Esthetic Counseling Devices

Increase your Skin and Hair Care Sales
MORITEX and SCHOTT

In 2008, the International technology group SCHOTT acquired a majority interest in MORITEX Corporation. Headquartered in Mainz, Germany, SCHOTT is the largest manufacturer of fiber optic lighting and imaging guides. MORITEX, with headquarters in Tokyo, Japan, is the market leader for skin analysis systems in Asia.

The technology platforms and diverse backgrounds of MORITEX and SCHOTT complement each other in an ideal manner and make us uniquely qualified to service all levels of customer needs from basic tools to customized skin and hair care counseling systems.

Get closer to your clients. Esthetic counseling as a point-of-sale marketing tool is a unique opportunity for direct contact with your clients. Selecting the optimum skin or hair care solution will build trust and increase customer satisfaction. Use our tools and systems to prove the value of your products and services. Analysis with scoring before and after treatment can even document progress over time, which is the key to bringing clients back for repeat business.

Combining results of skin and hair conditions with your corporate identity contributes even more to leaving an impression on your clients. Use your unique corporate or brand colors and logos on the skin counseling devices to incorporate them into your campaign. MORITEX and SCHOTT have many years of experience in custom-tailored esthetic skin counseling devices and integrated solutions. Our sales team and engineers will help you define and develop the solution that best fits your needs technically, commercially, and from a marketing point of view.

Please do not hesitate to contact us. We are here to help you get closer to your clients!
Applications and Methods

Interaction of light with human skin plays a major role in how the skin appears to the outside world whether it be radiant and translucent or dull and lusterless. Depending on the light scattering and reflection of the various layers of the skin, numerous factors that influence the appearance of the skin can be detected and measured, such as secretion, texture, and complexion.

Skin Color (Skin Tone, Teint/Tint, Brightness)
Skin color is primarily determined by melanin, produced by melanocytes of the basal layer of the dermis. Melanin defines the degree of basic pigmentation, determined by genetics. In lighter skin types, the introduction of UV light influences color. A secondary contributor to skin color is the hemoglobin located in the blood capillaries of the dermis. It appears as a representative of blood perfusion and depends on the amount of oxygenated (red) and deoxygenated (blue) blood which can be influenced by temperature and emotions.

Determining skin color is an important factor in selecting matching make-ups as well as in whitening skin care. Reflected RGBY light measured by a photometric sensor is correlated to a given set of existing colors (e.g. foundation color chart).

Pigmentation (Blotchiness, Age Spots)
The genetically determined intrinsic degree of pigmentation can be influenced by external factors like free radicals and UV light, causing sun damage and spots, which can accelerate the normal aging process. This can influence the degree and distribution of melanin in the skin resulting in uneven pigmentation such as age spots.

Visible, later stage pigmentation can be seen under polarized light and early stage, barely visible spots can be seen best with UV light.

Skin Texture
Texture is the unevenness or smoothness of the skin that is evident in peaks and valleys. Evaluating the texture plays a very important role in skin counseling.

The evaluation of skin texture is achieved by white light image based skin analysis. A digital camera combined with different lighting techniques can be used to visualize and subsequently analyze either a local area or the full face for a number of features including the following:

Skin Surface Pattern
The basic texture measurement is accomplished with white light. By evaluating the surface pattern of the peaks and valleys dividing the skin into tiny segments, homogeneity of the skin surface pattern can be determined.

Lines and Wrinkles
Natural aging due to collagen loss accelerated by sun damage and other extrinsic factors increases the amount of fine lines and severity of deep furrows on the skin’s surface. Also imaged with white light, shape and depth of lines can be used to determine the degree of aging.

Pores
Pores are the outlets of the sweat and sebaceous glands of the skin. Depending on the level of sebum production, the pores can be visibly enlarged. Clear, unclogged pores appear smaller, while pores that are clogged or blocked seem larger. Evaluating pore size and shape gives an indication of skin condition for future treatments.

Skin Surface Impurities
Depending on the amount of debris and other biological impurities such as bacteria on the skin surface, the skin’s pores can become clogged leading to irritation, redness, and acne. The existence of porphyrins and severity of blemishes can be analyzed due to the fluorescence caused by UV light.

Keratin (Squares, Dead Cells, Flakiness, Cell Turnover)
The skin’s corneal layer has a natural, consistent cell turnover cycle of approximately 28 days. The turnover rate as well as size and shape of keratin cells are an indicator of the skin’s flakiness and condition. By means of an adhesive tape, loose keratin cells are removed from the corneal layer and evaluated based on size, shape, and count of dead cells.

