businesses shoulder the burden of paying hefty annual user fees to fund these ingredient reviews? On many levels, including the proration of user fees, the Feinstein and the Pallone approaches favor the large multinationals companies over their smaller entrepreneurial competitors.

The bill we are working on retains the basic structure and concepts of the current FDA law but modernizes it to provide solid national uniformity to preempt state cosmetic laws, ensuring that there will only be one National Standard regulating cosmetics. Our bill will update the basic tenants of the current law to facilitate the integration of

new scientific developments and permit making claims that educate consumers on the benefits of these new technologies. We cannot continue to be hamstrung by arbitrary rules that were developed 90 years ago – cosmetics are not drugs. We have incredible new analytical tools at our disposal. It is time for us to have the ability to use these to not only to create new products, but to be able to promote them as well. This will create new opportunities for entrepreneurial endeavors and, most importantly, encourage the creation of new products that will enhance consumers' health and well-being. Our industry should be able to continue advancing the protection of skin without going through a 5-billion-dollar development program for a New Drug Approval. Congress gave the OTC industry new tools to facilitate innovation. We propose removing arbitrary old rules so that creating these new modalities will be promoted.

The United States led the world in cosmetic regulation 60 years ago. It is now time for us to lead the world in new standards that will not only enhance competition, promote job creation, and raise the United States' global position in the industry, but also provide substantial health benefits at a far lower cost than can be achieved through the drug development pathways. This is now possible because of well-established advances in the methods of assessing safety.

In the members-only section of the IBA website, we will publish further information on our bill, and will be looking for active participation from our membership in making sure that their congressman and senators are educated on the importance of this new bill. We will be providing easy-to-use tools and proposed communications for you to use.

Shortly we will also be asking you to put together a story about how you got started in the industry, the challenges you face, and the problems that the Pallone and Feinstein approach will create for your business. We want pictures of you and your staff and your products, of course. We want very active participants as this is your industry, your companies, and your employees.

Sharon A. Blinkoff
Chair IBA Govt. Affairs Committee
Locke Lord

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

BBB National Programs
National Advertising Division®

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.

© BBB National Programs, 2020. All Rights Reserved.

Cosmetic companies exporting products from the United States are often asked by foreign governments, regulatory bodies, their overseas distributors, or customers to provide certain export certificates as a required part of the import and registration process to successfully bring a cosmetic or personal care product into that country.

IBA initiated its Export Certificate Program in 1992 in response to members' requests for these certificates, which need to be properly authenticated and obtainable in a timely manner.

The IBA Export Certificate Program is available to current IBA Member Companies for cosmetic products manufactured in the United States.

IBA currently offers Certificates of Free Sale, Certificates of GMP, and Document Authentication for over 140 countries. Last year, over 1,700 Export Certificates were processed for IBA Member Companies.

NEW! PROGRAM IMPROVEMENTS

IBA continues to implement improvements to the Export Certificate Program to better support Member Companies' global expansion plans.

- Electronic submissions portal. All IBA Export Certificate applications are now available via the new Member Portal for easier and more efficient submission.
- Application notarization. It is no longer a requirement to notarize each certificate application, streamlining the process for faster processing turnaround.
- Increased customization options. This program exists to help Member Companies successfully access international markets. If you have any special requirements or requests, our team is happy to accommodate whenever possible!

Frequently Asked Questions:

WHAT IS A GMP CERTIFICATE AND WHY WOULD I NEED ONE?

GMP Certificates are an attestation that the listed products are manufactured in accordance with the cosmetic Good Manufacturing Practice guidelines issued by the U.S. FDA, all applicable laws and regulations, and that the products are not adulterated or misbranded. A Certificate of Good Manufacturing Practice (GMP) is required by many countries for import and registration purposes. Your distributor may ask for a GMP Certificate to assist with product registration in-country.

Please note, IBA does not perform GMP audits. The Member Company requesting a GMP Certificate is responsible for assuring that the GMP attestation is accurate.

WHAT IS A CERTIFICATE OF FREE SALE?

A Certificate of Free Sale is an attestation that the products listed in the document are identical to products sold freely and without restriction in the United States. Products that are not sold in the U.S. are not able to be included in Certificates of Free Sale. A Certificate of Free Sale is required by many countries for import and registration purposes. Your distributor may ask for a Certificate of Free Sale to assist with product registration in-country.

WHAT TYPES OF DOCUMENTS CAN I HAVE AUTHENTICATED?

Some common documents that may need to be Authenticated for international registration include: BSE and TSE statements (Bovine Spongiform Encephalopathy, Transmissible Spongiform Encephalopathies), Power of Attorney, Letters of Designation, etc. Please contact the IBA Export team to discuss custom requests. If IBA can issue the document, customization is available to all Members!

CAN I INCLUDE ANY PRODUCT ON AN IBA EXPORT CERTIFICATE? ARE ANY PRODUCTS EXCLUDED?

Only cosmetic products and Over-The-Counter drugs that are regulated as cosmetics in the intended export market can be included in IBA Export Certificates.

The following product categories are currently excluded from IBA Export Certificates: CBD cosmetics, products regulated as drugs in the intended export country, medical devices, dietary supplements/beauty-from-within/ ingestible products.

ARE IBA EXPORT CERTIFICATES INCLUDED WITH MY IBA MEMBERSHIP DUES?

IBA Export Certificates are only available to current IBA Member Companies. Export Certificates are subject to fees in addition to IBA Membership dues. Fees are charged for document processing at the Secretary of State, U.S. State Department and/or embassies. The fees incurred by IBA vary by country and whether expedited service has been requested.

LEARN MORE AT:
members.independentbeauty.org/page/ExportServices

USA, EU...“GLOBAL”?

WHAT PARTS OF YOUR PACKAGING PUZZLE ARE YOU MISSING?

IN THE EVER-CHANGING WORLD OF REGULATIONS H+Y CAN HELP PUT THE PIECES TOGETHER SO YOUR BRAND IS COMPLIANT

- COSMETIC & OTC LABEL REVIEW: USA, CANADA, EU, UK AND “GLOBAL”
- COMPLIANT PACKAGING ARTWORK: USA & BEYOND
- INGREDIENT & CLAIMS REVIEW
- TRANSLATIONS

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

biorius

IBA EU/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 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 the 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.

Contact IBA at info@independentbeauty.org for more information.

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

REACH24H

IBA CHINA PROGRAM

IBA is please to announce an exciting new export program. IBA has partnered with REACH24H, a leading product regulatory compliance consulting company offering one-stop global market access services. Headquartered in China, REACH24H is well positioned to assist companies with navigating the regulatory maze in China and other Asia-Pacific countries. Specifically, REACH24H specializes in and offers the following regulatory services to help companies enter the China cosmetic market:

- Registration of Imported Special Cosmetics with NMPA
- Notification of Imported General Cosmetics with local NMPA
- Responsible Person (RP) Agent for the Registration or Filing of Imported Cosmetics
- Registration and Notification of New Cosmetic Ingredients (NCI) with NMPA
- Toxicology Safety & Risk Assessment Reports
- Review of Cosmetic Product Formula Ingredients and Labels
- Cosmetic Efficacy Evaluation
- Dossier Preparation and Submission
- Customs Clearance Assistance
- Test Coordination
- Cross Border E-Commerce (CBEC) Compliance Consulting
- Consulting Services for Asia-Pacific Region

REACH24H offers IBA members 10% discount on services and on its ChemLinked Cosmetic subscription service offering comprehensive APAC regulatory information and market intelligence. For more information, contact IBA at info@independentbeauty.org.

