



Interview with Fabian Breisinger

All Organic Treasures GmbH, CEO

Mr. Breisinger, AOT (All Organic Treasures) has been existing since 2003. It has originated from the organic movement in Germany.

What is your mission statement?

Our vision is to live in a world in which all products consumed by humans are natural and unpolluted. We particularly focus on natural food and natural cosmetics products since they have the most of an impact on the human organism. Consequently, we supply producers in both sectors with high-quality raw materials in terms of fat, oil and proteins. In order to be able to guarantee our products' quality, we keep an eye on them all the way along the supply from their growers to the respective manufacturer. Our principle values in this context are sustainability and the products' high biological quality as well as our company's responsible and fair way of working.

What can you offer to natural cosmetics manufacturers?

Our family-run business fully concentrates on the abundance in vegetable oils. We offer a wide range of base oil and oil containing specific ingredients. Apart from classics like almond oil, we also offer specialties such as pomegranate seed oil or wheat germ oil. Moreover, our product range is being completed by macerates – traditional ones and such made from fresh plants – as well as natural antioxidants. We thus provide manufacturers with all raw materials needed to produce cosmetics. In order to also be able to serve rather small manufacturers we do not only offer drums and cubitainers but also small containers for amounts up from 4.5 kg.

Which specialties do you offer?

Actually, most of our products are specialties. We have deliberately aligned and extended our range to not only comprise high-quality products but also an extensive variety. In terms of CommodityOils (mass-produced items), we could actually never score. Consequently, we are specialized on specialties. In this respect, we offer premium quality, a high service level, qualified expert advice and continuous product availability.



Fabian Breisinger | Ecopreneur

Currently, we consider the StoppOx® line, a special highlight in our range. The shelf life of natural cosmetics has always been a challenge the market has to face. We managed to develop a brand-new natural antioxidant for cosmetics formulas and fragrances. It significantly reduces the formation of irritants like peroxides or fragrance allergens from oxidized fragrances. This again clearly extends the minimum shelf life. We have optimized the product for the individual formulas and can now offer this active agent complex for perfumes, oils or oil-based formulas and emulsions.

What are your specific strong points?

On the one hand, they are with our competencies in research and the development of new basic materials, on the other, of course, they are related to our ability of ensuring premium raw material quality all the way through production. Our quality management, purchase and production departments work close to the individual products and test and analyse all of our oils and proteins. This year, we have established a lab that allows us to assess the respective quality even faster and more profound. We can thus ensure continuously high quality levels. In addition thereto, we are engaged with gaining and spreading knowledge about our raw materials. We also use our expertise to assist our clients with the challenges they are facing. Such close contact to the manufacturers enables us to know the industry's needs and search for products to meet these requirements.

How do you handle sustainability?

Sustainability is of great importance in our day-to-day business. Ideas like avoiding unnecessary transport routes, reducing printing paper or our staff's healthiness are not designed as sustainability projects but part of our workings. A specific example for this is Christmas mail. For reasons of eco-friendliness, we decided to spare sending presents out and instead communicate our season's greetings by e-mail. The money we thus save is donated to charitable organizations in our region.

We place particularly high importance on maintaining long-term relationships to our suppliers and to optimiz-

ing quality. With our pomegranate seed supplier in Turkey, we have, for instance, been cooperating ever since 2005. Mutually, we continuously improve the raw material's quality to ensure the products' long-term availability.

In order to proactively shape and contribute to the organic industry, we are member of the AÖL (German association of organic food producers). I myself was a member of this association for three years.

Are your products certified?

Of course, all our products are certified organic and COSMOS products. Additionally, we hold kosher, JAV and EcoVEg certifications. Some of our products are also available in Demeter- and Bio Suisse-quality. Our company operates in accordance with the provisions stipulated by standard ISO:9001.

Since this year's March, you have been cooperating with Dr. Hauck Research & Development. What is this cooperation's objective?

Our R&D team is continuously engaged with developing new natural basic materials that offer manufacturers new technical opportunities. By cooperating with Dr. David Hauck, we were able to win an expert in basic materials for natural cosmetics and an authority in the sector of natural antioxidants. Mutually, we will find ways to increase the effectiveness and extend the shelf life of natural cosmetics products to a new level. A first success in this context is the development of natural antioxidant StoppOx®, which meets our high expectations towards being natural as well as effectiveness and reliability.

What are your plans for the future?

Currently, we are just building new energy-efficient warehousing and production facilities as well as new office premises at our Wiggensbach site, which are partly grant-aided by the Free State of Bavaria with money derived from the European Regional Development Fund (ERDF). Moving to these new premises, will enable us to make our concept of sustainability come true and create room for more innovations. As part of our cooperation with Dr. David Hauck, our range will be further expanded. Moreover, we are working on a new product line in the sector of active ingredients. We hope to be able to present it on the upcoming in-cosmetics global event. However, more I cannot tell you by now.

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