

derma.



GREEN PEEL® Herbal Peeling

PROBLEM SOLVER IN CASE OF HYPERPIGMENTATION

Hello Natural Beauty!

BRILLIANT COMPLEXION FOR THE NUDE LOOK ProbioCellulose Mask

> NEW - SPECIAL MASK FOR THE COSMETIC CABIN



Skin Elixier

Beauty fluid for very dry, demanding skin

Special edition as long as stock lasts!

Hello Dr. med. Christine Schrammek community,

s part of the entrepreneurial family and member of the management I cordially invite you to take some time off with the current issue of derma.cos.

For sure the year 2020 has turned out differently than expected. In many respects we had to economize be it the organization of leisure activities, social intercourse with family and friends or to pursue gainful employment, which fulfils us and not least secures our income. We look back on turbulent months and are proud to have given advice and support to you as "your" brand during rough times. Consistency is particularly important to us as a family business. Therefore, I am pleased to join the family company full time, as did my brother, Alexander Drusio, more than 7 years ago, after completing my specialist training as a dermatologist. From now on I will support my mother, Dr. med. Christine Schrammek-Drusio, in the field of product development, important technical questions as well as vocational education and training. We are #schrammekfamily!

Now, let us jointly make a journey through the world of beauty. We will tell you the best tips on the nude look and how to find suitable skin care! Learn all about Bern and draw some inspiration from our lifestyle section. Have fun with the recent issue!

Yours, Christina Drusio



derma.cosmetics

The power of medical beauty.



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up to date

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World of cosmetics 2020 CRISIS AS A CHANCE



We tried to find ways to keep in touch and managed to do so.

The year 2020 should not be ours. The corona pandemic left its mark on us, especially in the first half of the year, leading to significant losses in many branches of the economy – it affected all of us massively too. Beauty salons had to remain closed, customers stayed away, and many lost sales. All of this with constant fixed costs. This time influenced us, challenged us and made us all think. How things will go on, what we can do, how we will overcome this time.

In addition to all the negative consequences the virus has entailed, there are also positive things that have resulted from the events. We all cannot afford to bury our heads in the sand. Instead, we shall go on, fight an uphill battle, rethink. That is what we did – and thus slightly changed the cosmetics world.

A strengthened WE

Even though the virus has caused sales to fall by the wayside, the relationship to our customers did not suffer at all. We looked for ways to keep contact and managed to do so. We used all ways of communication to still being available for our customers whether by phone calls, online expert advice or WhatsApp contacts. A big plus for our customer relationship!

Home care

Especially if reservations of beauty treatments drop, a perfect home care becomes more and more relevant. Customers with skin prone to strong impurities, hyperpigmentations or dryness are particularly compelled to play an active part at home as to take time to give their skins a treat. Contact-free delivery, which many beauty salons offered and still offer, gave rise of a new distribution channel. Now, as treatments at beauty salons are possible again, home care must not lose its importance! Both, regular beauty treatments and a suitable home care are the basis for healthy and beautiful skin. UP TO DATE!

New brilliance

Many cosmeticians took time to knock their salons into shape: New colour, some decoration highlights, new posters & banners and a new wellnessworld is done!

Digitalisation

If analog options fell by the wayside only digital ways are possible such as vocational trainings for our cosmeticians, which we offered via online platforms for free. Beauty salons can benefit from digitalisation too: Product advice can be done by phone or social media, fantastic treatment results are shown on Instagram, for the time being video chats & Co are part of the new daily routine. For sure, even if the analog world will widely function again the newly created opportunities will remain.

Every crisis offers new prospects. The most important thing is to go on - together we will manage everything!

Probiotics

SMALL MICROORGANISMS FOR A SKIN IN BALANCE



probiotics are living microorganisms, which confer health benefits to human body. Prebiotic microorganisms are most of all bacteria like Lactobacilli and bilfidobacteria. Up to 7 billion bacteria, fungi, viruses and protozoa live on our skin and are important healthpromoting helpers. Microorganisms have positive proper characteristics for the skin as they help to build our skin microbiome, our natural protection shield. Researchers presented results that confirm that "good" bacteria and the fibres they use for nutrition (so-called prebiotics), contribute to an improvement of skin health.

Probiotics in skin care is a field of research with rapidly increasing interest. Thus the focus is laid on the use of bacterial culture in cosmetics. On basis of the latest findings Dr. med. Christine Schrammek Kosmetik developed two probiotic care preparations, which are most helpful to calm down sensitive skin and stabilize the skin barrier.



New: ProbioCellulose Mask Two In One Mask

Probiotics meet Biocellulose! Based on the latest findings of microbiome research in combination with Biocellulose, known from medicine ProbioCellulose Mask is a highlight for your next cosmetic treatment. ProbioCellulose Mask contains a rich emulsion-based active ingredient serum. The mask soothes and relaxes sensitive skin and stabilizes the skin barrier. Without an intact barrier function the skin would be less protected with regards to environmental influences and would react with redness, infections, dryness etc. The skin microbiome offers natural protection and plays an important role for the maintenance of skin health. The innovative mask for the cabin has been formulated with the proven probiotic agent Biotilys[®] - Lactobacillus Ferment Lysate, well-known by ProbioSense, as well as Hyaluronic Acid and valuable Almond Oil. Biotylis[®] has protecting and regenerating properties, which have a calming and rebalancing effect on the skin. Thanks to its dermatoid Biocellulose, it adapts like a second skin to the face.

Without mineral oil, silicones, parabens, PEG-containing emulsifiers or fragrances., dematologically confirmed. Exclusively available as a treatment extra by your Dr. med. Christine Schrammek cosmetician!

ProbioSense

ProbioSense is a balm, which supports the skin microflora in its natural balance of "good" and "bad" bacteria by a combination of probiotic and prebiotic ingredients as Biotylis, Inulin and an extract from Mimosa. The caring balm strengthens the microbiome and thus the barrier function of the skin. ProbioSense provides an environment, where a balanced and healthy skin microbiome can develop and maintain. Skin irritations and redness are effectively calmed down and reduced.



ProbioSense 50ml

Efficiency scientifically confirmed*

According to an in-vivo study under dermatological surveillance, a four-week treatment with ProbioSense confirms the improvement of skin hydration by 29% as well as a considerable reduction of transepidermal water loss (TEWL)** by 30%.