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.

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

BENEFIT HIGHLIGHTS

- Regional Networking Events
- Career Center
- Technical & Regulatory Newsletter
- Members Circle Newsletter
- Export Certificate Program
- Online Social Networking & Online Directory
- More ways to promote your business with new sponsorship options, new products, and services promotion in newsletters
- Connect with providers that meet your needs with RFP promotions in our Member Circle Newsletter

MEMBERSHIP DUES

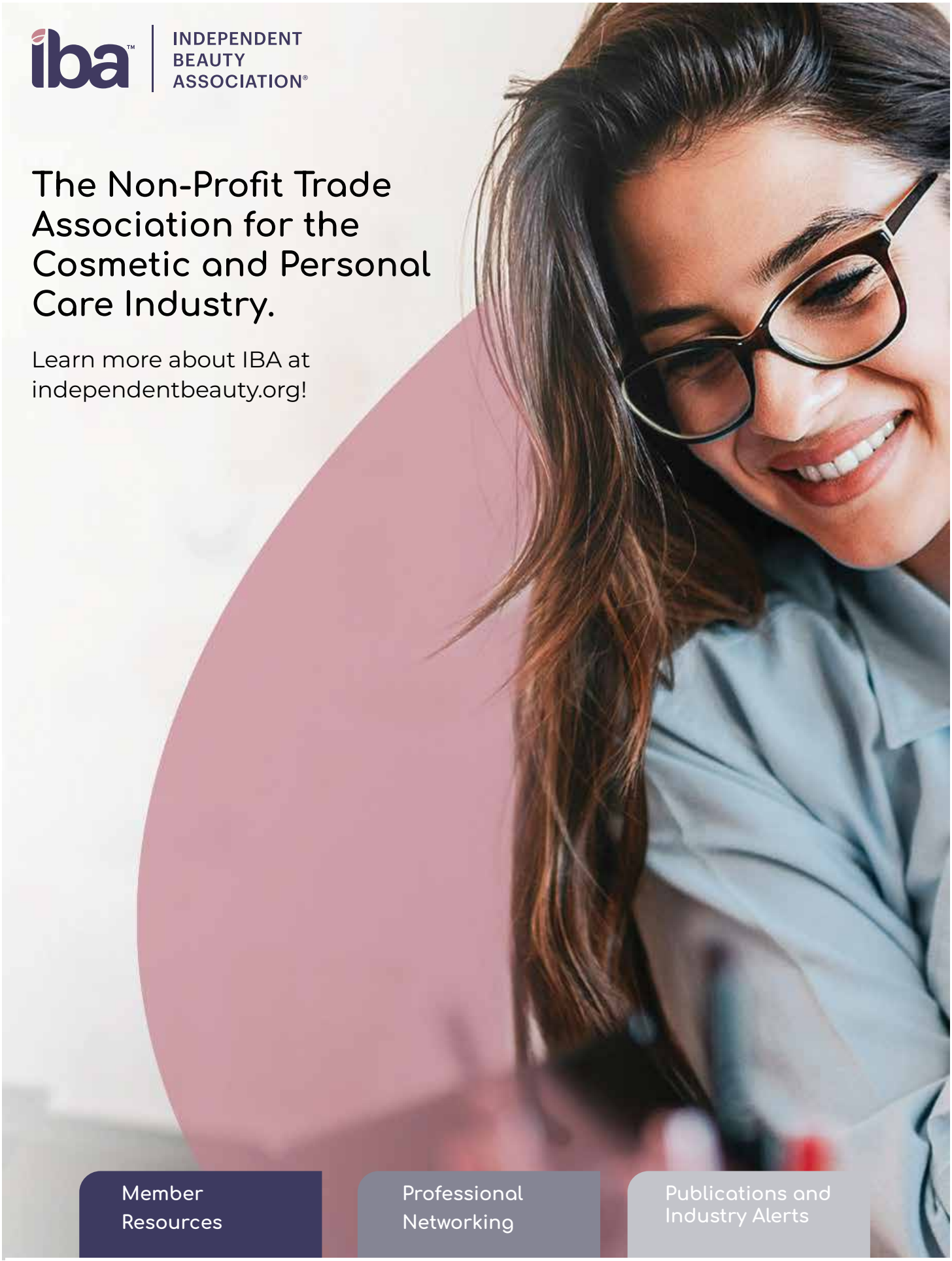
Annual Sales:	Annual Dues:	Annual Sales:	Annual Dues:
> $250 Million	$9,995	$5 Million to $9,999,999	$2,495
$100 Million to < $250 Million	$5,995	$1 Million to $4,999,999	$1,995
$25 Million to < $100 Million	$3,995	$500,000 to $999,999	$895
$10 Million to < $25 Million	$3,095	Less than $500,000	$495

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

INDEPENDENT BEAUTY ASSOCIATION®

The Non-Profit Trade Association for the Cosmetic and Personal Care Industry.

Learn more about IBA at independentbeauty.org!



Member Resources

Professional Networking

Publications and Industry Alerts

Member Resources

- Import/Export Services
- Concierge Service
- Webinars
- Members Only Resource Center
- Online Career Center

Professional Networking

- Member Directory
- Members Only Forum
- Regional Networking Events
- Access to Strategic Partners

Publications and Industry Alerts

- Beauty Reference Guide
- Member Circle Newsletter
- Tech/Reg Newsletter

IBA IS THE NON-PROFIT TRADE ASSOCATION FOR THE COSMETIC AND PERSONAL CARE INDUSTRY

Our mission is to represent, educate and support the growth of entrepreneurial companies in the cosmetic and personal care industry.

Built on a foundation of 4 pillars

EDUCATION
Webinars, meetings, and curated content to bring you technical, regulatory, and export news and resources.

NETWORKING
We connect every link in the supply chain from the brand, to the manufacturer, supplier, retailer, and service providers involved in the beauty industry.

OUR SERVICES
Concierge service is your connection to our in-house knowledge and leading subject matter experts to help you solve everyday industry problems.