Sebum (Oil, Skin Surface Lipid)
Sebum is a mixture of fatty acids, triglycerides, proteins, and other molecules produced by the sebaceous glands of the dermis. Sealing moisture in the corneal layer and preventing evaporation, sebum keeps hair and skin smooth and flexible. Excessive sebum production can cause clogged pores possibly resulting in blemishes.

Sebum can be determined by two different methods. It can be measured optically by a photometric sensor being placed directly onto the skin. Sebum increases the amount of light reflected from the skin which is collected by the sensor giving a relative value. Alternatively, it can be measured using a lipid-absorbing tape, which is subject to optical image analysis giving an evaluation related to the age group.

Elasticity (Firmness)
Skin elasticity is determined by the elastin (elasticity) and collagen fibers (firmness) of the dermis. Due to aging and external factors, the elasticity of the skin deteriorates over time, leaving the skin appearing dull and saggy.

The elasticity sensor applies a unique measurement technique where a tiny sensor tip oscillates at a particular frequency and, when applied to the skin, will exhibit a change in the frequency reflecting the firmness of the skin. The greater the change in frequency, the more elastic the skin and higher the score.
Skin Sensors – Analyzing the Skin Condition

Skin sensors are important tools in esthetic skin counseling since they give fast, relevant results for the key factors determining the actual skin condition. Evaluating skin moisture, sebum, and elasticity in seconds gives the basic information needed to select the appropriate skin care products without major expense or time.

MORITEX and SCHOTT offer various sensors combining the measurement of the different skin conditions required. Common features of all sensor variations are battery-operated power supply and thus portability.

**MoistSense**
Basic moisture sensor in a slim, pen-shaped housing. Relative moisture values corresponding to a scoring scale from 0 to 99 are displayed on a digital readout.

**Dual Sensor**
In addition to moisture, this sensor evaluates the amount of sebum on the particular area of the skin. This allows the user to check the balance of both parameters and determine the resulting skin type (oily, oily-dry, dry, or normal). A relative measurement value is displayed for both measurements along with an age-based ranking.

**Triplesense**
To further expand upon the parameters measured by the Dual Sensor, elasticity is analyzed in addition to the moisture and sebum. Since elasticity is a key indicator of aging skin, the Triplesense is ideal for anti-aging skin care counseling.

Both the Dual Sensor and Triplesense measure the sebum using optical technology without the use of disposable tapes.

**HELPFUL HINTS**

**Convincing results**
In addition to the expertise provided by beauty consultants, using technology-based tools adds immediate empirical feedback for the customer to give them the assurance needed in today’s market.
Skin Color Sensor

Fast and easy determination of skin color with the hand-held, portable Skin Color Sensor empowers the user to make treatment option decisions. Whether it be whitening skin care treatments or the selection of matching make-up tones, the device is easy to use. By taking measurements on the cheek and neck, color and melanin balance charts are displayed and subsequently correlated to defined age groups and customizable product recommendations.

This battery-operated device is compact and lightweight featuring a color display for graphical as well as numerical results. Numerical results are calculated as Munsell and L*a*b* values, which are widely accepted in the cosmetics industry, as well as XYZ values. A mini-USB port enables direct connection to a PC for exporting and storing results and changing settings.

Available options: The Skin Color Viewer software enables the transmission and storage of measured data from the sensor onto a PC. The saved data can be displayed using the data recall function to allow for a before and after comparison of clients over time.

There is also a Foundation Area Editor that enables the creation of a customized foundation color map based on a specific foundation portfolio. Once created on a PC, it can be downloaded to the Skin Color Sensor for use.

HELPFUL HINTS

Customized color measurement
Adapt the sensor to match your product portfolio by customizing the color chart and providing targeted results.

Foundation Area Editor
Visual evaluation brings aesthetic counseling beyond the point of merely sensing surface conditions. The skin’s appearance and features can be captured and visually compared, providing information that no quantitative results can provide. Brightness, pigmentation, and texture of the skin as well as skin and hair damage can be visually evaluated.

**i-Scope USB 2.0**
This scope is equipped with a 1.3 megapixel CMOS sensor that, when matched with our high-magnification lenses, provides high-resolution imaging. To illuminate skin and hair for imaging, white LEDs are integrated into the housing of the sensor. The scope also features high-uniformity lighting and color accuracy as a result of each scope being calibrated to ensure even illumination and color balance. The USB 2.0 cable enables direct connection to a PC. The i-Scope viewer software included allows for real-time imaging, image capture, and storage with annotation.

**i-Scope UV**
This version of the i-Scope is equipped with UV LEDs and a fixed 50x magnification lens. The 365 nm UV light enables the visualization of clogged pores by fluorescence of porphyrins as well as spots that are not visible with white light alone.

