

Brule & Tillman's new beauty2market expands with new clients and staff

Bracelet Safari, Angélique de Paris



Beauty2market, the new sales and marketing partnership between David Tillman and Marie-Clothilde Brulé, has unveiled two new clients: treatment brand DermaNew and jewelry company Angélique de Paris. Beauty2market specializes in international sales and marketing for both travel retail and domestic markets.

Beauty2market is managing the expansion of DermaNew into travel retail worldwide. Invented in 1999, the DermaNew Microdermabrasion provides a safe and effective alternative to chemical and laser peels for the face and

body, says the company. The system applies a patented high-technology corundum crystal formula, which safely and effectively exfoliates the surface layers of skin to provide visible improvements in the appearance of the skin. Systems for the hands/feet, total body and the face, and a complete skin care line will be available in travel retail. DermaNew is present in more than 10,000 doors in the US market and is available in 18 countries, reports b2m.

Beauty2market represents Angélique de Paris in both travel retail and worldwide domestic markets, with the exception of the US, the Caribbean and Canada.

For over 25 years, Angélique de Paris, considered the pioneer of jewelry made

of wildly colored resin and precious metals, has produced its signature look chic jewelry in high-style with splashy designs.

"We foresee significant business opportunities in North America for Angélique de Paris, and our very first priorities will be aimed at the luxury cruise-ship market, airlines and airport stores," offers b2m Principal Brule, adding that the innovation and design of the Angélique de Paris gems will stand out in the sea of Duty Free.

"The Fine Jewelry Category is gaining prominence in all markets, with concessionaires and retailers devoting substantial space to this category to capture new consumers looking for a unique and special piece or collection of jewelry," she adds.

Already on a growth spurt, beauty2market has hired former Lancaster and

Cosmopolitan Cosmetics sales manager Siobhan McKinley to assist with the development of the DermaNew business, and former Coach and Monet travel retail executive Monica Mautner to help develop the Angélique de Paris business.

Other beauty2market clients include Pure Inventions Green Tea Extracts, Frownies, Hard Candy and Urban Decay.



Farfalle, Angélique de Paris



J. del Pozo presents In Black

Spanish perfume house Perfumes y Diseño will showcase its newest fragrance from Spanish designer J. del Pozo, called J. del Pozo "In Black," in Cannes.

From the elegant lines of the spherical bottle in black opaque glass to the opulence of the black moiré fabric on the cube-like outer carton, this fragrance spells a departure from the norm for the iconic fashion house. A rich oriental fragrance with floral-fruity-woody notes, In Black presents an image of mystery and seductiveness.

In Black has been presented

to all of Perfumes y Diseño's Latin American distributors to excellent response and the company reports it is making local press presentations in the region before the end of the year.

Perfumes y Diseño will also be presenting its innovative new Spaonboard concept in Cannes, a set of body, well-being and relaxation products especially designed to counter the drying environmental conditions encountered during plane travel. For more information, stop by their booth at Blue Village F3.

CHANEL

Following last year's stunning encounter of two legends in a global television campaign, Chanel greets fall with a new press and visual program for Chanel No. 5, again starring Nicole Kidman.

Chanel also introduces its Autumn-Winter makeup collection, Coromandels, based on lacquered Chinese screens in the Baroque Ornamental style.



For skin, Chanel has created three gentle micro procedures to smooth the skin and combat expression lines and fill in deep wrinkles. Précision Micro Solutions features glycolic acid with its own ultra-precise instruments. The Micro Solutions program includes a Refining Peel Program, a Wrinkle-Neutralizing Treatment and a Wrinkle-Filler Program.

