

Keeping our finger on the pulse – From raw material to custom-tailored finished product

A conversation with Klaus Jäger, Managing Director of Carecos Kosmetik GmbH

EURO COSMETICS: *For more than 20 years, you have been developing successful cosmetic products for the skin and body care sectors. In addition to producing customer recipes, you offer your own recipes and exclusive recipes.*

How, exactly, does this work?

Klaus Jäger: As you already mentioned, thanks to our long-standing experience, we have a large Carecos pool of basic recipes.

Generally, however, our customers come to us with their own recipes, with requests for production and packaging or with a concept for which we then develop individual recipes. In our state-of-the-art R&D laboratory, we develop individual products and complete product series exclusively according to our customers' requirements.

EURO COSMETICS: *You produce emulsions, lotions, gels, and effective ingredient concentrates with the strictest quality assurance. What, in particular, distinguishes your products?*

Klaus Jäger: On the basis of customer requirements, our experienced team develops and produces products "made in Germany". Here, the focus is always on the quality and innovative character of customer products.

Thanks to our experienced development team, state-of-the-art laboratory equipment, and manufacturing processes, the extensive raw material selection incl. effective high-end ingredients, it is always our goal to fulfill customer desires as well as we can. The products that we are currently producing are nearly all free of frequently-criticized raw materials and preservatives and fulfill the requirements of the applicable cosmetic guidelines and directives.

Our strict quality requirements guarantee a high degree of safety. Production is always according to the European cosmetics



*Klaus Jäger,
Managing Director of Carecos Kosmetik GmbH*

directive and the GMP standard.

Production at customer request requires, in addition to great expertise in development, production, and quality assurance, a great sense of responsibility. From raw material to finished product, we have the opportunity to offer our customers everything from a single source. We always offer them a custom-tailored solution.

EURO COSMETICS: *What are your service offerings in the research and development sector?*

Klaus Jäger: As simple as it sounds, the first critical thing is to listen closely. For only if we know the specific requirements exactly and interpret them correctly can we develop custom-tailored, high-quality care products without delay. We advise our customers during their search for innovations or product modifications.

Taking into consideration current market trends, we work with our customers to formulate answers to complex questions and fulfill complex requirements, whether for changes in the composition or new developments. Always with the goal of

achieving the best possible result. This also includes an extensive trend, variety, and market analysis.

During the entire development phase, our customers remain in close direct contact via our sales department with our development department, so they are always in a position to influence the development work and provide their own assessment.

EURO COSMETICS: *With the filling of glass ampoules, pots, tubes, dispensers, and bottles, you address a broad range of possibilities. Are there particular focal points here?*

Klaus Jäger: No, actually there aren't. We are a development and production service company especially for high-quality cosmetic products in nearly all price ranges and we must therefore offer a broad range of product and packaging options. Carecos has consistently upgraded and added to its machine park and oriented itself according to market-appropriate packaging solutions. In bulk production, we distinguish ourselves through our great flexibility with respect to different scheduled quantities. In filling, thanks to our equipment, we offer great flexibility and reliability.





exchange with raw material suppliers and market analysts guarantee that we remain close to the market.

The insights we gain are incorporated directly into our order-related concepts and product developments and also into prototype developments and so that we can offer solutions for a wide variety of skin needs and consumer requirements.

EURO COSMETICS: *What do your customers especially appreciate about you?*

Klaus Jäger: First and foremost, our high-quality finished products. Essential of course is comprehensive individual advising with short decision-making paths, starting with an idea and continuing with concept creation, the development phase, and product equipment, on through to the finished product.

For all questions – we have the sales, marketing, development, raw materials and materials purchasing, production, and packaging – we offer to the teams expert and highly-qualified employees who are always ready to listen to our customers' concerns in order to be able to provide a high standard of service.

Carecos-Kosmetik offers high-quality full service.

EURO COSMETICS: *We thank you for the conversation.* ■



With respect to the formats and package sizes to be filled, we act entirely according to our customers' ideas.

For the filling of bottles – whether with snap-on or screw closures – we are equipped for sizes between 10 ml and 250 ml. We can handle labeling and additional packaging inline, which saves time. When it comes to tube filling, we are in a position to fill plastic, laminate, and aluminum tubes from 3 ml to 250 ml. The in-house production of format parts with a 3D printer – regardless of whether pots, bottles or tubes – offers our customers the greatest possible flexibility.

In addition to these filling possibilities, we also have pot and dispenser filling equipped with the latest technology. Of course it is possible to seal pots, whether plastic or glass, from 10 ml to 200 ml. We can package dispensers with a capacity of 15 ml to 50 ml.

We are especially capable when it comes to ampule filling; we can handle ampules from 1 ml to 5 ml, both as single-phase and as 2-phase products. Insofar as other packaging formats are requested and deviate from our standard sizes, we check each case to determine if it is feasible.

EURO COSMETICS: *You are known for implementing product ideas successfully. How will you do justice to changing consumer behavior?*

Klaus Jäger: Our customers come from retail and the branded goods industry. Therefore, our broad knowledge of sales channels and consumer behavior and our active cooperation with associations are the basis for remaining close to the market and being able to implement current trends and new requirements quickly.

Nationally and internationally, we constantly research the marketing-relevant factors in order to register the changes in consumer behavior as quickly as possible and formulate creative solutions in order to incorporate them into the new concepts

EURO COSMETICS: *How are you able to remain innovative in such an intensely competitive market?*

Klaus Jäger: Our development laboratory and our sales and marketing are constantly searching in Europe and on other continents for new trends, effective ingredients, ingredient combinations, and innovative products. Regular trainings, visits to trade shows and congresses, as well as constant