

# Beauty

## Business News

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### US department store consolidation pushes Lauder to action

**W**ith the beauty and personal care industry in the US facing a period of consolidation, the industry is looking for ways to survive and thrive. The industry is expected to see a significant increase in consolidation over the next few years.

#### Key Figures

##### Total US department store sales:

September 2005: \$15.47bn  
August 2005: \$17.16bn  
2004: \$215.99bn  
2003: \$217.95bn  
2002: \$221.27bn

##### Total US health and personal care store sales:

2004: \$205.4bn  
2003: \$193.98bn  
2002: \$182.14bn  
Source: US Census Bureau

##### US department stores' share of total beauty market:

2004: 17%  
1999: 19%  
Source: Kline & Company

##### US personal care market:

2001: \$31.3bn  
2004: \$34.2bn  
2005 (estimated): \$35.2bn  
2009 (forecast): \$39.5bn  
Source: Datamonitor

#### AFRICA

##### Metropolitan seduces in Johannesburg

The second branch of South African niche concept store Metropolitan Cosmetics, which opened in Johannesburg in October (see BBN#240) in place of a Make Up For Ever outlet, has met immed-

iate success, according to Wilfrid Moulin, founder and managing director of the company. "Brands that are 'exploding' are Dr Brandt and StriVectin while Make Up For Ever, now with a corner, generates twice the turnover it made when in the entire standalone," Moulin enthuses. Following this promising success, Moulin has re-estimated his two stores turnover from €1.8m (see#BBN229) to above €2.5m.