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Coming up: in-cosmetics 2007

In a few weeks' time, this year's in-cosmetics exhibition will be launched in Paris with approx. 450 exhibitors from 34 countries. The "in-focus" show will this year feature an Aphrodisia theme

By Alsiano

While the exhibitors are making their final preparations, all those of you planning to visit the exhibition can in earnest start looking forward to this year's edition of in-cosmetics. With an 11% increase in the number of exhibitors compared to the 2006 show, there will be even more to see and more inspiration to gather this year when in-cosmetics is held from 17-19 April.

Meet our suppliers

At in-cosmetics, you will have the opportunity to meet the following Alsiano suppliers who will be exhibiting:

Degussa – stand H138

Degussa will focus on the uses of AEROSIL® in colour cosmetics, especially lip and eye products. For lip products, Degussa will be showing how AEROSIL® fumed silica functions as a thickener and suspending agent for pigments in lip gloss - a hot cosmetics trend right now. Also traditional lip stick benefits from the use of fumed silica as a pigment stabilizer, resulting in improved pay-off.

For eye products, Degussa has new formulations for mascara and cream to powder eye shadow. Again, the primary function of AEROSIL® is preventing settling and re-agglomeration of dispersed pigments. This helps to prevent lumping in the mascara. For cream to powder eye shadow that is hot-poured and not pressed, AEROSIL® keeps the pigments from sedimenting during the cooling process.

Seppic – stand H100

Seppic will present SEPICALM VG for skin whitening. SEPICALM VG is a successful marriage between palmioyl-proline and water lily flower extract reaching a unique whitening and soothing effect.

Seppic will also show MONTANOV for green formulations and two new active ingredients ADIPOSILIM and ADIPOLESS - both having a complementary and a multifunctional action toward adipocytes.

Moreover, it will be possible to try Seppic's new tool that will guide you through Seppic's ever expanding range of polymers... *continues >>*

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>> (SEPIGEL, SIMULGEL, SEPIPLUS, SEPINOV) and help you take short cuts to obtain dream textures.

BK Giulini – stand E124

BK Giulini, one of the leading producers of antiperspirant actives with production sites in Germany and China, will be showing standard and high effective solutions and powder grades of aluminium chlorohydrate - ALOXICOLL® - and aluminium zirconium complexes - ZIRKONAL®. In addition, BK Giulini will be showing Gilugel®, the superior rheological additive for modern W/O emulsions, and Gilumasc®, a high quality thermo modellage.

Stepan – stand B30

Stepan Company introduces Stepan 745 GC, a glyceryl cocoate, which is a naturally-derived, water-compatible emollient for clear and opaque cleansing products. Its multifunctional properties include ease of rinsing, silky after-feel and improved moisturization. Stepan 745 GC also builds viscosity with or without the addition of salt.

It will also be possible to take a closer look at Stepan's acyl lactylates, which are a class of nitrogen free surfactants that are derived from natural resources. Stepan SSL-CG and Stepan SSL-FB impart improved skin feel, skin soft-



ness, moisturization. They also function as viscosity builders, emulsifiers, foam boosters and stabilizers.

In-focus 2007: Aphrodisia

The 2007 edition of in-focus features an Aphrodisia theme that will deal with the new challenges of the sensual realm in cosmetics: How to integrate sensuality in the formulation lab and develop a broader definition of beauty. 17 laboratories, suppliers of ingredients and technologies will present original formulae and product concepts – creations designed to trigger your imagination and stir up new ideas.

Apart from in-focus, in-cosmetics offers marketing trends presentations dealing with the most relevant issues facing today's cosmetics and toiletries industry and providing an overview of trends. Furthermore, there will be innovation seminars with presentations of the latest ingredients and formulation techniques and the Cosmetic Science Conference dealing with the topics "protection" on 18 April and "feeling" on 19 April. The innovation seminars and the marketing trends presentations run from 17 to 19 April, admission is free.

Article 317

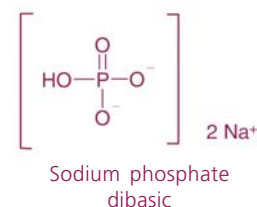
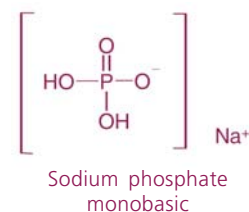
Jost sodium phosphates now available with differing levels of hydration

Jost Chemical Co is now manufacturing the below-mentioned forms of sodium phosphate with differing levels of hydration.

The systems under which the products are produced comply with cGMPs and meet the USP monograph.

These products are typically used as a buffering agent in pharmaceuticals and other high-purity specialty applications.