- Strenghtening/regeneration of the skin's protective barrier
- Reduction of mean TEWL** by -30%
- Improvement of skin hydration by + 29%
- * Clinical study in accordance with GCP guidelines at a German university institute
- **Transepidermal water loss

PoreAway NEWS FROM THE WORLD OF INGREDIENTS

veryone has them, sometimes clearly noticeable in _ some cases without attracting attention: pores. If they are enlarged, their increased sebum production often leads to impure skin with an unpleasant shiny appearance. To combat this effect we found a new active ingredient: PoreAway! This plant active ingredient is based on an aromatical resin, which is derived from a Greek pistachio. This resin serves as a natural plaster, whenever a tree is damaged. In ancient times this kind of resin was chewed in order to clean the teeth and refresh one's breath with its proven, antimicrobial effect.

How can we use this plant plaster against shining skin and impurities? By means of certain techniques this special resin could be made water soluble and thus perfectly suitable for cosmetics. The resulting ingredient PoreAway inhibits the production of enzyme 5α-Reductase, which is among others responsible for sebum formation. As a result: of the reduction there is a decreased production of sebum, which means fewer impurities and a less shiny appearance! Additionally, diverse in-vivo studies substantiated a notably refinement of skin appearance!

Reasons enough to use this strong active ingredient in Dr. med. Christine Schrammek Kosmetik products. Fewer impurities, a matting effect - sounds like the Regulating line! From now on PoreAway replaces the ingredient Seboclear®, which is part of Special Regulating Cream. In addition, direct Salicylic acid will be utilised. Thus even stronger cornifications will be softened to retain free pores. Don't worry: Neither the cream's consistency, nor its fragrance will be influenced by these adaptations, only its efficiency. Goodbye impure skin, goodbye shiny skin.



Special cream for mixed, oily and impure skin

Excursion: Skin pores

Everyone has them, but only the small, fine ones are popular. It is a matter of pores - tiny openings in the skin, which develop at the end of excretory duct of sebaceous and sweat glands or hair follicles. The term is derived from the ancient Greek word poros, which means opening. Sebum and sweat find their way to the skin's surface by means of pores. Wherever sebaceous glands are more distinct there are enlarged pores. As a result from increased sebum production pimples and blackheads may arise.

Fine or enlarged pores and where they occur are mainly genetically determined. The manner of pores helps to imply the skin's disposition of everyone. Whereas mixed and



Dry skin: very fine-pored



Normal skin: normally pored

oily skin often have enlarged pores the characteristic of dry skin are very fine pores.

In addition to the predisposition to impure skin, there is also the problem that the skin loses its elasticity with age. The loss of skin tension stretch the pores and lead to enlarged-looking ones. Inherent, enlarged pores cannot be harmed away, but significantly refined with proper care products.

Regular peelings and care products with pore-refining active ingredients can lead to good results. In addition, professional cosmetic treatments play a part in contributing to a refined skin complexion.



Mixed skin: enlarged T-zone



Oily skin: large-pored

$Gift \ ideas$ for the christmas season

N ot long now and one of the most beautiful and cosy times of the year is just around the corner again: Christmas time. To help you enjoy it to the fullest, without having to think about possible gift ideas for your loved ones, we have collected a few suggestions for you. Especially in the days around Christmas, people often do not take enough time for themselves. That is why it is a great idea to simply give away suitable care products to your beloved ones for their personal pampering time. Not the right thing for you? Then simply ask your cosmetician for a voucher for a soothing treatment. This guarantees bright eyes under the Christmas tree!





... For your mother



life & style

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 \bigwedge s we all know, less is more! The nude look has not only been playing a A major role in fashion for years, the sandy shades are also very popular when it comes to make-up. The soft, light colours always give us a natural look and focus on our own personality. Why not do without make-up completely and shine with your radiant complexion? This is no problem with appropriate care products.

No more hiding behind bright, eye-catching colours - hello self-confidence, hello natural beauty!

Naturally beautiful WITH THE NUDE LOOK

Hoodie 'NOT YOUR STANDARD' Lookabe

www.lookabe.de



Tealight Holders Oblong

Hej Home

www.hejhome.de



Plant Pot Cloudy Hej Home www.hejhome.de

BB Perfect Beauty Fluid in three shades

www.schrammek.de 40ml



UP TO DATE!

Braided Headband beige fafe collection

www.fafe-collection.de

Large palm leaf dried mimiandtone www.mimiandtone.com

Vitamin C Beauty Flash www.schrammek.de 3x7,5ml



All Veggie THE TREND TOWARDS A VEGAN LIFESTYLE

ore and more vegan food, a conscious sustainable lifestyle, organic products and fair trade goods are gaining in importance. The younger generation is becoming more informed and does not simply accept mass animal farming and global exploitation. Fair Trade means intensively to deal with producers, the country of origin and the materials of our products. There are demos, protests and counter-movements.

More and more vegan products can be found in supermarkets, some of which have biodegradable packaging, in addition to dispensing with animal products in the food itself. A great trend that benefits nature and well-being of animals. But not all veggies are veggie! Meanwhile there are also many variations of the completely vegan lifestyle, from flexitarier (occasional vegetarians) to ovo-lacto-vegetarians (still eating egg and dairy products) to pesce-vegetarians (still eating fish). The decision to what extent one wants to do without animal products or pay attention to the biological origin, everyone must make for himself. No matter if flexi, semi or vegan if we all think a little more sustainable and live more consciously, we can create a healthy balance.

9()% of all Dr. med. Christine Schrammek Kosmetik

care products are suitable for vegans

vegans

Suitable for Nearly 90% of them are without animal substances and suitable for vegans. Products containing animal ingredients such as beeswax or lanolin are not listed here. Although both ingredients are obtained from animals in an absolutely harmless way.

> In case of beeswax, e.g., bees build a honeycomb out of wax and store honey in it. When the beehive is finished, the bees move on and build a new one - this is the natural cycle. The bees are left alone until the new hive is built. Only after they have moved away the further processing is started (honey and wax of the combs).

> The extraction of lanolin is also harmless for the animal welfare, because lanolin is extracted from the sheep's wool. After shearing, the wool is pulled through rollers to extract lanolin, which is a by-product of the sheep. The animals are not placed in jeopardy to extract the substances.



Flower focaccia - the new Instagram trend

At first banana bread proved to be an absolute baking trend especially during the Corona period on Instagram. Now, the new hype revolves around Flower Focaccia, where you can give full scope to your creativity. Have a try!