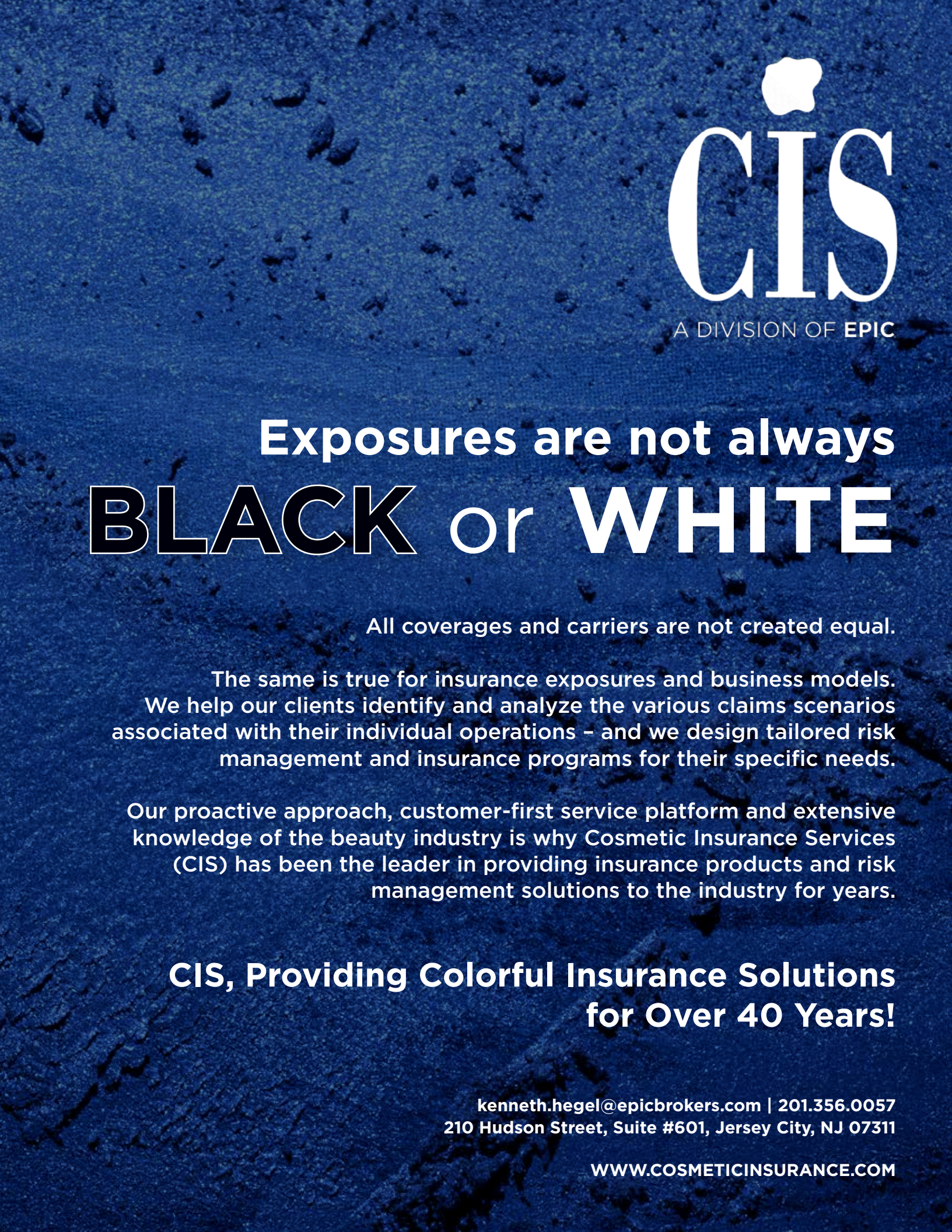
ADVOCACY
We are the central voice of entrepreneurial companies in the independent cosmetic and personal care industries. We bring attention to and make progress on the issues that affect our industry.

The Beauty of Independence™

independentbeauty.org

Contact us: info@independentbeauty.org | 800-334-2623

IBA'S EXCLUSIVE
BROKER OF RECORD ON
ALL INSURANCE MATTERS


CIS
A DIVISION OF EPIC
Exposures are not always
BLACK or WHITE
All coverages and carriers are not created equal.
The same is true for insurance exposures and business models. We help our clients identify and analyze the various claims scenarios associated with their individual operations – and we design tailored risk management and insurance programs for their specific needs.
Our proactive approach, customer-first service platform and extensive knowledge of the beauty industry is why Cosmetic Insurance Services (CIS) has been the 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
210 Hudson Street, Suite #601, Jersey City, NJ 07311
WWW.COSMETICINSURANCE.COM

Thank you to our Loyal Members!

30+

ATOI Skincare, Inc.
Audrey Morris Cosmetics
Bio-Control Service Group
Cameo Cosmetics
CBI Laboratories, Inc. dba Voyant Beauty
Columbia Cosmetics Manufacturing, Inc.
Cosmetic Development Systems
Cosmetic Index
Dermalogica, LLC
Diamond Cosmetics, Inc.
Ecometics, Inc.
Fisk Industries, Inc.
Gordon Laboratories, Inc.
Imos/Wilson Beauty Innovations LLC
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.
Solo Laboratories, Inc.
Sun Deep, Inc.
Temptu, Inc.
Vege Labs, Inc.
WWP Beauty

20+

Abbe Laboratories, Inc.
Allure Labs, Inc.
Apollo Health & Beauty Care
Ariel Laboratories, L.P.
Ben Nye Company, Inc.
Bioelements, Inc.
BolognaFiere Cosmoprof s.p.a.
Brush Off, Inc.
Brushes By Karen
C.O. Bigelow Apothecaries
Carl Geffken Consultants
Colorlab Cosmetics, Inc.
Cosmetic Enterprises, Ltd.
Cosmetic Laboratories
G.S. Cosmeceutical USA, Inc.
GAR Laboratories, Inc.
GDMI, Inc.
Global Cosmetic Industry
Goodier Cosmetics
H&Y Regulatory Graphics Consultants
Hair Systems, Inc.
Illuminare Cosmetics, Inc.
International Cosmeticare, Inc.
Iredale Cosmetics, Inc.
June Jacobs Labs/Peter Thomas Roth, LLC
KA Consulting Corp.
Laboratorios Cosmeticos Lamarvi S.A.U.
Lasting Impressions, Inc.
Menaji Worldwide, LLC
Montani Cosmetics
Neoteric Cosmetics, Inc.
NuCelle, Inc.
Owen Biosciences, Inc.
Parfums De Coeur Ltd
Parlux Fragrances, LLC
Perlop Cosmetics, Inc.
Precious Cosmetics P & C Corp.
Process Technologies & Packaging
Star Nail International
Steinberg & Associates
Tarte, Inc.
The Hain-Celestial Group, Inc.
The Herbarium Ltd.
Tu-K Industries, Inc.
Universal Packaging Systems Inc. Paklab
Valley of the Sun Cosmetics LLC
West Coast Cosmetics, Inc.
Youngblood Mineral Cosmetics

