

# Univar's Personal Care Expertise

Europe, the Middle East and Africa

**Mastering the art of textures**



## Univar's Personal Care Expertise Europe, the Middle East and Africa.

Univar, your distribution partner, is continually transforming the way that chemicals and ingredients are procured, sold and managed around the world.

We work at the centre of a global network that customers and suppliers can tap into for a broad range of innovative offerings – from distribution and logistics capabilities to technical and business solutions like product formulation and laboratory services.

**Univar's network offers simplicity, giving international partners the option of a single point of contact**, while our network of country-based contacts ensures that your business can be dealt with locally, on the ground.

Our warehouses across Europe, the Middle East & Africa (EMEA) are committed to 'On Time, In Full' delivery to our customers and our global sourcing expertise helps reduce complexity.

At the same time we can offer a single point of delivery for suppliers that allows an optimised and cost-effective supply chain solution whether transporting bulk products or a 10kg drum. We build a supply chain network that effectively becomes an extension of the producer's own.

Univar EMEA leads the industry in terms of the number of specialised personal care sales people it employs. Their knowledge and focus ensures that contact with one of Univar's highly experienced sales professionals is a rewarding and successful business experience.

### A global network of expertise

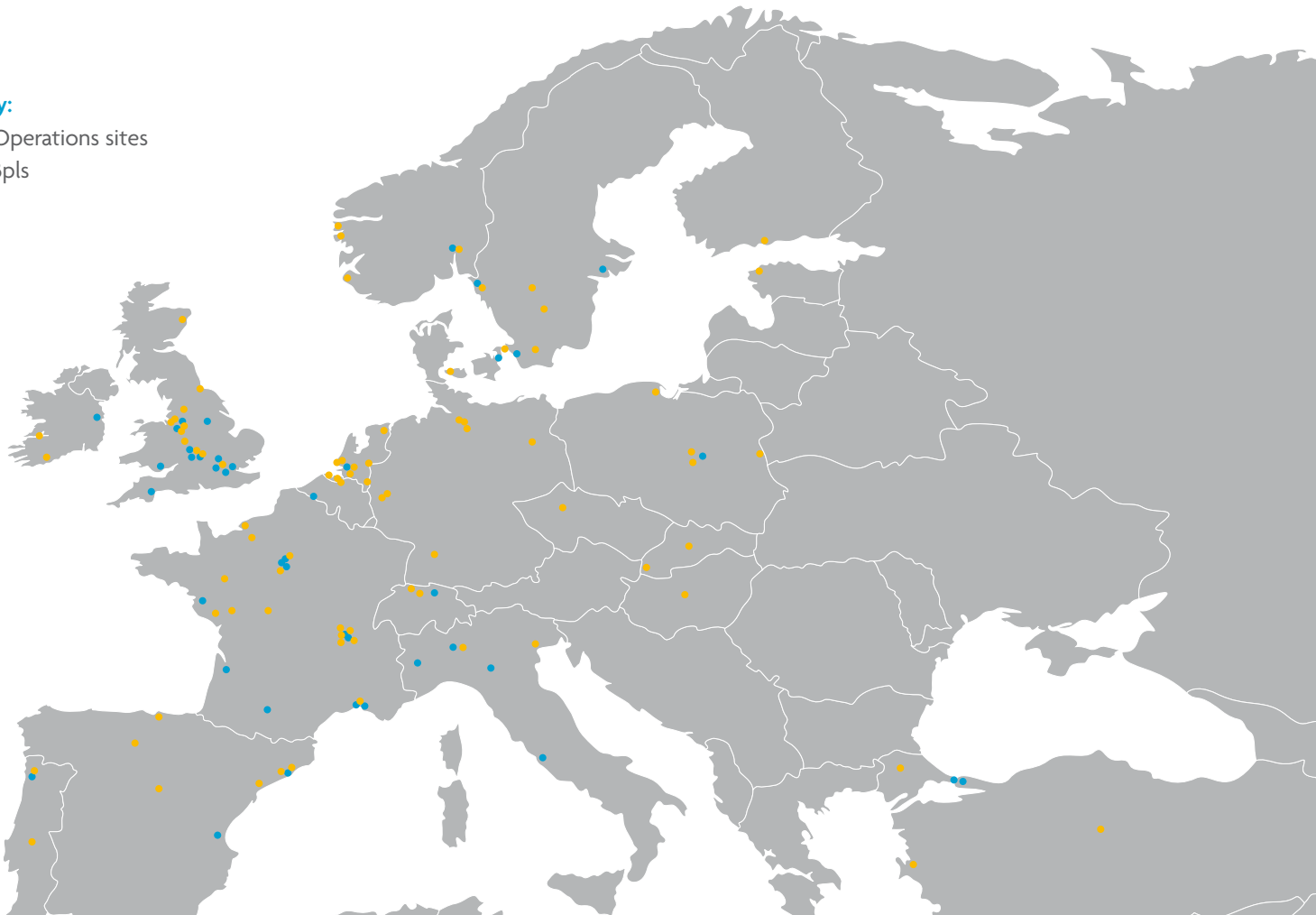
Univar provides more than just products. We understand what is important to our customers, and our dedicated personal care research and development laboratories enable us to help them develop truly innovative products and gain a competitive advantage in the marketplace.