Basic recipe yeast dough

- 500 g Spelt Flower (Type 630)
- 1 bag Dried Yeast (organic)
- 300 ml Water lukewarm
- •11/2 tsp Salt
- 3 tbsp Olive Oil

Dissolve the yeast in warm water and then add it to flour and salt in a mixing bowl. Mix with olive oil and knead to a smooth dough. Let the dough rise for an hour.

Topping:

There are no limits to your creativity. Everything you like can be used. **Red onions, mini peppers** (vertically cut), olives, tomatoes, capers, peppers and fresh herbs are ideal.

Roll out the yeast dough on baking paper, decorate it with vegetables and herbs and then brush it with olive oil and salt. After that bake your Flower Focaccia for 25 minutes at 200°C (392°F) in a preheated oven.

City tour AROUND BERN



he city of Bern, surrounded by the Aare, is not only the capital of Switzerland, but also an absolute recommendation for friends of museums, art and architecture. The origins of the city date back to the 12th century and therefore offer many architectural and historical sights. The Swiss have also succeeded in preserving the old town in its 'basic structures of medieval architecture' despite many modernisations. This makes the old town a UNESCO world heritage site too.

Even far away from culture, the city of Bern and its surroundings have a lot to offer. Explore not only the historic city centre, but also take a free guided tour of the Swiss Parliament. If you would like to stretch your legs a little, walk along the riverside paths along the Aare and stroll through the Botanical Garden. Insider tip: in spring, go to the rose garden and admire the countless pink cherry blossoms.

Should you ever visit the city, book an overnight stay at Hotel Schweizerhof Bern & The Spa. Enjoy an exclusive dinner at the **Restaurant Essort** and have a glass of Prosecco in the Sky Terrace with a great view over the city.

Trip to Biel



If you would like to escape the hustle and bustle, visit the bilingual watchmaking town of Biel/Bienne, 40 km away. The small town north of Lake Biel has more to offer than just architectural landmarks such as the Congress Centre. If you have a few days to spare, you should take the funicular up to Magglingen and book the famous Nourri-tour on Saturday morning. During a guided tour through the old town, small speciality shops are visited and culinary delicacies are served. For those who still like to go out in the evening, the first Friday of every month offers fine food, concerts, DJ's and other entertainment in Biel's historic alleys.



What would a nice trip to the small Swiss town be without a relaxing break for body and soul? Book a soothing facial treatment in the salon "Die Schönmacherei" and look forward to a pampering break. With a freshly cleansed and well-groomed face, you can enjoy a much more relaxing time.



$\frac{Slow\ living}{\text{TIME OUT IN YOUR OWN FOUR WALLS}}$



specially this year, which is marked by crises, challenges and continuing volatility, the own home gains more and more significance. Sports and leisure facilities had to close, employees were sent on short-time working or have worked from home office - never before we have spent so much time at home.

What makes our home special? We want to feel good, slow down, leave the stress behind. Whether at work or privately - we are confronted daily with new technologies, everything has to be faster, better, operate more efficiently and on a larger scale. That does not only sound like stress, that is what it is. Now, it is all the more important to create a balance within your own 4walls.

Slow living starts right there. The slowness is the key to happiness. but behind the concept is more than just a style of living, it is an attitude to life that is reflected in the design of the home. Important for a decelerated living at home is the reduction to the essential. A clear, structured ambience with lots of white space in combination with warm natural materials is not only timeless, but also creates peace. Discreet colours, cosy light sources and minimalist furnishings are the essential factors of Slow Living.

An important aspect is also order – if things are lying around everywhere, that remind us of unfinished work, open to do's or to remember postponed tasks, we cannot rest. Look for a drawer in which you collect letters & co. and which you dedicate yourself to when you want to use the time to do so. In this way a tidy and harmonious overall impression is created, which is equally comfortable.

Deco-overload was yesterday – say goodbye to unnecessary dust traps and replace them with a few house plants, such as succulents or cacti. This does not only have a positive effect on cleaning, it also creates more air to breathe, more freedom and closeness to nature. We do not need many things to be satisfied. Quality is more important than quantity.

Another important aspect for our general well-being is the light. In winter, when there are only a few hours of daylight, we quickly notice that we are tired and dull. Our energy level is much higher in summer. Light plays a major role for body and soul. Try to avoid cold, artificial light sources, such as from displays and office luminaires as far as possible and to focus on cosy, warm light. It is also advisable to do without a smartphone, especially before going to bed, so that the body can come to rest and switch off.

Slow Living therefore means getting down to the essentials, create order, avoid unnecessary ballast and to move towards subtle and natural colours. Whether in the beauty salon or at home, create an atmosphere of well-being.



Summer bodies are made in winter

BARRE WORKOUT IN A SELF-TEST



A nyone can do simple home workouts with sit-ups and the like – something new is needed to motivate people. That is why I took a closer look around the fitness world and found barre fitness. Barre is French and means "rod" because it is an intensive form of training consisting of ballet-like exercises. Originally it comes from the USA and is already practiced there by many celebrities.

I remember when I was a little girl I danced in a pink tutu in front of the mirror on the ballet bar. Well, to be honest, I did not start ballet until I was 16, unfortunately, and at that time I felt more like an elephant in a china shop than looking graceful. But at least I had already heard of Plié, Assemblé and Chassé. Besides, who would not like to have the taut figure of a dancer. That's is why I decided to face the self-test.

The next evening I found myself in my sports outfit in the living room in front of the television and was ready to do my first barre workout. Meanwhile, there are a few studios in Germany that offer courses - but for testing purposes I decided to go for the free version on a well-known video platform. Instead of a ballet bar, I provided a chair and pressed play. At the beginning there were only warm-up exercises, which were easy to follow. After that, exercises followed which reminded me strongly of squats. In addition, the arms were added in very ballet-like movements.

I quickly felt that really many muscles were being used at the same time. However, this also meant that I had to stay concentrated at all times, as the exercises were performed quite quickly and arm/leg coordination was required. What I particularly liked was the strong focus on posture. It was not easy to always remember to stretch your feet while doing the exercises, but even after the training I still noticed that I was very careful to keep my body upright and in tension. Last but not least the towel was definitely due for the laundry basket after the 30-minute workout, one or the other bead of sweat was flowing.