10+

3Lab, Inc.
A/F Protein, Inc.
Absolute New York
Akzentz
Alchimie Forever LLC
Aloxxi International
American International Industries (AII)
Anastasia Beverly Hills
Astral Brands
Athena Cosmetics, Inc.
Atlantis Laboratories, Inc.
Beauty Solutions
Belcam Inc.
Benchmark Cosmetic Laboratories
Besame Cosmetics, Inc.
Bio Creative Labs
Biogenesis, Inc.
Borghese Inc.
Bramble Berry, Inc.
California Tan, Inc./Australian Gold
CAO Cosmetics
Caribbean Breeze, Inc.
ChemAid Laboratories, Inc. a KDC Company
Chemolee Lab, Corp.
Christian Bardin, LLC
ColorMetrics
ColorProof Color Care Authority
Consumer Product Testing Co.
COOLA
Coptis, Inc.
Cosmetic Alchemy, LLC
Cosmetic Development Labs
Cosmetic Group USA
Cosmobeauti Lab
Cosway Company, Inc.
CoValence Laboratories
CRC (Cosmoceutical Research Center)
CURiO
Davex Labs, LLC
DC Labs, Inc.
Demert Brands, Inc.
Dennis Bernard, Inc.
Dermatologic Skin Care Solutions, LLC
Diamond Wipes International, Inc.
DougMar Consultants
Dr. Dennis Gross Skincare
ECRU New York
Egyptian Magic Skin Cream
eos Products LLC
Essential Wholesale & Labs
Essex Testing Clinic
Falic Fashion Group
Fallene, Ltd.
First Aid Beauty
Focal Point Research
Forsythe Cosmetic Group Ltd.
French Transit Ltd.
Giving Beauty
Graedon Enterprises, Inc.
Graftobian Make-up Company
Grafton Cosmetics
Hawknad Specialty Products, LLC
HCT Packaging, Inc.
Helix BioMedix
HNC Products, Inc.
House of Cheatham, Inc.
Innovative Cosmetic Labs (ICL)
International Cosmeceuticals, Inc.
International Cosmetics & Regulatory Specialists, LLC
InterParfums, Inc.
It's a New 10 LLC. Itsa10 Haircare
J. Strickland & Co.
Jack Black LLC
Jessica Cosmetics International, Inc.
JPMS Manufacturing
Juice Beauty
K3 Enterprises, Inc.
Key Brands International Ltd.
Lady Burd Exclusive Cosmetics
Lasio, Inc.
Leading Edge Innovations
LEC Associates LLC
Les Laboratoires Azbane Sa
Lifetech Resources LLC
Locke Lord LLP
Mad River Science
Malibu Wellness, Inc.
Malin & Goetz, Inc.
Mario Badescu Skin Care, Inc.
Mcilpack, Inc.
Mckenna Labs, Inc.
Michael Giordano International, Inc.
Microbiological Testing & Consulting, Inc.
Mosaic Distributors, LLC Chella
National Coalition for Estheticians, Manufacturers/Distributors and Associations (NCEA)
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
Palladio Beauty Group
PartnerShip LLC
PCA Skin
Pfeiffer Consulting LLC
PhytogenX, Inc.
Prime Enterprises, LLC (dba Prime Matter Labs)
Quadpack
Rene Plessner Associates, Inc.
Robanda International, Inc.
Sage Quality Service
Schoon Scientific & Regulatory Consulting, LLC
Stila Cosmetics
StriVectin Operating Company, Inc.
theBalm
Thibiant International Inc.
Tish & Snooky's Bellomo
Topiderm, Inc.
TriDerma
Ultimate Face Cosmetics, Inc.
United 1 International Laboratories, LLC
Xenna Corporation
Xtreme Lashes LLC
ZO Skin Health, Inc.

Steinberg & Associates

COSMETIC AND TOPICAL OTC DRUG
COMPLIANCE EXPERTS

- **Formula/Artwork Review** (US cosmetic & Topical OTC, International cosmetic)
- **GHS Compliant SDS Authoring** (EN, CH, FR, KR, SP, VT)
- **Canada Cosmetic Notifications**
- **Product Preservation Expertise** (Manufacturing issues)
- **Topical OTC FDA Filings** (Labeler code, Facility, User fee registrations)
- **California Registrations** (CASCA, FFIRTK, CARB)
- **WERCS Submissions**
- **INCI Name Submission** (App prep & submission)

609-799-1575
info@steinbergandassociates.com
www.SteinbergAndAssociates.com

Custom Formulation | Private Label | Label Review | Import/Export Support | Stability Studies

CoValence® Laboratories

For over 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

+1 480.897.0551 CoValence.com

FDA registered cGMP compliant ISO 22716 certified

Filling | Boxing | Packaging Compatibility | Safety Studies | Documentation Preparation

Launch cosmetics in new markets faster with our GLOBAL COMPLIANCE SOLUTIONS

Discover how our regulatory compliance solutions combine cloud-based software and regulatory knowledge to help grow your cosmetics business.

- Keep compliance documentation organized and up to date
- Run regulatory reports and screenings
- Connect with the regulatory experts you need to develop and bring products to markets around the world
- Access cosmetic regulatory information from **over 60 countries**

CONTACT US FOR MORE INFORMATION

+1.518.620.0320 | info@ithosglobal.com | ithosglobal.com

ithos
Strategic Regulatory Compliance
Cosmetics | OTC | Nutrition

Actera Ingredients Inc

Active Concepts, LLC

Advanced Bioderma Corporation

AFAM CONCEPT

Alima Cosmetics Inc.

Allergan Aesthetics An Abbvie Company

Anchin, Block & Anchin LLP

Aramara Beauty LLC

Arlette Palo Beauty Innovation Consulting, LLC

ASEA LLC

BB Skincare Corp

Beauty Bakerie

Beauty By Imagination

BEB Organic

Bentonite Performance Minerals LLC

Bespoke Beauty Brands

Best Formulations, Inc

Better Bath Better Body

Better World Balance, LLC

BlueVision Solutions

Botanx, LLC

Brand Labs Usa

Burt's Bees

BuyByeSupply

Caldera Lab, LLC

Chemberry

Chemist Confessions

CLIENTELE

Consumer Relations Group

CORAD Healthcare

Cosmetics of USA, LLC

Cover FX

DermYoung LLC

Dewyer LLC

Earth Baby International, Inc.

Earth Harbor Naturals

Ebanel Laboratories, Inc.

EcocertUSA

Edge Systems LLC

Englewood LAB LLC

ENi Health and Beauty

ES Cosmetic Laboratories, Inc.

Face Reality Skincare

FASimion: Cosmetic Safety Assurance LLC

FE:I Beauty Tech, Inc.

Frisson Beauty LLC

Furtuna Skin

Glacial Bay Organic Clay Inc.

Glo Skin Beauty

Godrej North America

H2O Plus

Healing Moon, LLC

Health Specialty

Huron.

JGS Consultants LLC

Joanna Czech

JPD Consultants Inc.

Keyes Coverage Insurance

Laboratoires Phyto Technique S.R.L.

