

# Düllberg Konzentra: The Fragrance Experts

*What do you need to create a good fragrance? Creativity, experience, and expertise – as well as raw materials of the greatest purity and highest quality. Düllberg Konzentra has stood for all this for more than 70 years. The company creates and refines essential oils and perfume compositions; its customers come from the cosmetics, pharmaceutical, food, and chemical-technical industries. The family-owned and managed company was established in Hamburg in 1933. Its most important markets are Europe, the Middle East, and Asia.*

## From archangel root to ylang oil

High-quality essential oils form the core of the company's product portfolio. Düllberg Konzentra is one of the largest suppliers in Europe. Essential oils have a positive effect on the human psyche and organism; they are an indispensable basis for many cosmetic and pharmaceutical products. Düllberg Konzentra keeps 2500 essential oils and aroma chemicals in stock constantly. Under the name Natura®, the company develops perfume compositions based on high-quality, natural essential oils. Of course Düllberg Konzentra also offers certified organic essential oils. These are certified by ECOCERT and therefore fulfill especially high quality standards.

## Creativity meets ability

With passion, creativity, and ability, the in-house perfumers create fragrances that win customers over – and that consumers love. All Düllberg Konzentra fragrance compositions are tailor-made for the customers' end products. One of the company's specialties is bazaar oils: luxurious, oriental fragrances from the finest ingredients, including rose, jasmine, myrrh, patchouli, and oud, one of the most precious essential oils in the world.

In addition to the bazaar oils, the perfumers create demanding, luxurious premium

brand fragrances as well as lifestyle fragrances that follows the latest trends. Furthermore, they develop fragrances for a multitude of products for the body and home, including body lotions, hair shampoos, deodorants, cleansers, and air fresheners. The portfolio is complemented by flavors based on essential oils; the company's core competency is the development of oral care products.

## Concepts, emotions, effect

To buy or not to buy? For body care and household products, this question is frequently decided by the nose. Welldone fragrances communicates the properties and effects of a product right away. Therefore, the marketing experts at Düllberg Konzentra devote themselves intensively to their customers' products – and translate their concepts into appropriate fragrance compositions. With extensive stability tests, Düllberg Konzentra ensures during each development step that a fragrance perfectly complements the final product from the sensory, functional, and emotional points of view. The knowledge of consumers' desires and needs is indispensable here: the company's global sales and marketing network constantly provides information about market developments around the world.

## The highest demands

Since its founding, Düllberg Konzentra has placed the greatest value on the purity and quality of its products. Both are guaranteed through the selection of high-quality raw materials and state-of-the-art distillation systems, which form the heart of the company. Especially gentle separation processes allow the purification of the essential oils and their standardization with respect to their physical and chemical properties. This way, lasting quality is produced, regardless of natural fluctuations. An automation degree of up to 85% ensures the greatest precision for all dosing processes. All raw materials and finished products are also checked using highly sensitive analysis methods.

## Assured quality

Especially for customers in the pharmaceutical and food industries, quality assurance plays a central role. On customer request, Düllberg Konzentra will therefore produce its products according to the European pharmacopoeia and GMP (Good Manufacturing Practice) guidelines.

To assure production flows and safeguard the production environment, the company performs especially demanding hygiene and safety measures. In addition to the required space and systems, the GMP-compliant qual-

ity management system always assures the safety and quality of the products produced and processed by Düllberg Konzentra. Depending on the request, the company delivers both essential oils as well as compositions that comply with the GMP standard. These can be used in capsules, cough syrups, emulsions, coatings or nutraceuticals.

### For nature, human being, and the environment

In order to maintain the natural basis of its products and secure the future for the next generations, Düllberg Konzentra employs various measures to protect nature. These include the certification of as many products as possible with the ECOCERT seal, which guarantees the controlled farming of the essential oils. Important to Düllberg Konzentra is also a seamless tracing of the products, the auditing of suppliers, reduction of energy consumption, and CO<sub>2</sub> emissions that are as low as possible. Düllberg Konzentra is a member of BUND, the Association for the Environment and Defense of Nature in Germany.



Düllberg Konzentra is available for its customers worldwide. In addition to the headquarters in Hamburg, the company has its own branch office in the United Arab Emirates. Thanks to an international network of branch offices and long-term representations, customers around the world receive the best support. Thanks to local warehouses, the company also guarantees short delivery times and first-class quality products. ■



#### Product portfolio

- Essential oils
- Aromas and compositions for
  - Fine fragrances
    - Premium brand fragrances
    - Lifestyle fragrances
    - Bazaar oils & oud
  - Personal care
    - Hair care
    - Body care
    - Skin care
    - Deodorant / antiperspirant
    - Baby care
  - Home care
    - Surface cleaning
    - Textile care
    - Air fresheners
- Aromas for
  - Oral care
  - Food

#### Düllberg Konzentra at a glance

Company profile: Düllberg Konzentra creates and refines essential oils and perfume compositions; its customers come from the cosmetics, pharmaceutical, food, and chemical-technical industries.

Corporate headquarters: Hamburg, Germany

Established: 1933

Management: Manfred Düllberg, Christian Düllberg

Employees: 100

Branch offices: United Arab Emirates (Dubai)

Representations: in 39 countries

Export countries: 76

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