Now that I have been doing barre fitness twice a week for three weeks, I am a real fan and will definitely look for a studio in my area. In the end, sport in a group is the most fun. I notice that more and other muscle groups are trained than in the fitness videos I have tested so far. The muscle ache is therefore pre-programmed. It also helps me to pay more attention to a straight posture and to strengthen my back more specifically. However, it is more often emphasised that people with joint or more severe back problems should be careful with this type of training. This requires good coordination, because in the end it is very dance-oriented. As there are many different videos available you can vary the level of difficulty without any problems. You do not have to be afraid if you do not know the French technical terms - previous knowledge of ballet is not necessary, a close look is sufficient.

All in all, I can say that I personally enjoy it and it is a great alternative to traditional home workouts, where you train more muscle groups than you thought you had.

If you want to do even more for your body, you should definitely try the body products of Dr. ned. Christine Schrammek Kosmetik as a daily care ritual - they tighten, smooth and refine the skin. Start now, in the cold season because : Summer bodies are made in winter.

Yours, Lena



LENA QUATMANN Dr. med. Christine Schrammek Kosmetik Team Marketing

BloggerBusiness INTERVIEW WITH VIVA LA WOW

Athrin, viva la wow, inspires her 50 thousand followers on Instagram every Aday with her unique fashion style. Instead of the big city jungle and daily coffee dates, she prefers country life in a suburb of Essen and walks with her dog Peanut. As an avowed fan of the products of Dr. med. Christine Schrammek Kosmetik she asked herself a few questions especially for **derma.cos**:

1. How long have you been active on Instagram and how did you get started?

I would almost call myself an "old hand" at Instagram - I have been using the app since October 2012. I used to share my outfits on Facebook until a good friend of mine told me that there was a much better app and I would not bother anyone there with my looks...:) and bang I signed up.

2. How do you manage to incorporate professional collaborations into your content without making your profile look too commercial?

The first rule is authenticity. I only work with companies that fit to me and my style. Furthermore, I always try to offer a diversified content - private and professional. 99% of my daily outfits are completely without cooperation and we photograph them almost every day simply to inspire my followers and offer added value.

3. What is the biggest challenge for you with Instagram?

It is important to me that the fast pace of life on the Internet does not mean that the simplest forms of greeting, request and thank you are lost. I often have to struggle with that. I wish for a respectful interaction.

4. What advice would you give Instagram newcomers, whether professionally or privately? Be yourself and do not try to copy anyone.





5. Fashion, Beauty & Lifestyle is capitalised on your account. Hand on heart: How much money do you invest in your looks?

Everything? :) I make sure that I pay my installment for the flat, that we have enough food and especially that Peanut is doing well and the rest is actually almost completely spent on fashion and beauty. I am a bad role model.

6. We at Dr. Schrammek love your classic yet extravagant style. Where do you collect your inspiration?

Pinterest, art, Instagram, magazines, books, online shops...

7. Do you go to a cosmetician regularly and how important is skin care for you?

Yes, I regularly try to go to the cosmetician and I am always happy about the result. Skin care is extremely important for me because I want to have healthy and well cared skin. I do not use make-up and precisely then it is important for the skin to radiate from within.

8. In 2020 the world is going crazy. If you currently had one wish free, what would it be?

I would like to see us emerge stronger from the current situation (Corona, Black lives matter) and learn from it. We only have this one earth and should appreciate it, as well as ALL the inhabitants on it. More togetherness and not against each other.

9. What is your definition of beauty? Authenticity and a radiant personality.

10. How did you come up with your Instagram name? That's a good question :) I love fashion and I love to achieve a "wow" effect through breaks in style. That's how "viva la wow" was created.

11. Last but not least: What is your favourite care product?

Definitely Hyaluron^{HY+} Performance Serum – I love its fragrance and the light feeling on the skin.



KATHRIN BOMMANN fashion blogger

O @viva_la_wow

Instagram

SHARE YOUR SCHRAMMEK MOMENT





beauty

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How would you describe your skin?

| | | Skin type | | | |
|----------------|------------------------|-----------|-----|------|-------|
| | | Normal | Dry | Oily | Mixed |
| Skin condition | Without problems | | | | |
| | First fine lines | | AF | | AF |
| | Pronounced wrinkles | ТС | ТС | AF | AF TC |
| | Sensitive | | | | AF |
| | Dry | | | | |
| | Impurities | | | | |
| | Hyperpigmen- tation | | | | |

product series

Tips on our Every skin is different and has different needs. In order to determine, which skincare range suits you best please refer to the table.

> Please note: Many products from different care series can be combined with each other. To find an individual care, which is optimally adapted to your skin, a personal conversation with your beautician is indispensable.

SKINDIVIDUAL MY PERSONAL SKIN CARE

Essential

From cleansing and peeling to basic care - the Essential series with its special cleansing and care products forms the basis for fresh and radiant skin. The products of the Essential series are suitable for every skin type and can be ideally combined with the products of other series. The active ingredients they contain leave the skin feeling smooth and soft and bring it back to its natural balance.

Beauty Elements

Elementary care products that meet the high demands of the skin. Highly effective, essential active ingredients ensure an all-round radiant and healthy skin. They give new freshness to the skin and strengthen actively and preventively against the signs of the times. Beauty Elements give the skin an extra dose of care at all times and can be combined with products from the other derma.cosmetics care ranges without any problems.

Vitality Active Future

The products of the Vitality series contain innovative and powerful active ingredients such as peptides, isoflavones and antioxidants. Optimally coordinated, they protect the skin against loss of elasticity and moisture and strengthen its collagen and elastic fibres.

The Active Future series is an ideal care if there are first signs of wrinkles and fine lines, it effectively prevents the consequences of premature skin ageing and gives the skin firmness and vitality.

Vitality TIME CONTROL

Our premium anti-aging series TIME CONTROL does not only slow down the process of skin ageing successfully, but also achieves a visible rejuvenation of the skin. Active ingredients, such as MatrixylTM 3000 and milk thistle oil, intervene in the natural processes of the skin and promote its resilience and elasticity. For mature skin over 50.

Hydrating

Intensive moisture care for dry skin. The products of the Hydrating series contain natural ingredients to support moisture binding in the cells and to generate a lasting supply of moisture. Dry skin glows again and becomes noticeably softer and smoother every day.

Regulating

Oily and impure skin is one of the most common skin problems. To solve them, combinations of active ingredients are required which reduce the skin's sebum production and at the same time have an anti-inflammatory effect - without drying out the skin. The Regulating series combines soothing and regulating active ingredients to reduce impurities and redness. The care products ensure a balanced, matt complexion.