Lash Stuff LLC

Livi International Inc

Loisaida Labs LLC

Make It Real

Mediceutical Laboratories

Merit Manufacturing

Michel Design Works

Mike Wong Consultant, LLC

Mindy S. Goldstein, Ph.D. Consulting

Moon Juice Ventures, LLC

Natural Logix LLC

Nicka K New York

Noble Panacea Labs

NoLie Communications, LLC

Nxt beauty

nyakio Beauty

OL Products, Inc

Omni Bioceutical Innovations

Oxitronix USA, LLC

OZ Naturals LLC

Packaging On Demand, Inc.

Peace Out Inc.

Pharmasol Corporation

Project Chemistry Inc

Rachel's Plan Bee

Raintree Labs LLC

Rare Beauty LLC

RittZi LLC

Robert Julius Condemi

Roots Hair Club

RST INC

Salon Technologies International, Inc.

Scentsible, LLC

Seaspire Skincare

Selina Joan

SideCheck

Six10 Ventures

Small World Brands Inc

Taithan Corp

Taos AER LLC

The Eco Well Inc

The Spa In Me, LLC

TreLuxe, LLC

Trilogy Laboratories, LLC

Verla International, Ltd

Young Nails Inc

Thank you to our 2020-2021 Supporters!

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

IBA partners with the following leading trade media and event organizers to provide educational content, highlight member accomplishments and obtain discounts for members:

CosmoProf

Beyond Beauty Americas Miami Beach

Beauty & Money

Beauty Accelerate
The Event Connecting Brand Marketing and R&D Innovation

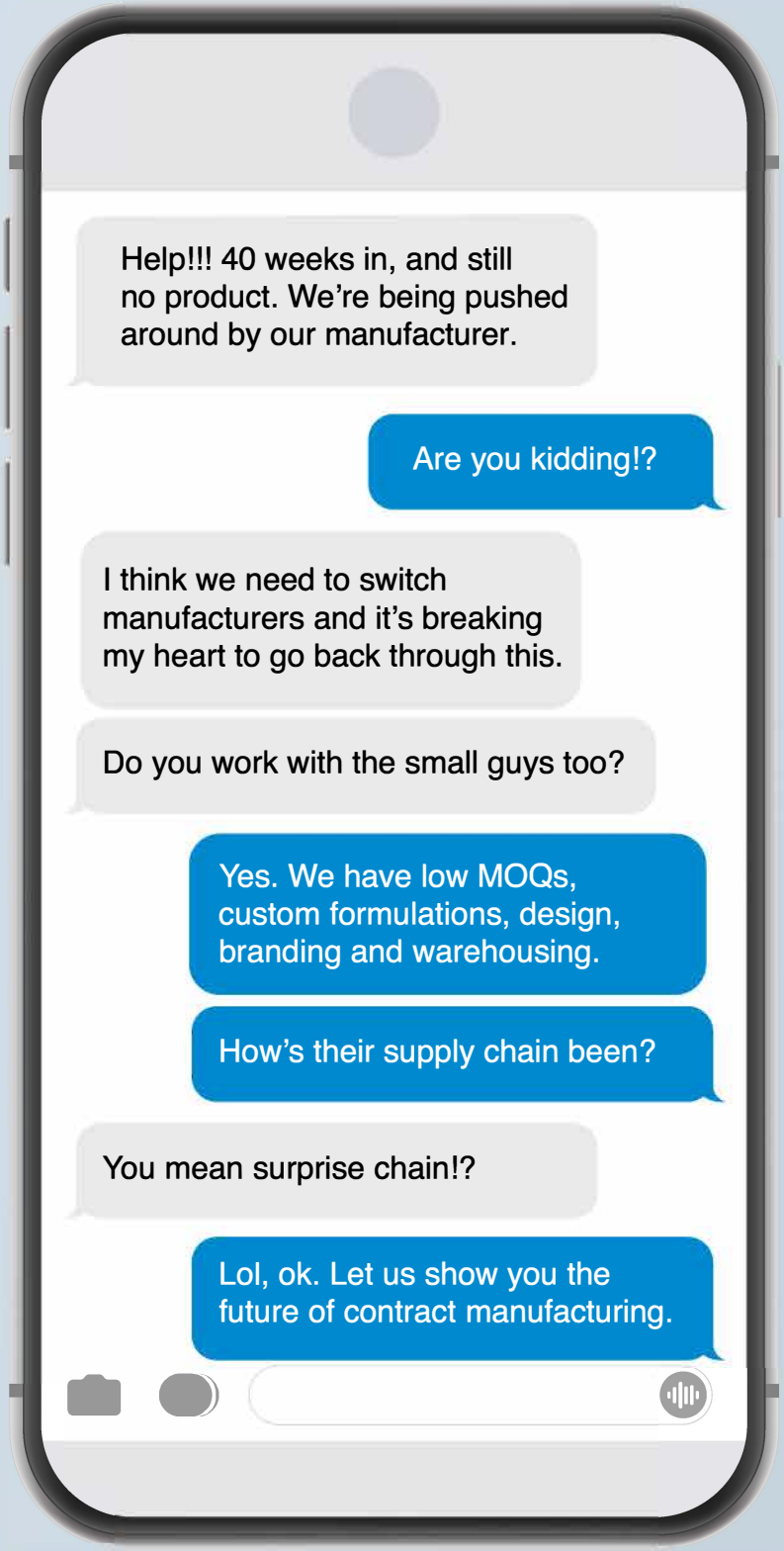
Global Cosmetic Industry
The Beauty Innovator's Resource

happi

BeautyMatter

LUXEPACK

Beauty Packaging


Help!!! 40 weeks in, and still no product. We're being pushed around by our manufacturer.
Are you kidding!?
I think we need to switch manufacturers and it's breaking my heart to go back through this.
Do you work with the small guys too?
Yes. We have low MOQs, custom formulations, design, branding and warehousing.
How's their supply chain been?
You mean surprise chain!?
Lol, ok. Let us show you the future of contract manufacturing.

IS IT TIME TO BREAK UP WITH YOUR CONTRACT MANUFACTURER?

WE FEEL YOU. GIVE US A CALL. +1-844-822-1665

DYNAMIC BLENDING®
CONTRACT MANUFACTURING SIMPLIFIED.

dynamicblending.com/iba

AMERICA'S FASTEST-GROWING Inc. 5000 PRIVATE COMPANIES

IBA is proud to collaborate with fellow domestic and international trade and professional associations on matters that directly affect and benefit our members:

FRAGRANCE CREATORS ASSOCIATION™

Personal Care Products Council

PBA Professional Beauty Association

SOCIETY OF COSMETIC CHEMISTS

Beauty Cluster BARCELONA

COSMETICS ALLIANCE CANADA

COSMETIC VALLEY FRANCE

Global Cosmetics Cluster
Worldwide beauty connections network

ICCR
International Cooperation on Cosmetics Regulation

iSPA
INTERNATIONAL SPA ASSOCIATION

NCEA CERTIFIED

pact

BEAUTY BARRAGE, LLC

4340 Von Karman Avenue
Suite 200
Newport Beach, CA 92660
Phone: (310) 779-1721
info@beautybarrage.com
www.beautybarrage.com

Principals:
Sonia Summers, CEO
Kirk Summers, COO
Alissa Spencer, General Manager
Amanda Fitzpatrick, VP of Field Sales

Beauty Barrage supports beauty brands, retailers & agencies. Our 300+ beauty professionals service over 3000+ retail doors in the US & Canada, we help minimize your investment & maximize your return. Our full service team manages all sales reps while training, planning, and nurturing in-store retailer relationships. Certified woman owned (WBENC) & Minority Owned NMBC, INC 500

biorius

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 ICMAD in order to assist U.S. companies enter the EU market in full compliance.

