

# 5 years NCD Ingredients –

## With Innovative and Exciting Active Ingredients on the Road to Success



Thorsten Fenchel

**EURO COSMETICS:** Mr. Fenchel, your company NCD Ingredients specializes in the distribution of raw materials and active ingredients for the cosmetic and detergent industries. What can you tell us about your beginnings?

**Thorsten Fenchel:** The beginning was everything else than easy, but mostly that's part of being self-employed and that's a good thing otherwise it won't be something special. First of all we had to set the name of the company at the beginning. Here we deliberately decided to mention the three segments (Nutrition, Cosmetics, Detergents) in which we want to act.

Afterwards, we put together the portfolio with the according delivery partner and thus made sure that we are a competent contact for our customers. In doing so, we made sure that we also have the commodities such as esters, oils and waxes in addition to the active ingredients and specialties. After two years, our goal was to get involved by our customers from the first step of product development and to bring in our raw material suggestions for their project. We strengthened this position in middle of last year when we were able to win over Sabine Schlöglmann – and her almost 20 years of experience in the sales

A conversation with Thorsten Fenchel, Managing Director, NCD Ingredients GmbH

of cosmetic ingredients. In addition, we have been using the application technology Know-how of Ulrike Marx in the development and formulation of cosmetic raw materials for several years.

**EURO COSMETICS:** What does your range of services in cosmetics include?

**Thorsten Fenchel:** As mentioned earlier we have both interesting and innovative active ingredients as well as commodities in our portfolio. We have a special focus on marine actives such as our **Natura-Tec Marine Bluevital C** and the **Natura-Tec Marine Cellshield AP**. We also try to meet the global ambitions with the trend of “natural alternatives”. Here we specialize in substitution products for petrolatum, silicone and candelilla wax. The latest raw material in this series is our Natura-Tec Vegetable Beeswax – a vegetable variant to beeswax.

Our fermented ingredients from rye, oats and amaranth are also very interesting and



offer exciting possibilities for vegan cosmetics.

An important pillar for us are our amphoteric, nonionic, anionic and cationic surfactants such as the Euroquat HC47 VG, a Cocamidopropylbetaine based on coconut oil or the new **Euroquat PK47** (based on palm kernel oil), which is also available in **RSPO quality on request**. A variety of different alcohols, ethoxylates and emulsifiers, such as the Neowax PO 65 (INCI: *Coco Glucoside (and) Glyceryl Oleate*) complete our range of surfactants.

However, we also have special products for our customers which help to realize smaller productions, such as Variati's **Avogelia**, which can be processed both cold and hot. Beside that it can be used in a wide range of dosage level from 2 % to 25 % for various applications.

Since end of 2017, we have also been working with the company Halotek from Leipzig, which specializes in the development and production of natural bioactive substances and extracts. These are won from one of the oldest life forms of the earth – the Haloarchaea. **HALOCARE** (INCI: *Halobacterium ferment lysate extract (and) Aqua*) is a new biotechnological extract from Haloarchaea containing a defined composition of sulfated proteoglycans, lipids and squalene.

**EURO COSMETICS:** Last year, you expanded your product portfolio with the distribution of effect pigments and fillers. What does this mean for your customers?

**Thorsten Fenchel:** For decorative cosmetics we had only a handful products which we could offer to our customers. The cooperation with Kuncai Europe and their more than 240 products has changed this sud-



denly. Special focus is placed on the **effect pigments** which are based on **synthetic Mica**. In the meantime, these can also be used in **NATRUE** products and have qualitative advantages in terms of incorporation. In the current market situation and with its sometimes very long delivery times, we have very good arguments for our customers with regards to the availability and quality of the Kuncai effect pigments and fillers. Since quite some time we have also been realizing greater interest in the use of effect pigments in the personal care sector f.e. for body lotions and shower gels. In addition to the synthetic mica-based pigments, Kuncai also has various borosilicates and effect pigments based on natural mica substrate in its product range.

**EURO COSMETICS:** Where and what special focuses do you place in Europe, regional and product-related?

**Thorsten Fenchel:** Our main focus are the German speaking countries Germany, Austria and Switzerland. At the same time, this is the hard part, since these markets are naturally one of the most sought-after markets for manufacturers in Europe. The selection of raw materials and active ingredients with the possibility of referring to a regional origin is extremely interesting for us in today's times. We are also active outside the German-speaking area and intend to expand this in the coming years – at best with our own subsidiaries.

**EURO COSMETICS:** You also attach great importance to ecological logistics management. Can you explain more?

**Thorsten Fenchel:** With pleasure. We try to choose warehouses as close as possible to

our customers and to undertake corresponding quantity consolidations in order to avoid unnecessary transport routes. Of course, this means a higher administrative effort, but we accept it. Afterwards our customers can call up deliveries as they wish. Another issue is the delivery in reusable packaging or if possible to dispense with unnecessary packaging. In addition, this year we plan to extend our ISO systems to the 14001: 2015 standard, which confirms our conviction.

**EURO COSMETICS:** What do you look for when choosing your delivery partner?

**Thorsten Fenchel:** The products of new delivery partner must represent a sensible extension of our product portfolio. In addition to innovative active ingredients, we also want to offer products that are interesting for our customers and have a benefit for them. For example, suppliers who offer customized raw material developments are very interesting. Other aspects are the topic of regional and sustainable production of raw materials. Of course, we also ensure that our potential supply partners have the necessary raw material documentation. By the way, this also applies to our areas of detergents and industrials.

**EURO COSMETICS:** For the first time you will be exhibiting at in-cosmetics in Amsterdam this year. What will you present there?

**Thorsten Fenchel:** 5 years NCD Ingredients is the right occasion for us to be an exhibitor for the first time. In addition to the product portfolio of our two co-exhibitors

Variati and Bionorm, we will present our new effect pigments on the topic “*Colour of the Year*” based on the three available substrates. Another topic is natural plant-based ingredients for lip care. The focus here will be on three raw materials from the company Natura-Tec with Plantsil, Abysoft and Plantsil L, a vegetable semi-solid alternative to lanolin. Last but not least, we will introduce our SILHA®TEC OP. It is an inulin based **opacifier**. Due to its **natural origin**, we have an excellent product which meets the current trend “**without microplastics**”. You can also find out more at: [www.truebung-ohne-mikroplastik.de](http://www.truebung-ohne-mikroplastik.de).

**EURO COSMETICS:** What other projects are you planning in the future?

**Thorsten Fenchel:** We will accelerate our own development in the field of natural opacifiers and intensively work on further plant based alternative products with our supply partner. Complementing our portfolio with innovative and interesting compounds will remain one of our top priorities. In the coming months, we will expand our competence team and provide our customers and supply partner with additional expert contact persons. Another project for us is the move to our own premises with the option of establishing application technology laboratories and own production.

At this point I would like to thank you for the interview.

**EURO COSMETICS:** With pleasure. ■