Mela White

The Mela White special products specifically counteract pigmentation disorders and lighten them without straining the skin. The gentle formulas are particularly skin-compatible. Highly effective active ingredients visibly reduce discolouration and harmonise the complexion, which appears brighter and more even overall.

Sensitive

Sensitive skin reacts particularly sensitively to external stimuli. This often results in feelings of tension and red, dry skin. The sensitive products soothe stressed, reddened skin and strengthen its resistance to external stimuli and irritations. The moisture content of the skin is increased in the long term. All sensitive products are particularly well tolerated due to the absence of fragrances and mineral oils.

Preparation for winter sleep

CHANGE OF CARE



V / ell cared through the cold season. The last leaves have fallen, the sun sets already in the afternoon and the temperatures drop - summer is slowly coming to an end. The days of light summer care products are therefore over for the time being. We explain why and which care products you should use now to give your skin the best possible care.

Why is the skin so stressed in winter? Hardly any other time is as stressful for the skin as winter. Especially the constant change between warm and cold causes the skin a lot of stress. Dryness, skin tension, redness and itching are common skin problems. These undesirable skin reactions often make the complexion appear dull, pale and tired.

But why does our skin react so extremely during this time of year? When the temperatures outside are low, the sebaceous glands generally produce less protecting sebum and the moisture content of the skin falls. As the protective fat film on the skin is missing or very thin, moisture can no longer be stored. This is also the reason

why the skin is often dry in winter despite regular care. This effect is further enhanced by the usually very dry heating air in the rooms.

The perfect winter care

The following applies to winter care: protect during the day and regenerate at night!

Rich creams are perfect for the day. Their higher lipid content ensures that the skin is adequately protected from the negative effects of freezing temperatures and dry heated air and that moisture remains in the skin. In addition, the rich textures compensate for the lack of the skin's own lipids.

At night, the skin works at full speed and can therefore regenerate and repair any damage that has occurred. Ampoules, serums or masks should be used in addition to the night cream. During the night, the highly dosed, intensively caring active ingredients are even better absorbed and metabolised by the skin.

Oilàlà REGENERATING OIL COMPOSITION FOR MATURE SKIN

il concentrates are absolutely trendy! Why? They are rich but pleasantly silky care products that literally melt into the skin. They provide the skin with suppleness and vitality without appearing heavy or greasy.

On the contrary! Vitalizing Oil Concentrate leaves the skin feeling particularly pleasant, silky and light. With a unique blend of valuable beauty oils, it provides the skin with suppleness, smoothness and vitality. The combination of essential fatty acids and antioxidants ensures an intensive care experience - whether used alone or as an additional product under day or night care. An absolute must-have for the colder months!

High-quality oils are an important component of all beauty products, which have a rich and smoothing effect. The Vitalizing Oil Concentrate contains a combination of argan, olive, macadamia nut, jojoba, cuckoo flower, giant gypsophila and apricot kernel oil. Vegetable oils contain many valuable ingredients, such as antioxidants, essential fatty acids and vitamins, which provide intensive care and protection for the skin. Lipophilic substances reduce moisture loss and thus protect the skin from dehydration. Essential fatty acids, such as omega-3 and omega-6 fatty acids, cannot be produced by the skin itself. Vegetable oils that are rich in these fatty acids have a high affinity to the skin and activate the skin functions from within. They can be absorbed particularly well by the skin.

The incomparably high-quality mixture of Vitalizing Oil Concentrate optimally balances lipid loss and provides the skin with suppleness, smoothness and vitality.



Flawless GREEN PEEL® WITH HYPERPIGMENTATION



The herbal massage is the core of the GREEN PEEL® treatment.

flawless skin is the epitome of beauty and femininity And the desire for an even skin without disturbing hyperpigmentation is now especially high after the long summer. Many hours of sunshine have affected our skin, especially in light-exposed areas such as the face. Pigmentation marks make the complexion appear darker and uneven, making the skin look older overall.

With the GREEN PEEL® herbal peeling treatment - one of the most tried and tested methods of natural skin renewal - you can provide your skin with new radiance and fight the annoying spots. The herbal peeling treatment has been used worldwide for more than 60 years and helps people to achieve beautiful and healthy skin.

The GREEN PEEL® herbal peeling treatments are suitable for almost every skin type and offer a particularly wide range of treatments. Whether as a curative treatment with anti-aging effect, as a treatment for sun-kissed, severely cornified or impure skin, or as a treatment for tightening the body's silhouette: the original GREEN PEEL[®] methods offer the right solution for all these skin problems. With the lightest version, GREEN PEEL® Fresh Up, you can freshen up your complexion without peeling effect. For first wrinkles, hyperpigmentation or small blemishes, we recommend GREEN PEEL® Energy. The strongest version, GREEN PEEL® Classic, is used for severe impurities, scars or loss of elasticity and leads to skin renewal within 5 days.

Blemishes must be removed With GREEN PEEL® Energy

With the GREEN PEEL® herbal peeling treatment, acquired hyperpigmentation can be reduced and pigment disorders compensated. The treatment stimulates the blood circulation, oxygen supply and metabolism of the cells and leads to a natural improvement of the skin appearance without peeling process. GREEN PEEL® Energy is a medium-strong version without peeling and is optimally suited for the treatment of pigment disorders. The GREEN PEEL[®] Energy treatment begins with a detailed preliminary talk and a comprehensive skin analysis. Afterwards, your beautician will begin with the gentle cleansing of the skin. This is followed by

the core of the treatment, the freshly mixed herbal mixture is now applied to your skin. The herbal mixture is massaged into the skin with special circular movements for about 3-4 minutes at a pressure level adapted to your skin type. Depending on the treatment objective, the duration and pressure level can vary. You do not need to plan any downtime after the treatment, your skin does not usually peel. The best results are achieved with a curative GREEN PEEL[®] Energy treatment. Optimal are 4 treatments with a time interval of 4 weeks.



What exactly are hyperpigmentation?

Pigment spots are brownish discolouration of the skin. There are various factors that can trigger such colour changes. In case of acquired hyperpigmentation, these are usually inflammatory skin diseases, UV influence and hormonal changes. The decisive factor is the skin pigment melanin, whose production is stimulated by these factors. An overproduction of melanin - but also a disturbed breakdown of the skin pigment - can then lead to local accumulations of melanin and cause hyperpigmentation.