CARL GEFFKEN CONSULTANTS

7888 S Summer Station Way
Midvale, UT 84047-5723
Phone: (203) 314-5200
cjgef@aol.com

Principals:
Carl Geffken, President

Carl Gefken 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.

COLORSTROKES COSMETICS / BRUSHES BY KAREN

200 E 2nd Street
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

Natural/Organic Cosmetics, Mineral Makeup & Brushes. We offer exceptional quality products to wholesale companies that sell products under their own name. Choose from our large selection of stocked goods or custom fill into your own packaging. Our natural plant-based formulas are EU approved, Vegan, Gluten Free and loaded with Certified Organics. The formulas utilize a natural preservative system & are Vegan & Gluten Free & Cruelty Free.

CONSUMER PRODUCT TESTING CO.

70 New Dutch Ln
Fairfield, NJ 07004
Phone: (973) 808-7111
sales@cptclabs.com
www.cptclabs.com

Principals:
Craig Weiss- President
Leslie Eberspeacher-Director Sales
Joseph Schnitzlein-Account Manager
Gy Rinaldi-Account Manager

For over 45 years CPTC has provided a full service testing laboratory for the cosmetic , personal care, medical device, pharmaceutical, and specialty chemical markets. Capabilities include services in clinical safety and efficacy, microbiology, chemistry/ stability and in vitro toxicological fields. We are a GMP; GLP;GCP;ISO/IEC 17025:2005 accredited laboratory with a focus on providing “conception to completion” service.

COSMETIC INSURANCE SERVICES - CIS

210 Hudson Street
Suite #601 6th Floor
Jersey City, New Jersey 07311
Phone: (201) 356-0057
Fax: 2013560055
kenneth.hegel@epicbrokers.com
www.cosmeticinsuranceservices.com

Principals:
Kenneth C Hegel Jr. Managing Principal/Executive Vice President

Cosmetic Insurance Services (CIS) is the nation’s leading provider of insurance products to the cosmetic and person 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 iusurance company to provide the proadest and most competitive product in the industry. CIS’s market presence affords us leverage with the insurance companies; this leverage translates to better pricing, braoder coverage terms, and quicker response time than any other broker in the industry.

Global Cosmetic Compliance Service Expert

VALUE IN COMPLIANCE

REACH24H is a consulting company specialized in providing one-stop global market access services to companies.Headquartered in Hangzhou, China, REACH24H has set up branches in USA, UK, Ireland, Italy, Argentina, Japan, South Korea, and Taiwan China, becoming one of the first compliance service companies with a 24-hour global consulting network .

100%
Chemical Engineering, Pharmacy, Toxicology and Related Major

100%
Master and Above Degree

30+
EU and China Certified Toxicologist Team

Our Services

Cosmetic Compliance Services for China Market

- Cosmetic registration/notification
- Safety assessment report compilation
- Efficacy claim review and efficacy testing
- China Responsible Person (RP) service

Cosmetic Ingredient Compliance Services for China Market

- New cosmetic ingredient (NCI) registration/notification
- Testing monitoring for NCI registration/notification
- Ingredient safety information submission
- Ingredient safety assessment report
- Toxicological data gap analysis and ingredient application proposal

Cosmetic Compliance Services for EU, USA, and Asia-Pacific Region

Asia-Pacific Cosmetic Information Platform — cosmetic.chemlinked.com

REACH24H

Our Clients

symrise | P&G | REVLON | Amway | Shell
la prairie | L'ORÉAL | Firmenich | SHISEIDO | CLARINS
The Body Shop | natura &co | BDF Beiersdorf | BURT'S BEES | Aēsop

REACH24H CONSULTING GROUP

www.reach24h.com / www.cosmetic.chemlinked.com

+86 571 8710 3817

customer@reach24h.com

14th Floor, Building 3, Haichuang Technology Center, Hangzhou, China. 311121

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.

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.

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

Corporate HQ: 661.257.6260
28328 Constellation Rd.
Valencia, CA 91355
www.kirschnergroup.com

tkg.beauty
The Kirschner Group, Inc.

Proud member and sponsor of the below industry organizations:

COSMETIC LABORATORIES

3131 Premier Drive
Irving, Texas 75063
Phone: (972) 986-9098
info@cosmeticlaboratories.com
http://www.cosmeticlaboratories.com

Principals:
Douglas Johnson, President, president@cosmeticlaboratories.com
Cindy Kim, Director of Quality and Regulatory, cindy@cosmeticlaboratories.com
Jackie Pack, Vice President, Sales & Marketing, Jackie@cosmeticlaboratories.com

Cosmetic Laboratories has built an impeccable reputation in the private label industry. The combined expertise of our professional staff is dedicated to meet the needs and challenges of today's beauty markets.Currently operating in our own state of the art manufacturing facility 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.

COVALENCE LABORATORIES

460 S Benson Ln
Ste 3
Chandler, Arizona 85224-5663
Phone: (480) 897-0551
jgoebel@covalence.com
www.CoValence.com

Principals:
Pete Vlcek – Chief Executive Officer
John Wochner – Chief Sales Officer
James McCoy – Chief Financial Officer
Sina Gomez – Chief Operations Officer
John Stanek – Director of Marketing and Product Development

CoValence is an FDA registered, cGMP compliant, ISO 22716 certified contract manufacturer of personal care products. Since 1989, we have developed and manufactured award-winning products. We know that to stay competitive, you need more than a manufacturer for your product. You need a partner with the experience, in-house capabilities, and commitment to quality to get your products from concept to market swiftly.

DYNAMIC BLENDING

523 East 1750 North
Suite 400
Vineyard, UT 84059
Phone: (844) 822-1665
jordan@dynamicblending.com
https://dynamicblending.com/

Principals:
Gavin Collier, CEO
Stephen Merrill, COO
Christian Kasteler, V.P. of R&D
Rob Skillicorn, V.P. of Quality Assurance
Stephanie Jensen, CHRO

Dynamic Blending is a full service turnkey contract manufacturer of cosmetics, personal care, skin care, oral care, and much more. Dynamic Blending is a global manufacturer of cosmetics that focuses on people, relationships, and consistency. Dedicated to the ultimate satisfaction of the consumer, the company partners with cosmetic companies in creating the most innovative product solutions possible.