Product code	Chemical formula	Product name
2766	$\text{NaH}_2\text{PO}_4 \cdot \text{H}_2\text{O}$	Sodium phosphate monobasic monohydrate USP
2771	Na_2HPO_4	Sodium phosphate dibasic anhydrous USP
2775	$\text{Na}_2\text{HPO}_4 \cdot 2\text{H}_2\text{O}$	Sodium phosphate dibasic



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New EU legislation on health claims

The new EU legislation represents an important and long awaited step towards a joint set of rules for use and labelling of health claims on food and food supplements. Despite the new legislation there are, however, still uncertainties and grey areas, but it is a clear indication that the efforts that Orafiti puts into scientific research become even more important in future

By Wim Caers, Regulatory & Nutrition Support Manager

For a long time, Europe has lagged behind in specific legislation dealing with labelling of nutrition and health claims for every-day food products. But this is about to change. After a troublesome and exhaustive negotiation process, during which the views of the European Council and the European Parliament had to travel a long way to come to a mutual agreement, the contentious legislation was finally published in the Official Journal of the EU on 30 December 2006.

Unfortunately the published version was the Council Common Position and not the final and agreed text. A full corrigendum was published on 18 January, but since the first publication date still stands, the new legislation entered into force on January 19 and will be applicable from 1 July 2007. Only an amendment dealing with the comitology procedure will be added later, since the wrong one was included.

The contents of the new legislation

The general aim of the new legislation is:

- To provide a better protection of the consumer through better and more accurate information on the label
- To allow the free movement of goods within the EU
- To create fair competition amongst producers of food and food supplements by putting a halt to the use of false and misleading claims by unscrupulous manufacturers

The regulation contains wording covering nutrition, health and reduction of disease risk claims, which should bring harmonization throughout the 27 member states.

Health claims - scientific evidence

A grey area that remains in the new legislation is the "generally accepted scientific evidence". Although this will be used by "the Authority" (EFSA) as the only criterion for allowing or de-



ning a health claim, no definition is foreseen to clarify what exactly is understood by such generally accepted scientific evidence. The Commission has, however, promised technical guidance and tools to assist business operators in the preparation and presentation of the application for scientific assessment.

The same applies to the establishment of a list of "pre-approved" claims (un-

der Art. 13), which will not be subject to approval under the new procedure. Claims referring to the reduction of disease risk and to children's development and health cannot be included. Member states have until 31 January 2008 to submit such a list to the Commission. Adoption of this list with all permitted claims and their conditions of use will happen by 31 January 2010 at the latest. Health claims based upon new and emerging scientific evidence and for disease reduction or children's health will be subject to authorisation, and 2 different procedures are foreseen depending on the type of claim.

Dosage

Uncertainty also remains about the correct dosing of the active ingredient or food product in relation to the portion/serving size to produce the claimed effect. The nutrient should be contained in the final product in a significant amount or in an amount that will produce the effect, and indication of the quantity of the food and the pattern of consumption to obtain the beneficial effect needs to be included.

A number of transitional measures are foreseen to phase out existing products on the market that will no longer be in compliance with certain aspects of the new legal environment.

ORAFTI & the new legal environment

ORAFTI has always taken scientific substantiation of claimed health effects very seriously. In excess of 400 studies, including 100 human intervention studies, have been conducted on chicory inulin, oligofructose and oligofructose-enriched inulin. As a result, ORAFTI... *continues >>*

Rubex – new supplier of calcium phosphates

With the recently entered co-operation with Rubex, Alsiano can now offer dicalcium and tricalcium phosphates at competitive prices

By Mr. Prashant Patel, Manager - Quality Assurance, Rubex International

Rubex International is an Indian company that employs over 80 persons and has a production capacity of 3500 MT of calcium phosphates per annum. The manufacturing facility comprises state-of-the-art equipment and a fully equipped laboratory, and is operated by a highly skilled staff. Rubex International is an associated company of Rubexco.

Rubex calcium phosphates

Rubex manufactures the following types of calcium salts of phosphoric acid:

- Dibasic calcium phosphate dihydrate/anhydrous
- Tribasic calcium phosphate

Dibasic calcium phosphate

The unmilled granules of dibasic calcium phosphate have excellent flow properties and an ideal compressibility index with a nearly 70% retention over 100 ASTM, and fines below 5% on 325 ASTM. This makes it ideal for direct compression tableting formulations. For applications exceeding 45°C, the anhydrous form is preferred.

Tribasic calcium phosphate

This is a bulky powder with an ideal Ca/P ratio of 2:1 for better bio-availability in calcium supplements. The crystalline powder is manufactured by a special process that gives it high porosity. This high porosity makes it ideal for application as an anticaking agent.