Congenital pigment abnormalities such as freckles or nevi (pigment moles) cannot be influenced by cosmetic treatment.

The language of skin A VIEW INTO THE INSIDE

ur skin says much more about us than we are actually aware of. In traditional Chinese medicine as well as in psychology, the skin is called the mirror of our soul. With the method of face mapping, skin analyses are used to draw conclusions about our health. The face is divided into zones, with each zone reflecting a different organ. Since the organs are related to the physical and mental state of the person, disharmonies can often be seen in the face. The facial areas show disharmonies of organs in different ways. The most common way to recognise them is through strong and deep wrinkles, a conspicuous number of impurities, teleangiectasia and strong pigment shifts. A beautiful skin is therefore always a combination of the right care and a healthy lifestyle.

Examples of signs of disharmony:

Pronounced wrinkles on the forehead Wrinkles appear in a pattern of a chessboard. They are caused by a severe lack of water, which stands for disharmonies in the bladder area.

Thinning eyebrows

This can be a sign of long-term stress. During stress, the adrenal glands are stimulated to secrete more of the stress hormone norepinephrine, which in turn has an effect on hair growth.

Dark eye shadows or swelling in the lower eye area

The lower eye area reflects the kidneys. Disharmonies often indicate kidney and bladder problems.

Pink-purple colouring of the edge of the eye

The colouring suggests a high skin sensitivity or tendency towards allergies.

Yellowish colouring in the eye area Each discolouration has a different meaning. In this case they can stand for liver-gallular disharmonies.

Increased teleangiectasia in the zygomatic bone area The cheeks mirror the lungs. Redness and vascular dilatation can be an indication of weakness. This often occurs in smokers.

Sensitive and dry upper lip with red line This can be an indication of stomach problems and is often a sign of poor nutrition.

Very dry spots on the lower lip The lower lip stands for our digestive organs. Dry spots can indicate a lack of water in the body.

Impurities in the chin area These impurities are usually hormonal in nature. They are often cycle-dependent or can indicate hormonal disharmonies.

Pigment shifts on the neck sides In case of pigmentary shifts, the skin looks stained, as if marbled. This is because nerve cells and melanocytes are dendritic cells and therefore have a connection. Severe stress can therefore lead to pigment shifts.



GABRIELE SELIG Dr. med. Christine Schrammek Kosmetik Expert, teacher and seminar leader



Face mapping: What our face says about us



Smart brain your questions - our answers

Our Beauty Experts would like to take the opportunity again to explain typical terms from the world of beauty in an understandable way. Read yourself smart!



What are antioxidants actually?

Antioxidants are radical scavengers. They protect us from so-called "free radicals". These are highly reactive oxygen compounds that can cause damage if they multiply uncontrollably. The body can absorb antioxidants from both inside and outside and use them to combat free radicals. Antioxidants can not only stop the chain reaction that has already begun, but they also protect against future attacks. The more different forms of antioxidants there are in the body, the more free radicals can be neutralised effectively and the body protected.

What is the difference between skin type and skin condition?

Skin type?

Skin type is genetically determined and thus the basic condition of the skin. Neither internal nor external influences can influence skin type. There are four skin types:

- Oily skin - Seborrhoe oleosa/Seborrhoea Sicca

- Normal skin/ tendency to mixed skin

- Dry skin - Sebostasis

A distinction is made in the definition of skin type, e.g. based on the porosity, oil secretion or sensitivity of the skin.

Skin condition?

While the skin type is genetically determined, the skin condition can change in the course of life. Wrinkles appear, the skin becomes drier, reacts with tension and redness and pigmentation disorders develop. The skin condition is influenced by various internal and external factors, such as stress, nutrition, climate or the improper skin care.



at work

What is atrophy?

Atrophy is generally understood to be a loss of skin or tissue with characteristic changes. In cosmetics, this usually refers to the skin ageing process. The skin does its job inconspicuously and almost perfectly for about 2 decades. From the age of 25 onwards, the constant build-up and breakdown of cells, tissue and organs then proceeds at a steadily slower rate. In addition, the energy and metabolic processes slow down.

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Schrammek Campus A DAY AT THE PROFESSIONAL SCHOOL FOR DERMATOLOGICAL COSMETICSMETICS



elcome to our beauty school! The professional school, renowned far beyond the borders of Essen/Germany, is headed by Dr. med. Christine Schrammek-Drusio, dermatologist, allergologist and antiaging expert as well as owner of Dr. med. Christine Schrammek Kosmetik. More than 50 years of training experience enable us to offer a comprehensive, high-quality and practical training as beautician at the professional cosmetic school.

8:15 ₹

The day begins. Everything is still quiet, no students to be seen. Time to make all preparations for the day. Lights on, switch on the computer, compile documents for the theory lessons, check the practice rooms.

8:35×

The first students arrive to change their clothes and set up their places for the practical lessons.

8:55 ₹

Only 5 minutes to go before classes begin. It has become much louder and busier. The last steps are done quickly so that the lessens can start on time.

9:00 3

Depending on the semester, classes start either in theory or in practice. The first semester has practical lessons today. The first skin diagnoses are made. Now it is time to put into practice what you have learned in theory before. The second semester deals with clients today, which means getting to know a person with unknown skin, determining a treatment plan with a teacher and then carrying out the treatment independently. Great importance is attached to the fact that our students are fit in their practical work to enable them to have a successful start in business life after their training.



10:15Time for a short break

11:00 **E**

1:00 E already finished.



4:00 z

full concentration is once again required for skin diagnoses. In the second semester, the last clients are treated and the third semester now practises the Ayurveda massage discussed in the theory lessons in practice.

6:30 E

The day school is already over - now the students of the evening school start. On 3 evenings a week the students learn theory and practice in a compact format. Today the topic "cellulite" is on the daily schedule, so that the knowledge learned can be put into practice in the next few days.

9:00That's all for today. Tomorrow we will continue freshly again.



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Now the students of the first semester have practical training in skin diagnoses, while the second semester works on new clients and the third semester continues to discuss the Ayurveda massage.

Lunch break for the third semester and the teachers. For the morning groups of the first and second semester, on the other hand, school is

 $2:\!00$ Z Time to welcome new clients and continue the lessons.

For the day school the day is slowly coming to an end. In the first semester,

Would you like to learn more about the cosmetic school?

