

Member Profile

Member Profile: Kolmar Laboratories, Inc.

Year founded: 1921

Number of Employees: Over 700

Location: Port Jervis, NY

Products: Contract manufacturer of color cosmetics and personal care products: bath, eye makeup, lipsticks, pressed and loose powders, etc.

Website: www.kolmar.com

This past year has been one of growth and change for Kolmar Laboratories, a company that has been in business since 1921 and in Port Jervis, NY since 1943. Kolmar has come a long way from its beginnings in a small store in Milwaukee. The demand for cosmetic and personal care items has grown and the variety has increased and changed dramatically over the years Kolmar has been in business. Kolmar is now one of the largest cosmetic contract manufacturers in North America.

Back in 1921 Mr. Lessing L. Kole partnered with Dr. Fredrick Marsek, who had been the Chief Chemist at Palmolive, to start a small cosmetics company in Milwaukee, Wisconsin. The name of the company was a combination of its founders names, Kolmar. The company grew enough so that in 1939 a small plant was established in New Jersey. In 1943 the facility was relocated to Skyline Drive in Port Jervis New York. In 1965 another site was opened on King Street and by 1995 the Skyline Drive site was consolidated into the King Street site. Kolmar has grown in fits and spurts throughout that time, with facilities located all over the world now.

In 2007 the company went through a restructuring to focus on Kolmar and Acupac Packaging, Inc., a sister company that is a full service form, fill and seal operation with unique capabilities in dissolvable film technology located in New Jersey. Then in 2008 the company was renamed Kolmar Labs Group. At the Port Jervis site Kolmar manufactures color cosmetics (excluding cosmetic pencils and nail polish) and personal care products such as lipsticks, powders, foundations, concealers, mascaras, lotions, creams and skin care products.

As new technologies become available the health and beauty products we use are beginning to change. Ingestible "Cosmeceuticals" are a growing



trend in the U.S. and Kolmar launched a new product last summer with its sister company Acupac

Packaging, Inc. which provides "Beauty from Within" in the form of a dissolvable film strip to be placed on the consumers tongue. There are also topical film treatments that are applied to wet skin and rubbed in until fully absorbed. Kolmar also has products that utilize a similar patch technology in which the treatment is applied to wet skin and left on for a period of time to be absorbed and removed once the product has completed its cycle.

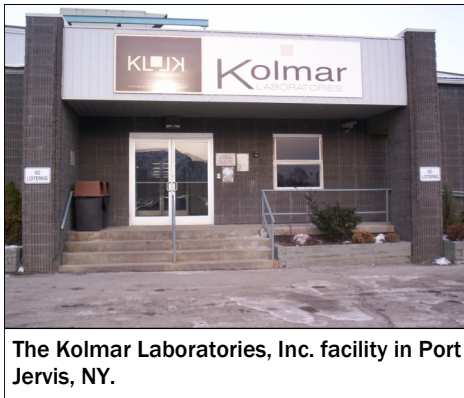
Kolmar is using the latest technology to help with the challenge of actually becoming an extension of many of their customers' R&D and marketing departments. They have top of the line consultants and expert chemists on hand to stay ahead of the trends and provide their customers with cutting edge products. As lead times and prices

on raw materials have increased, Kolmar has had to become more innovative in their production to help customers meet their launch dates and use Kolmar's large scale buying power as leverage to keep cost increases to a minimum.

In 2008, after many changes to the company, Kolmar wanted to project a fresh, modern image while maintaining the importance of its heritage. A

new logo and color cosmetic collection was re-launched at the 2008 HBA trade show. Yet despite these changes, the commitment to quality and expertise that comes with years of experience has remained. Kolmar's employees are proud of their company and their work. Some employees have worked at Kolmar for over thirty years and there are as many as three generations of the same family employed at the Port Jervis facility.

Kolmar is successful and growing because of all the reasons above. They are not just a cosmetics contract manufacturer, they are also a supply chain solution provider, and in this day and age that is what customers need.



The Kolmar Laboratories, Inc. facility in Port Jervis, NY.