

NEWSLETTER – January 2004



Dear valued customer

For 2004 Cyrano Ltd has a clear vision to develop and continue to support all our customers. To those ends we are able to provide an expanding portfolio of professional products such as acrylics, New Technology lamps and consumables and Art of Sun cosmetics. Combined with an unparalleled service of taking orders up to 6.00pm for next day delivery, this really makes the forthcoming year an exciting time for transition, expansion and reflection.

Cyrano Ltd continues to be the largest distributor of Australian Gold tanning products in Europe by an ever increasing margin. This coveted position is not only due to this superb range of the products and the ongoing development which makes them best sellers but is predominantly as the result of your continued support. Thank you!

Due to changes in currency exchange rates, inevitably our cost prices have increased. We have therefore had to implement price adjustments on some of the existing products but we have endeavoured to keep this to an absolute minimum. **Our updated price list will come into effect as of 1st February 2004.**

Good news if you currently pay by card at the time of order – we have been able to negotiate better rates and as of 1st February 2004 are able to offer 3% as opposed to 2% settlement discount!

NEW FOR 2004

2004 sees the introduction of four new tanning products to compliment all your favourites from last year as well as a refreshing cleansing towel. These products are detailed below:

Excellent Performance



IDOL - maximum dark tanning energy with Hemp and UltraFirm™ Anti-aging and firming formula.

Available in 250ml bottle and 20ml sachet

High Performance



SEIZE - dark tanning tingle lotion with UltraFirm™ Anti-aging blend.

Available in 250ml bottle and 20ml sachet



INTIMIDATION - dark tanning advanced cooling intensifier with UltraFirm™ Anti-aging blend.

Available in 250ml bottle and 20ml sachet

Natural Performance



CHEEKY BROWN - the #1 Dark Tanning Lotion - now with Bronzer!

Available in 250ml bottle and 20ml sachet

Pre Tanning



MAKEUP REMOVER & SKIN CONDITIONER – Increase tanning session results

Get dark faster with clean, conditioned skin. This pre-saturated towel combines a mild cleanser, with a soothing blend of aloe, chamomile, sage and rosemary



Australian Gold® strives to be the market leader in tanning lotions and for this reason they have introduced the superior Ultra Firm™ blend to three of their new products.

What is Ultra Firm™? - An exclusive blend of marine and natural ingredients

The benefit - visibly firms skin and reduces fine lines and wrinkles for a more youthful appearance.

Improvements

Dark Fire – **New tube design**

Espresso Tanning Milk – **New tube design**

Sunsilk – **now available in 20ml sachet** as well as 120ml bottle



DON'T FORGET

We don't just offer Australian Gold® – call us for all your salon requirements!



Look out for our adverts in the TanBiz and Tanning World trade publications for the latest products available



For further information call 01376 329833 or free phone 0808 108 7778

Or visit our website:- www.cyrano ltd.co.uk - take a peek to preview our special offers, download our free training manual or place your order*.

**You will need a password set up to order - call our sales team for further details*

Looking at introducing a spray tan system in your salon?

Cyrano have the answer!

A **hand held air brush tanning kit** complete with Australian Gold® sunless solution (2.5 US gallon container) for just

£299.99 inc. VAT

available for next day delivery



Profit Forecast £3500.00