Professional School for Dermatological Cosmetics*



*Please note: The day and night school as well as trainings are offered in Essen, Germany, and in German language only.

Less is more

FOR THE SAKE OF THE ENVIRONMENT

he issue of sustainability is a recurring theme throughout our everyday lives. Even small changes can make your everyday life a little more sustainable. But it should also be a fixed item on the agenda of every company, because it is precisely here that a lot can be achieved.

At Dr. med. Christine Schrammek Kosmetik, sustainability is also a top priority - right from the start. The company's founder, Christine Schrammek, was already very keen to take responsibility for her environment. This includes not only social commitment, but also a responsible approach to our environment and its resources. Her motivation made all this an integral part of the company culture.

To reduce the use of plastic, the company decided over five years ago to stop using plastic bags. In addition, the addition of spatulas in the sales packaging has also been dispensed with for some time now. This saves an unbelievable amount of around one million spatulas every year! Last but not least, the Dr. med. Christine Schrammek Kosmetik products are now only protected by paper or recyclable foil when being shipped.

A further major step will be taken this year with the conversion of the folding cartons for ampoules: the previous packaging will gradually be replaced by a smaller version that will save a whole 65% of the material - the contents remain the same. A nice side effect: the new folding box fits perfectly into any handbag. So nothing stands in the way of a little refreshment on the road.

But at Dr. med. Christine Schrammek Kosmetik, besides the "external" values, the "internal" values are much more important: the ingredients. The composition of the products also deliberately avoids the use of parabens, mineral oils and microplastics. Safe product use, consumer health and environmental responsibility have always been of highest priority.

Now it's your turn!

You too can make your everyday life more sustainable with just a few tips & tricks. Of course you don't have to do everything at once. Every little step counts. Just pick 2 - 3 points from the list and try to implement them for vourself.

1. Saving electricity in the household

You are sitting in the living room and like the way the light shines through the door from the kitchen? Only switch on the light where it is actually needed. Avoid power sources when they are not used. The TV is also an unnecessary power guzzler when its in standby mode.

2. Be creative!

Your favourite cream from Dr. med. Christine Schrammek Kosmetik is empty and the new one is already on its way? Do not throw the jar away directly. Maybe you can give it a new task. For example, how about collecting your hair clips in it from now on, which would otherwise be constantly in your handbag. Or put it aside to fill it with body lotion for your next trip. Just think about whether you can reuse the packaging before you end up in the bin.

3. Leave the hunger at home

It may sound crazy, but it can do a lot to ensure that you really only buy what you need. The oversupply in the shops often tempts us to buy more than we planned hunger drives us all the more in such cases. Instead, only buy the food that is on your list. Otherwise you run the risk of putting too many things in the shopping cart, which may end up in the trash.

4. Masquerade

The small, portioned masks from the drugstore appear practical and inexpensive at first glance. In the end, however, with every single application you create plastic waste that can be avoided. Instead, switch to products that are bottled in larger quantities. Not only can you



The new ampoule folding boxes save 65% packaging material

save on packaging, but in most cases it is also easy on your wallet. In addition, you are flexible in terms of the quantity you take out. Nothing is wasted if you only want to treat individual areas instead of the whole face with the mask.

5. I want to ride my bicycle...

Even if this trick is no longer a new trick for most people, a look at the streets shows that there is still room for improvement. Try to leave the car on short distances and switch to the tried and tested two-wheeler instead. This way you will not only be doing the environment a great favour, but also yourself and your body. Let a little fresh wind blow around your nose more often!

6. Holidays at home

This year has left us no other choice: The holiday was spent in our own garden or at least in the immediate environment. This has been proven to let nature breathe a sigh of relief and, to be honest, in the end it wasn't all that bad. So when planning your holiday, consider Germany or our neighbouring countries. If the weather is fine, your own garden can also become an oasis of well-being. The cosmetic institute in the area will then become a spa area and offer additional relaxation with a beneficial treatment.

View into the crystal ball

HOW WILL THE COSMETICS INDUSTRY CHANGE IN THE COMING YEARS. MR. DRUSIO?

ooking into the future of cosmetics inevitably means _looking into the past. What is certain is that more than 3,500 years ago, the Egyptians and Greeks were already using colour to paint their faces. A simple form of today's make-up. The ideal of beauty has also changed again and again in the course of history - for men and women alike. In the end, as we often hear, beauty lies in the eye of the beholder. But the common thread is that people's desire to look "good" always exists and will undoubtedly continue to exist in the future.

Not even "Corona" has managed to change this. Of course, in the short term less decorative cosmetics may be needed. People who go out less and sit in their home office have other priorities. But you still want to look good - as the numerous fitness workouts during quarantine and the focus on feel-good products such as masks clearly showed.

Perhaps it can be said that philosophy is changing. Cosmetics should not cover up but underline who I am. The intersection of cosmetics and medicine has become unmistakable and belongs to the good tone today. I want to feel good in my skin. A healthy skin has always been the basis for "beauty" and self-confidence. What is good for the skin is also good for the soul.

For many people today, cosmetics are therefore an instrument, a problem solver but also an important part of their personal, individual lifestyle. People and their needs are the focus of attention.

Professional cosmetics plays a double role here: When visiting my beautician I "treat" myself to something



GIN ALL THIS: QUALITY IS THE DECISIVE FACTOR OF THE EUTURE.

"me-time" and put myself in the centre of attention. The advice and recommendation of my skin care expert is also the key to a permanently and sustainably healthy skin condition.

The ecosystem, i.e. the combination of professional treatments and at the same time professional care products at home, is indisputably the gold standard in cosmetics - despite all drugstore advertising. Will this change in the future? Will modern forms of consultation via video chat or skin analysis apps on smartphones replace personal consultation? Will treatments at home be possible at some point? And will we mix our individualised skin care at home at the touch of a button? If the crisis of recent months has shown one thing, it is that suddenly a lot is possible. But also that the tried and tested is appreciated, especially what does me good.

Modern, technology-oriented forms of consultancy already exist: in the decorative sector, this is well advanced. Augmented reality and artificial intelligence in mirrors or via smartphone allow visual "testing" at home. In the field of cosmetics care, the practical experience of beauty professionals and personal contact will remain essential in the future. A technological home solution for anamnesis does not make sense in individual cases. The recommendation of professional cosmetics, semi-professional enthusiasts and friends will continue to be the main way in which new products and trends are discovered.