FEDERAL PACKAGE

8100 Powers Blvd
Chanhassen, MINNESOTA 55317
Phone: (952) 658-7504
mniebes@federalpackage.com|www.federalpackage.com

Principals:
Steve Dakolios, President
Melissa Niebes, Chief Commercial Officer
Sarah Grobel, Director, Sales & Business Development
Mike Weiner, Director National Accounts Sales

With over 40 years of experience, Federal Package® provides the perfect manufacturing solution for your personal care business, all turnkey and under one roof. From formula development, compounding, filling, decorating and retail-ready packaging Our new Eco Smart™ containers are an earth-conscience sustainability solution that is fully FDA compliant and made in the USA, let us put our technology, creativity and experience to work for you

FOCAL POINT RESEARCH INC.

181 Lakeshore Road East
Mississauga, Ontario L5G 1G2
Phone: (905) 271-2709
mail@focalpointresearch.net
www.focalpointresearch.net

Principals:
Jennifer Porter - Vice President & General Manager

Focal Point Research Inc. (FPR) is a Scientific, Regulatory Affairs and Quality Assurance consulting firm. For over 30 years, we have been trusted consultants to companies of all sizes worldwide. FPR has the unique ability to assist in many aspects of launching regulated products in Canada & the United States. Our expertise covers Cosmetics, Natural Health Products, OTC Drugs, and Medical Devices.

GARCOA, INC.

26135 Mureau Road
Calabasas, CA 91302
Phone: (800) 831-4247
info@garcoa.com
https://www.garcoa.com/

Principals:
Melinda Rubin - President
Gregory Rubin - CEO
Richie Rubin - Executive Vice President
Scott Palladino - CFO
Abel Anaya - Vice President of Operations

Garcoa, Inc. is America's largest women owned private & controlled label, and contract manufacturer. Its renowned team of experienced research and development chemists, graphic artists, marketing experts, operational excellence engineers, and quality managers, cement its position as the source for brand and product innovation in the liquid cosmetics space. Garcoa's product categories include haircare, skincare, body care, OTC, and cleaning.

GLACIAL BAY ORGANIC CLAY

5260 Fillinger Crescent
Nanaimo, British Columbia V9V1H7
Phone: (250) 323-4602
info@glacialorganicclay.com
www.glacialorganicclay.com

Principals:
Robert Fuller - President
Dr. Jason Li - Chief Science Officer
Terry Sheldrake - Production Manager
Jasmin Fuller - VP Sales & Marketing
Demetri Tzotzos - Sales Manager

We supply a raw ingredient, COSMOS certified, Glacial Marine Clay (INCI: Sea Silt) to the personal care industry. Our clay is hand harvested, solar dried and processed with a carbon neutral footprint. Due to its high mineral content, ultra-fine particles and unique microbiomes, it is both nourishing and detoxifying when applied to skin. This powerful combination produces skincare formulations that are consistent, effective and extremely stable.

H+Y REGULATORY GRAPHICS CONSULTANTS
Regulatory Graphics Solutions for the Global Marketplace

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 US & beyond, H+Y helps launch products locally and worldwide by ensuring that all packaging art maintains brand identity while meeting global compliance requirements for cosmetics and OTC products. H+Y Services include: Regulatory Compliance Pre-Production Evaluation, Ingredient Review, Packaging Final Art Review, Regulatory Manuals for Packaging & Design, Translation Services.

INTERNATIONAL COSMETICS & REGULATORY SPECIALISTS, LLC

947-A Manhattan Beach Blvd
Manhattan Beach, California 90266
Phone: (310) 545-3223
info@intlcosmetics.com
www.intlcosmetics.com

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

International Cosmetics provides regulatory expertise USA, EU, UK, & more for Cosmetic and OTC Drug compliance. Serving from 3 locations; headquarters in California, & offices in UK & EU. US Services: US FDA e-Registrations and GMP compliance, CA Safe Cosmetics Act, CA Prop 65, & CARB. EU|UK services: 1223/2009 EC Regulations for PIF/Safety Assessment, RP, REACH, SDS, & CLP chemical services. Global services: GMP audits to 21CFR211 & ISO 22716.

ithos
Strategic Regulatory Compliance
Cosmetics | OTC | Nutrition

ITHOS GLOBAL, INC.

333 Broadway
Ste 440
Troy, NY 12180-3558
Phone: (518) 620-0320
kathy.durivage@ithosglobal.com
https://ithosglobal.com/

Principals:
Nicole Steinruck, Director of Sales Operations
Harvey Remz, Director of Scientific and Regulatory Affairs
Ken Bubeck, CEO
Kathy Durivage, VP Marketing/Business Development

Ithos Global is a leader in regulatory compliance solutions that combine cloud-based software and up-to-date regulatory knowledge. Our solutions enable companies to meet their revenue and profitability goals by efficiently and rapidly managing the ever-growing and increasingly complex global regulatory environment.

LOCKE LORD LLP

200 Vesey Street, 20th Floor
New York, NY 10281
Phone: (646) 217-7957
victoria.kononenko@lockelord.com
www.lockelord.com

Principals:
Sharon Blinkoff, Senior Counsel
Edward Glynn, Of Counsel
Daniel Solitro, Partner
Glenn Pudelka, Senior Counsel
H. Straat Tenney, Associate

Locke Lord is an international, full service law firm with 20 offices. Our lawyers are recognized experts in the legal issues facing the cosmetic and personal care industry with particular experience in FDA, FTC, advertising matters and privacy and cybersecurity. We advise on state statutes which impact the industry including CA's Proposition 65, Carb and the Safe Cosmetics Act and various NY and NJ consumer protection and advertising statutes.

MAKINGCOSMETICS INC.

10800 231st Way NE
Redmond, Washington 98053-2079
Phone: (425) 292-9502
tom@makingcosmetics.com
http://www.makingcosmetics.com

Principals:
Thomas Bombeli, CFO, tom@makingcosmetics.com
Karin Bombeli, karin@makingcosmetics.com

MakingCosmetics Inc. is a FDA-registered, ISO certified, and OTC-licensed cGMP/FDA ingredient supplier; we specialize in ingredients for making makeup, conditioner, lotion and other personal care products and color cosmetics. We are an exclusive internet-based mail order business delivering goods worldwide to more than 150 countries.

MODIFI

Belziger Str
Berlin, Germany 10823
Phone: (973) 862-3440
hello@modifi.com
https://www.modifi.com/en-gb

Principals:
Nelson Holzner, Co-Founder & CEO
Sven Brauer, Co-Founder & COO
Jan Wehrs, Co-Founder & CTO

At MODIFI, we empower Small and Medium-Sized Businesses (SMBs) to trade internationally with digital trade finance. With our platform, SMBs can apply for finance in under 10 minutes and have the money in their account within 48 hours. We make trade finance easy, flexible and transparent, helping our partners grow their businesses and giving them peace of mind.

PFEIFFER CONSULTING GMBH

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

Principals:
Michael Pfeiffer, CEO

Perparing safety reports regarding EU Registration 1223/2009, structuring and administrating PIF's, 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

REACH24H USA, INC.