Thanks to our global network of laboratories, technical expertise and shared best practice, Univar is able to offer our partners in the sector access to the latest products and innovative concepts from around the world.



#### Key:

- Operations sites
- 3pls





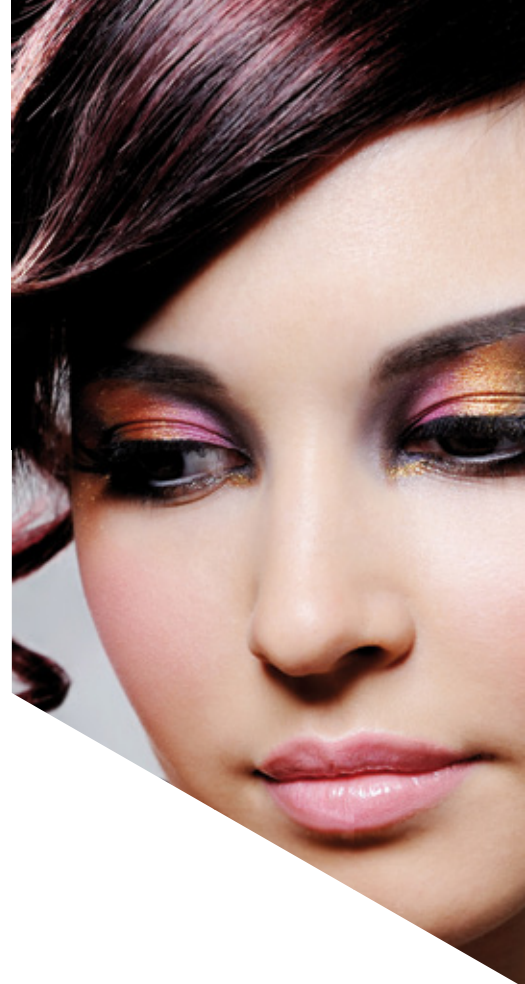
## How our Personal Care Laboratory can help you gain the competitive edge.

### Technical services include:

- › New product development: Univar's technicians create new cosmetic products using ingredients from our extensive personal care portfolio such as silicones, rheology modifiers, botanicals and film formers.
- › Developing creative concepts: from one of Univar's EMEA personal care laboratories, our technical experts develop thematic kits containing finished product samples. These demonstrate to customers the functional qualities and tangible benefits that suppliers' chemical products and ingredients can have on consumer end products, from exfoliating shower gels and BB creams to conditioners and sun protection products. Our creative concepts and formulations have been showcased at the Innovation Zone of the in-cosmetics® exhibition since 2010.
- › Evaluation of raw materials: technicians test specific personal care-related problems and enable customers to see products in their finished state ahead of full production. This cuts testing and product development time for customers and enables them to develop the optimal product mix, saving time and money.
- › Technical expertise and knowledge transfer: laboratory-based training is used to introduce new products and to continually enhance the technical competence of our personal care sales team, ensuring that they can expertly respond to customer needs when discussing chemical product solutions.
- › Regulatory support: We are dedicated to the successful implementation of the 2013 European Cosmetic regulation and can assist our partners in relation to their own businesses.

### Benefits to our customers:

- › Providing expertise in and access to an unparalleled range of ingredients for the personal care industry.
- › Access to a database of new and innovative formulations covering a wide range of personal care products.
- › Formulation advice and identification of solutions related to specific product development issues.
- › Reducing costs and increasing operational efficiency by using Univar's in-house application development expertise and dedicated personal care laboratory.
- › Customer seminars throughout Europe, providing training and first hand demonstrations of manufacturers' product lines.
- › Access to best practices from Univar's experts around the globe.



## Doing business with Univar is easy!

### Interested?

Please contact your regional Univar sales representative if you are looking for formulation advice or any other solution for your business.

You can also send an email to [personal.care@univareurope.com](mailto:personal.care@univareurope.com) to get a response from our experts.

[www.univar.com](http://www.univar.com)

 **UNIVAR®**  
PERSONAL CARE



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