Brands will continue to play a very decisive role in the cosmetics sector in the future. No matter whether large mass market brands or small niche brands: The orientation and the promise of quality, but also the lifestyle that a brand embodies - all these are things that a purely functional composition "at home" would not offer. Apart from this, there are also numerous technical and regulatory difficulties that stand in the way of safe and effective products manufactured in-house.

Here we come back to the ecosystem mentioned at the beginning: Of course I can do certain treatments at home, but do I always want to? The atmosphere, the shared laughter, the peace and quiet, the surroundings and the touch during a treatment - that is exactly what I want to experience. In the future, experiences will

become more popular, because they are exactly the opposite of the distant "swiping" in the virtual world. In all this, quality is the decisive factor for the future.

The quality of the service, starting with an excellent and holistic education, will become even more important in the future. But one thing is also certain: in addition to technical expertise, empathy will be increasingly in demand in the service sector.

The quality of products is reflected in the high demands placed on them: they must be clean, effective, fast, free from, transparent and sustainable. Many doctors, laboratories and also professional brands perform essential innovation work here. The development of skin care over the last 25 years has made an exponential step and will continue to be oriented towards the needs of all of us in the future, thus closing the circle to the human being at the centre. The price will move into the background if the performance is right.



ALEXANDER DRUSIO Dr. med. Christine Schrammek Kosmetik Managing Director

Institute Prime example

CHIQUE BEAUTÉ



Entrance area of Studio Chique beauté

t this point we would like to present a TOP Dr. med. Christine Schrammek Kosmetik institute in Germany twice a year, which stands out from the competition through commitment or special achievements. The choice of a prime example among the many great institutes was not easy for us, which makes us particularly happy! In this issue we would like to introduce the Chique beauté cosmetic institute from Gelsenkirchen.

> You would like to appear with your institute in the next issue?

Apply now with meaningful photos and a few words about you and your work at marketing@schrammek.de!

derma.cos in an interview with Neslihan Oruc of Chique beauté:

Mrs. Oruc, how did the decision on selfemployment arise?

In fact, my dream of founding a company goes back a long way. Even as a teenager I had the wish to run my own small business one day. After 16 years of working in the medical field, I finally made the decision to realise my dream and open a cosmetic institute.

What is your treatment repertoire - are you specialised?

My institute Chique beauté is a Skin & Body Concept we offer our clients special treatments, intensive treatments and beauty cures of the highest quality. The focus is on the latest equipment technologies with which we carry out aesthetic treatments for face and body. A

consultation is the key to a great result! My favourite treatment is GREEN PEEL® of couse - we love it! :-)

How did you choose the companies you work with?

Efficacy, stability and harmlessness are my decisive requirements for a cosmetic company. Dr. med. Christine Schrammek Kosmetik was the right decision for me right from the start. High-quality active ingredients and a company which is a world leader in the field of product testing due to its experience and competence.



How do you advertise and do you find it important to advertise?

I think the best and most important advertisement is the one the customer makes for you. I have never had to do big advertising. Most of my new customers come from recommendations or via rating portals. Of course, social media is also incredibly important for business. We keep our customers continuously updated on Instagram with the latest photos or promotions.

Do you use advertising material of your partners?

Of course! Dr. med. Schrammek is very well positioned there with flyers, brochures and banners for the design of the institute, but also with giveaways for my customers. I love to give my customers a little pleasure again and again.

Is self-employment the way you have imagined it?

In order to implement your own business idea and to run a successful company, you have to constantly roll up your sleeves and give a big hand. Every self-employed person has heard the cliché "self and constant" at least once and that's how it is. For me it is also a good thing, I can't imagine anything else.

How did you perceive the Corona crisis - is there anything positive you take away from it? Absolutely. I made good use of the days off at home and continued my education, for example, with the online seminars offered by Dr. med. Schrammek. I also spent a lot of time with my family and I became even more aware that we should be satisfied with who we are and what we have. We should concentrate more on the essentials, reduce driving around and flying and appreciate our own health.

What are your goals for the next year? For me, success is not a goal, but a journey. Within the last 6 years I have grown from 7 m² to 140 m² - and that's how I want to continue. I don't do my job to stand still, but to make people happy and to develop myself again and again.

Why are you so successful and what advice do you have for self-employed beauticians? For me there is only one way to achieve great things: Do what you love. A professional qualification is the basis for success, personal motivation the rest. But this requires a high level of commitment, a lot of work and also courage.

Thank you very much, Mrs. Oruc!



NESLIHAN ORUC Beautician and owner Chique beauté

www.chiquebuer.de (O) @chiquebeaute

Around the world NEWS FROM ALL OVER THE WORLD

or over 60 years Dr. med. Christine Schrammek Kosmetik internationally stand for effective care products. We are very proud about this fact thanks to our competent partners and fantastic team, who helped more and more people to get beautiful, healthy skin. Read more about past and coming projects in our international daily business.



South Africa

Meanwhile, already 70 countries are part of the Dr. Schrammek family. Our aim is to support the variety of all nations and origins and to help provide beautiful and healthy skin to all humans. To reach this aim our South African partner is of great help. The so-called rainbow nation represents the diversity of the world in only one country. Last year our partner started a contest searching for women, who could represent the diversity of our brand. As a result, there are now three beautiful women, who will represent the brand and values of Dr. med. Christine Schrammek Kosmetik in South Africa. The whole Dr. med. Schrammek team is incredibly proud of this magnificent campaign and hopes this project will strengthen the tolerance of all skin colours worldwide. We are all equal. All #schrammekfamily.

P.R. of China

In two different shopping malls in Guangzhou, our Chinese distributor opened their first two Dr. med. Schrammek brand stores. Despite Covid-19 the openings could take place and created a sensation. The whole team takes a pride in the success and is looking forward to help provide beautiful and healthy skin to many Chinese customers. Should you intend to travel to China, do not miss the opportunity to go there.







SCHRAMMEK derma.cosmetics

Dr. med. Christine

Vitalizing Oil Concentrate

Vitality

Regenerierende Olkomposition Valuable oil composition for vital skin

POr Vital skin

SCHRAMMEK

derma.cosmetics

The power of medical beauty.

Vitalizing Oil Concentrate

Valuable oil composition for vital skin



Preview

High performance cosmetics instead of plastic surgery New care tips for mature skin Product development

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