11921 Freedom Dr Ste 550
Reston, VA 20190-5635
Phone: (703) 596-8055
Fax: (703) 776-9462
robert.kiefer@reach24h.com
https://www.reach24h.com/en/

Principals:
Robert Kiefer, General Manager
Shannon Gainey, Technical & Regulatory Director
Crystal Yang, Business Director, Consumer Product Division
Nichole Ding, Business Supervisor, Cosmetic Dept.

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

RENÉ PLESSNER ASSOCIATES

200 East 74th Street
PH A
NEW YORK, New York 10021
Phone: (212) 421-3490
Fax: (212) 421-3999
rene@plessner.com
www.plessner.com

Principals:
René Plessner, President

René Plessner Associates is a boutique executive search firm. Our expertise lies in finding those individuals who combine analytical and creative skills who can help a business expand and improve. We span a broad range of functions, with general management, sales and marketing, operations, finance, creative and design being particularly strong areas.

STEINBERG & ASSOCIATES, INC.

315 Ridgely Court
Pompton Plains, NJ 07444
info@steinbergandassociates.com
steinbergandassociates.com

Principals:
David C. Steinberg, FRAPS, President and Founder
Debbie Waite, Vice President, Business Administration
Mo Lovelace, Vice President, Business Development

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 e-blasts to stay on top of all the hottest issues affecting your products

THE KIRSCHNER GROUP, INC.

28328 Constellation Rd
Valencia, California 91355-5078
Phone: (661) 257-6260
info@kirschnergroup.com
https://kirschnergroup.com/

Principals:
Paolo Rezzara, President
Sally Remigio, Director of Operations
Scott Viola, Vice President Retail Division
Harlan Kirschner, CEO
Jay Halaby, our VP Professional Division – US and Canada

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.

MODIFI

Finance your exports with our digital trade finance platform and trade like a large corporate

- ✓ *Boost cash flow and grow your business*
- ✓ *Get buyer default protection and trade with confidence*
- ✓ *Offer buyers better payment terms, fostering relationships*
- ✓ *Easily track and manage your shipments*

We have already financed more than 50m USD worth of trades working with US sellers and buyers, including:

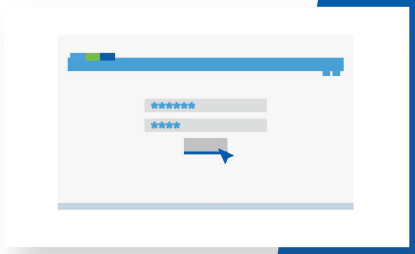
TJX NORDSTROM URBAN OUTFITTERS

Get in touch

Email
beauty@modifi.com

Call
+1 (973) 862 3440

How does it work?



1 Sign up and upload an invoice

2 MODIFI funds 80% of invoice value once you ship the goods

3 Your buyer pays MODIFI back in 30-180 days

4 MODIFI funds the remaining balance of 20%

About MODIFI

MODIFI is a leading international digital trade finance provider backed by Maersk, the world's largest container shipping company. We serve more than 750 buyers and sellers across 40 countries and offer simple tech solutions to enable global trade.

VALDATA SYSTEMS

20 Kulick Road
Fairfield, NJ 07004
Phone: (888) 276-9321
info@valdatasystems.com
www.valdata.com

Principals:
Tom Winter - President

Valdata is a specialty software supplier to the cosmetic's manufacturing industry. Since 1996, we have provided wireless barcode warehousing, electronic batch records with direct scale PC connectivity, quality control, MRP, order entry, scheduling / capacity planning, PLC connectivity and much more. Our customers include large multinationals as well as shops with as few as 10 employees. We are priced competitively, for any size company.

REGULATORY WITHOUT BORDERS™

US SERVICES

- FDA e-Registrations
- US Agent
- 21CFR211 GMP
- SPF Regulations
- CA Prop 65
- CA Safe Cosmetics Notifications

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

25 Years in Business
International Cosmetics
Regulatory Without Borders™

info@intlcosmetics.com ▸ intlcosmetics.com
310-545-3223

garcoa LABORATORIES

WOMEN OWNED

PRIVATE & CONTROLLED LABEL CONTRACT MANUFACTURER

1,000,000
Square Feet
of Space

3 Manufacturing
Locations

300,000,000+
Units of
Installed Capacity

53 Production
Lines

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.

biorius®

Your cosmetics regulatory expert

For over 12 years, BIORIUS has been supporting cosmetic brands and helping them deal with their regulatory challenges.

We are skilled regulatory experts, talented scientists and solution-oriented project managers focused on finding the best way for cosmetic brands to market their products and achieve global success

Develop New Opportunities & Improve your Business Results Through **BIORIUS' Services**

Cosmetic Services

EU & GLOBAL COMPLIANCE

BIORIUS is known all over the world for its european cosmetics legislation expertise. Living in a global market, BIORIUS decided to support cosmetics brands in launching their products in various geographical areas by proposing turnkey solutions in a one-shop-stop perspective.

CERTIFICATION

A certification label is important to share clear and transparent information regarding your products and brand ethics. This helps you gain consumer confidence and increase customer loyalty.

BIORIUS' certifications are valid worldwide.

SUPPORTING SERVICES

BIORIUS supports the growth of your cosmetics businesses by offering translation services, Free Sale Certificate, regulatory consulting and other services to help you to reach any markets in the world.

Substance & REACH Services

REACH

Since REACH regulation has a significant impact on cosmetics brands, BIORIUS offers support to assess and fulfill your REACH obligations.

TOXICOLOGY

Do you need regulatory assistance for your cosmetic ingredients concerning the safety and the marketing claims?

BIORIUS' toxicological expertise is here to assist you.

Cosmetic LABORATORIES™

YOU'RE THE REASON WE ARE GROWING

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 (IBA) and Society of Cosmetic Chemists (SCC)

DFW TEXAS, USA

We have completed the construction of our new 50,000 square foot building directly next door to our current facility.

The new state of the art building increases our operating facility to a total of 120,000 square feet. With an additional 8 filling lines and expanded warehouse space, this expansion has dramatically increased our production capabilities.

Visit Cosmetic Laboratories at **www.CosmeticLaboratories.com**

Cosmetic Laboratories is pleased to provide:

- Over 30 years experience with more than 6,000 proven formulas.
- Custom product formulation, development and manufacturing.
- In-house microbiology department.
- Private label development from product selection to formulations
- 27 Assorted size mixing tanks. (Building 1)
- 12 High speed filling lines. (Building 1&2)
- Reasonable lead times and minimum order quantities.
- Assistance with US and International Regulatory requirements.
- Complete Turn Key Service.

OVER 30 YEARS DEDICATED TO OUR CLIENTS

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

RENÉ PLESSNER ASSOCIATES

Executive Search Excellence For Over 30 Years

Specializing In Cosmetics And Consumer Packaged Goods,
We Present Superior Management Candidates

Thoroughly Researched

•

Reliably Referenced

•

Validated Through Industry Relationships

Contact Us To Learn More About How We Provide This Service
Primarily For Our Entrepreneurial Clients.

René Plessner, President
(212) 421-3490
rene@plessner.com
www.plessner.com