Rubex phosphates are

- Pure white coloured products free of black particles
- Free from fungi, bacteria and other biological impurities
- Manufactured under rigid quality standards with strict adherence to GMP, and fully tested for all parameters

All Rubex phosphates conform to California Proposition regarding lead and fluorine levels.

It is also worth mentioning that for direct compression into tablets, Rubex can manufacture calcium phosphates with specific particle sizes tailored to the customer's need.

Applications

Rubex calcium phosphates are sold to pharmaceutical companies in India, USA, Western Europe, and other markets. The main scope of application includes:

- **Pharmaceutical:** As excipients in direct compression, wet granulation, tableting, as calcium mineral supplement, and as pharmaceutical acids in calcium phosphate preparation
- **Food:** As polishing agent in toothpaste, anticaking agent, and as calcium mineral supplement.

Various other applications have been studied and supplied as per requirements of various other industries from polymer, paints to glass industries.

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(continued from page 3)

>> will submit under Art. 13 proposals for claims including

- digestive health and improved regularity
- the stimulation of a healthy microflora
- increased calcium absorption and bone mineral density.

As new data become available, future submissions under the new procedures will be prepared in due time.

Because of this research-driven approach, the ORAFTI way of conduct will not be dramatically impacted by the new legal environment. It will, however, only make the efforts that ORAFTI puts into scientific research even more important.

In summary, although not everything is clear at this moment, the EU has done a major effort to fill a large and long existing gap within the use and labelling of health claims on food and

food supplements. It will, as such, join other areas in the world where specific legislation for functional food and health claims have been regulated for some time. That this new legislation in the EU will have a dramatic impact on the existing situation is beyond doubt. But how exactly the new landscape will look, still leaves - at this time - quite some room for interpretation and speculation.

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Alsiano expands on healthy plant extracts

Alsiano has entered into co-operation with Vidya Herbs, Indian manufacturer of high quality extracts based on the Ayurveda health system combined with a high degree of novelty

By Annette Strarup, Area Sales Manager, Alsiano A/S

The increasing demand for advanced plant extracts for production of lifestyle products within the food supplements sector has initiated Alsiano's decision to offer more exotic types of extracts. It is our experience that the need for new concepts and for new types of extracts is increasing.

When it comes to botanical ingredients, we perceive India as one of the most pioneering countries. India has one of the oldest, richest and most diverse cultural traditions associated with the use of plant extracts. Traditional health systems such as Ayurveda, Unami, Siddha and Tibetan biomedicine continue to be practiced in India. From this ancient knowledge, much research is being conducted to verify the properties of traditional Indian botanical extracts.

Alsiano has therefore entered into co-operation with Vidya Herbs from In-

Holy basil (*Ocimum sanctum*) – For anti-stress. >> Recommended together with the milk-based ingredient *Lactium* from *Ingredia* and/or other adaptogenic extracts, which normalizes cortisol levels. Alsiano have also extract ideas for relaxation (ex. lemon balm extract).

dia. Today, the company is best known on its main markets, Japan and USA, and has a sales office in USA.

Competencies

We consider Vidya Herbs to be a competent and important partner in extracts due to:

- **Experience:** The people behind Vidya Herbs have many years of experience working with extracts – both within development and sales.
- **Innovation:** Vidya Herbs is among the leading producers of extracts regularly launching new products. *continues >>*



Green coffee bean extract (*Coffea Arabica*) - For weight control ^{1,2}. Recommended together with extract with appetite suppressing properties (contact Alsiano) and/or oligofructose from *Orafti*.

<<



Pomegranate (*Punicum granatum*) – For UV protection. For troubled skin recommended to be used in combination with *Guggul* extract and lutein rich *Calendula* extract also from Vidya Herbs or *Rooibos* tea extract (contact Alsiano).

Extract	Botanical name	Active ingredient
Holy basil extract	<i>Ocimum sanctum</i>	Ursolic acid
Andrographis extract	<i>Andrographis paniculata</i>	Andrographolides
Pomegranate extract	<i>Punicum granatum</i>	Ellagic acid
Green coffee extract	<i>Coffea arabica</i>	Chlorogenic acid



Andrographis extract (*Andrographis paniculata*) - For boosting the immune system ^{3,4}. Recommended together with *Colostrum* from *Ingredia* or *Rose hip* and *Astragalus* extract - also from Vidya Herbs.

- >> ■ **Quality:** Vidya Herbs has a new modern production plant in which they manufacture extracts of very high quality and purity without any residues of solvents, bacteria and pesticides. Vidya Herbs is ISO 9001-2000 certified.
- **Commercially attractive:** Vidya Herbs does not only offer standard products at competitive prices, but also novel individual solutions.

