

Newsletter

January 2010



LILIAN TERRY INTERNATIONAL

We send our new year message to everyone with the words of US President Obama's Christmas message 'Brighter Days are Ahead in 2010'.

Here in South Africa we have all of the excitement associated with the Soccer World Cup with top teams from around the world gracing our shores in June and July. This will of course bring opportunities for many South African companies related to the Spa, Wellness and Hospitality industries.

As we look back on 2010 it was a very difficult year for many companies both here in SA and internationally with the economic meltdown. We considered ourselves very fortunate at LTI in showing growth once again and hope this trend will continue in 2010.

What has been happening at LTI since our last newsletter?

To begin with, we were proud recipients of the prestigious Les Nouvelles Esthetiques Spa Visionary Award. This glittering occasion was held at the Hilton Hotel in Sandton Johannesburg in July in association with Les Nouvelles SA and Paris France.



NEW COMPLEXES

Dr Katya has been working on new complexes which will be introduced early in 2010.



LT team in action at the Professional Beauty Exhibition at Gallagher Estate September 09. Salamina looking very focused and busy...

New Rep for Natal

We have a new representative starting on the 4th January who will be based in Durban.

Elonie Meyer is a familiar face at LTI as she worked with us a few years back before she married and relocated. Many of you in Pretoria area will remember her as someone who was always efficient with a smile. Good Luck Elonie with your new venture in Natal.



In August we launched our new 30ml mini range with pumps which was an instant success at Professional Beauty in Johannesburg. For those of you who have not seen them please do give the office a call or email Nicola or myself.

Travel Scene & Exhibitions:



November was a very busy month for us at LTI with many things happening and of course the annual rush for Christmas products.

One of the events was an exhibition at Cosmoprof in Hong Kong on the South African National Pavilion. Dr Katya, Nicola (Office Manager) and Derek all journeyed to HK as it was our first visit to that part of the world. The exhibition proved very fruitful for us as we are now in negotiation with several companies who wish to distribute in various countries in this region. I will keep you updated in the next news letter.



Derek, Dr Katya and Nicola posing with the other South African National Pavilion exhibitors at the Hong Kong football club cocktail party hosted by Tembi Tambo Consul-General, South African Embassy.



Derek with Dr Katya and Nicola at our LTI stand in Cosmoprof Hong Kong November 2009.

From HK Dr Katya and Derek flew to Tokyo to meet Kousuke Nishijima (CEO of Japan Ecologie Co Ltd) and Rita Ohta who will be responsible for launching our products in Japan. This proved to be an experience of a life time as we met some of the top doctors, prominent people in aromatherapy and also Beauty magazine editors in Japanese market. We are pleased to report that the LTI products were very well received.

While in Tokyo we were also invited to the SA Embassy where we met Ms Tshepo Makhene Counsellor (Economic) who surprisingly said that she knew our products as she had bought some from the Mount Grace Spa and Hotel in the Magaliesburg. Talk about a small world!



Derek and Dr Katya at the SA embassy with MS Tshepo Makhene Counsellor (Economic), Kousuke Nishijima CEO of Japan Ecologia and business partner Ritsuko Ohta responsible for LTI in Japan.



We were also invited to the Ukrainian Embassy where we met the Ukrainian Ambassador Mykola Kulnich and also sampled some of their wines. Here Dr Katya was interviewed by another prominent magazine from Japan.



Derek, Dr Katya and Rita visited the Ukrainian Embassy with Mykola Kulnich – Ambassador of Ukraine. Also in picture Tokyo journalists.



Our thanks go to Kousuke and Rita who were incredible hosts and made this trip to Japan very memorable. We now look forward to doing good business with them.

Nicola left from HK to Dubai where she was met by our new distributors for training and for a LT presentation and workshop with top Spa industry leaders, which was received well by those who attended.



She was very impressed with their many beautiful Spa's - some of the best in the world. Big thanks to Sonette Van Rensburg (Dubai agent) for her Professionalism and for all the effort that was put into the LT launch.



Nicola (LT office Manager) with Sonette Van Rensburg – Sassy solutions (new Dubai distributors) at the workshop in Dubai November 09.

Well that's it for now. We look forward to meeting you, and take good care of yourselves where ever in the world you may live. Derek Dr Katya and the LTI team



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