



First-class technical service and formulation advice, immediate sample and information provision coupled with efficient supply chain support form the cornerstone of long-lasting and loyal customer relationships.

Two laboratories and technical experts provide formulation concept examples and specific customer and supplier project support across Hair Care, Skin Care, Colour Cosmetics, Sun Care, Toiletries and Fragrance Ingredients.

Regulatory advice and trends analysis further augment our service provision to address customers' needs.

**S. Black and associated Azelis companies have 60 dedicated personal care sales and marketing specialists across Europe. This established local presence is key to satisfying customer requirements, whilst utilising efficient logistics.**

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# Personal Care

Dedicated sales, marketing and technical support of Innovative Ingredients

## About S. Black

S. Black Limited has been the leading independent specialist in the sales, marketing and technical support of innovative ingredients for over 40 years. With a comprehensive ingredient portfolio that spans Life Science, we believe that it is essential to remain dedicated to our primary business areas.

We have therefore established separate business units where industry focused business managers, sales, operational, technical and marketing personnel provide tailored solutions for the individual needs of the Personal Care, Fragrance Ingredient, Healthcare and Food and Nutrition sectors.

## Personal Care

Within Personal Care, we are proud to represent a world-class range of manufacturers, whose innovative ingredients are at the forefront of new technologies.

Complete service provision that includes first-class technical support, market intelligence and next day sample delivery helps bring innovative solutions and a competitive advantage to personal care manufacturers.

S. Black actively pursues targeted communication campaigns including participation at exhibitions, seminars, e-marketing and technical lectures at key industry events.



## Supply Chain Efficiency

Hub warehousing throughout Europe supported by fully integrated business management systems provides fast professional handling and delivery of ingredients. Flexible pack sizes together with temperature and environmentally controlled storage units for sensitive goods enables a tailored, quality service for customers.

The regularly audited facilities are compliant to ISO 9001:2000 Quality systems. As a Responsible Care company, we work to continually improve our operational standards with respect to health, safety and the environment.

All products are supported by valid efficacy data and original documentation, including Certificates of Analysis, regulatory and safety compliance, total lot traceability and technical specifications.

Furthermore we are very active with REACH compliance and now able to utilise the significant resource of the Azelis Group.



## Technical and Application Expertise

Technical experts can assist at any stage of product development including help with formulations, regulations, trouble-shooting and knowledge-based solutions.

Fully searchable online product and formulation databases can inspire business creation via new product concepts and ideas. This premium service has proved to be highly valuable to many customers' development teams.

S. Black has two Personal Care Application Laboratories – both of them centres of excellence; in the UK for colour cosmetics and in Germany for emulsion systems. They provide prototype formulations that preview the latest trends and modern processing techniques whilst providing specific confidential project support for customers and principals.



## S. Black joined the Azelis Group in 2007

Since its creation in 2001 through the merger of Novochem in Italy and Arnaud in France, Azelis is now well established as a leading European distribution group.

Its early strategy of growth through acquisition has resulted in almost complete European coverage with more than 33 countries integrated into an efficient operation that reaps the benefits of inter-group synergies, whilst maintaining a deep knowledge of and connection with local markets. Controlled management systems provide a forum for the exchange of best practices and ideas, where appropriate.

The organisation is focused on nine International Business Areas. Personal Care is part of Life Science within the group in combination with Food and Health and Pharma.

## Customer Focus

### *The best possible service*

Technical sales managers, experienced in the Personal Care industry, work with customers to deliver sound commercial solutions. Our comprehensive product range allows the opportunity for one-stop-shopping thereby linking innovation and efficiency with tailored competitive packages.



Our goal is to be your valued partner for new developments coupled with a competitive approach to customer solutions



Supporting our sales managers, we have an internal team of experienced customer service advisors who offer rapid responses to customer requests to provide the best possible service.

Key account management focus within the company allows our sales and supply chain teams the autonomy to present tailored solutions to fit individual customer's needs.

## Innovative Ingredients for all Personal Care Applications

■ Skin Care

■ Hair Care

■ Sun Care

■ Colour Cosmetics

■ Fragrance Ingredients