**Charm View**
This scope uses a CCD sensor which is ideal for color representation. When the unit is connected to its cradle, the video signal can be displayed directly on a monitor.

**Lenses for scopes**
With strong expertise in optics, our quality is unparalleled and options are not limited. A wide range of standard lenses are available including 30x, 50x, 120x, 200x and 700x. Enhanced illumination of pigmented areas and skin texture is enabled by MORITEX-patented Triple Polarizing Lenses 30x and 50x.
Multifunction Skin Analyzer

**Comprehensive skin analysis in one portable device**

The multifunctional mobile skin analyzer MSA pro combines our high resolution CMOS scope and sensor technology in one unit, allowing for the evaluation of a variety of skin parameters.

Packaged in a lightweight and compact housing and powered by a rechargeable battery, highest portability is given. The device is equipped with a 3.5" touch panel LCD for easy operation and display of images and results. The clients’ stored images and results can be transferred to a PC via USB connection.

The results of the analysis of each client’s skin are correlated to the average values for their particular age group. The results are then graphically displayed with a score and grade for a comprehensive review.

**HELPFUL HINTS**

**All-in-one mobile device**

This battery-powered handheld unit has no wires for excellent portability in any marketing or point-of-sale environment and can be easily customized to meet brand and customer needs.

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As Individual as Your Customers

Unique solutions for esthetic counseling. Your customer base consists of a variety of unique individuals with different esthetic concerns and requirements. Individual, customized counseling systems complement the product recommendation process and build trust that the customer has chosen the right products.

MORITEX and SCHOTT esthetic skin counseling products support the approach of individualized solutions for clients. Countless options are available to support marketing campaigns for your specific product portfolio. Options are as simple as branding of our standard products and as complex as developing fully customized entire counseling systems including custom-tailored software.
Imaging a larger area for more complete analysis

Customized Skin Counseling System

Personalizing skin care consultation makes an incredible difference in customer relationship development. Customized systems not only offer individual counseling but a complete user experience. Combine scopes and sensors into a system with specially developed skin counseling software to provide the custom-tailored consultation for the products and services you offer.

Depending on your requirements, the procedures can be arranged in steps to complement the overall beauty consultation to lead the customer to make the right choice. Matching the hardware and software design to the layout and colors of your company, brands, and products will go a long way to represent your unique brand image.

Full facial imaging provides the advantage of inspection of the entire area of the face at one time. Different problem areas can be evaluated together giving the client an objective full-picture view of their own face. This technique confirms features and skin conditions which cannot ordinarily be seen, including facial expressions and facial profile.

White light illumination can be achieved by fluorescent or LED lighting. Additionally, UV light illumination is possible and will make hidden spots and clogged pores visible which otherwise may not be detected and could cause problems if not treated.

Through imaging of the entire face, signs of aging can be recognized regardless of skin type, and special simulation software can predict possible outcomes.

HELPFUL HINTS

A customized . . .

. . . Counseling system, whether it has local or general analysis, can be made to fit in with a brand identity, while seamlessly integrating the knowledge of beauty consultants and estheticians with the science of measurements and analyses.
Hair Counseling

Healthy, full, and radiant hair plays a major role in an individual’s self-esteem and confidence. Treatments and procedures, like bleaching, coloring, curling, and straightening, are taxing on hair. Improving the condition of hair has become an increasingly important aspect of beauty.

Treatments for hair loss as well as treatments for removing unwanted body hair are becoming common, everyday products. Monitoring the progress of hair growth and loss opens up new opportunities for client enrichment and satisfaction.

Supporting the promotion of suitable products to clients, MORITEX and SCHOTT offer our expertise in the customization of counseling tools and systems for this field of application. Visual inspection by means of scopes for before and after documentation is popular and can be combined with sensors for hair and scalp condition measurements for such concerns and parameters as:

- Hair type and color evaluation
- Hair thickness and density measurement
- Hair damage, including ends and cuticles
- Sebum and dandruff analysis on the scalp

MORITEX and SCHOTT’s considerable expertise in esthetic skin counseling devices opens up tremendous opportunities to offer customers and clients the right solution. We are continuously moving forward, evaluating new applications, providing better services and enhancing individualized solutions for our customers.

Just like you, we like to be close to our customers. Specializing in customized solutions, we strongly depend on trusting, cooperative, and creative relationships. Our worldwide sales and product management team as well as our experienced engineers are looking forward to working with your team on unique and creative tools to support your success.

Share your ideas with us and we may surprise you with new approaches for cutting-edge and evolving solutions.