Broad range of extracts

Now, Alsiano is thus able to offer a broad range of extract solutions for immune system improvement, sports nutrition, anti-stress, slimming, de-tox, vision enhancement, colds, and internal and topical skin care. The range comprises among other extracts andrographis, calendula, rose hip, guggul, chamomile, amla, ginger, and astragalus extract to mention a few.

If you are looking for ...

- **Ethnic extracts** to treat various conditions – it has for instance been known for more than 3000 years that ginger and curcumin are good for the health
- **Hot new extracts** with evidence based on in-vitro studies – e.g. pomegranate extract is at the top of the antioxidant list ⁵⁾
- **Advanced extracts** with good scientific evidence based on human intervention studies, so-called key ingredients – e.g. coffee bean extract for weight control is supported by clinical studies ³⁾

then contact Alsiano and we will assist you in finding the extracts that will fulfill your need in the best way. Further, we offer special customized extract types, and we can also help you with concept development.

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4) Caceres DD, Hancke JL, Burgos RA. et al.: 'Use of visual analogue scale measurements (VAS) to assess the effectiveness of standardized Andrographis paniculata extract SHA-10 in reducing the symptoms of common cold. A randomized double blind-placebo study, *Phytomedicine* 6(4): 217-223, 1999

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Article 321



A selection from Vidya Herbs' range of extracts

Prodiet Lactoferrin – premium quality milk-glycoprotein from Ingredia Nutritional

With a lower iron saturation than main market products, Prodiect Lactoferrin from Ingredia Nutritional has a higher iron-binding ability and a better biological activity

By Ingredia Nutritional

Prodiect Lactoferrin is a protein occurring naturally in milk and human secretions such as saliva, tears or human milk. Prodiect Lactoferrin has a high iron-binding capacity, which notably gives the protein a strong anti-microbial activity and an anti-oxidant effect.

Benefits

Numerous scientific studies have focused on the outstanding properties of lactoferrin. Lactoferrin indeed provides numerous health and nutritional benefits such as:

- Anti-microbial activity
- Immune system enhancement
- Gut health
- Anti-oxidant properties

Characteristics

Prodiect Lactoferrin is premium quality and highly purified with with a lactoferrin content exceeding 90%.

The extraction directly from premium quality fresh bovine milk – and not from by-products – guarantees a natural and a non-denatured form.

A controlled process preserves the original qualities of the protein and maintains its high functional properties. Further, a lower iron saturation than main market products results in a higher iron-binding ability and a better biological activity.

Applications

Prodiect Lactoferrin is fully water-soluble and is recommended for use in:

- Dietary supplements
- Oral care products
- Functional foods (except in the EU)

Support

Together with Alsiano, Ingredia Nutritional builds real partnerships with its customers and provides a wide range



of services to help them throughout the product development process with

- technical services: Support, customized co-development, regulatory and tariff information, labelling recommendations, etc.
- marketing support: Positioning advice, original concepts, product launch support, etc.

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Ingredia Nutritional, dedicated to innovative nutritional solutions

Ingredia, the dairy ingredient specialist, has decided to go one step further in the development of nutrition and health ingredients; a dedicated organization, Ingredia Nutritional, has consequently been set up to accelerate the development. The team is strongly focused on innovation and partnerships with customers in order to bring innovative nutritional solutions supported by science.

Ingredia believes the experience of the company in the food ingredient business combined with its know how in nutrition certainly allows Ingredia Nutritional to bring high quality health ingredients and solutions to the market.

Lactium®, an active biopeptide for stress management is the main product of Ingredia Nutritional in this field. This ingredient is patented and supported by a number of clinical data. Other milk fractions are also offered by Ingredia nutritional such as colostrum, lactoferrin and protein isolates.

News in brief

Welcome to Annette Jarlskov

In connection with Otto Andresen's transition to Alsiano's scheme for senior employees, we are pleased to announce that as of 1 January 2007 Annette Jarlskov has joined Alsiano A/S as area sales manager in the Pharma department.

Annette has a chemical/technical background and a broad experience acquired by working with several ingredient producing companies.

We are confident that Annette will strengthen the Pharma team and prove a great asset to Alsiano and our partners.

Otto will be retained as Senior Technical Adviser, and together with Annette he will ensure the continuity of the co-operation with customers and suppliers.

Lene Nissen on maternity leave

Lene Nissen gave birth to a little girl end of December and will therefore be on maternity leave till autumn 2007.

Annette Jarlskov, Annette Strarup and Henrik A. Petersen will take care of Lene's tasks and responsibilities until her return.

The Alsiano Pharma team

It is always nice to be able to put a face on the person you talk to over the telephone or e-mail. So here we are...

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