# INTERNATION,

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> Production General Manager Sr. Executive Manish Kadam Ramesh Gupta

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ADVERTISING **BUSINESS HEAD** 

Rajeev Chopra, Vice President rajeevchopra@imagesgroup.in Mob: +91 9811098430

DELHI Hemant Soni, Project Manager hemantsoni@imagesgroup.in Mob: +91 9810178293

Nikhil Kumar, Asst. Manager nikhilkumar@imagesgroup.in Mob: +91 9910035927

MIIMRAI Waseem Ahmad, Vice President & Branch Head vaseemahmad@imagesgroup.in Mob: +91 9833628852

Ketki Dhote, Asst, Manager ketkidhote@imagesgrou Mob: +91 9594956043 SALON INTERNATIONAL ADVISORY BOARD MEMBERS

BENGALURU Suvir Jaggi, Assoc. Vice President & Branch Head suvirjaggi@imagesgroup.in Mob: +91 9611127470

KOLKATA Piyali Roy Oberoi, Assoc. Vice President & Branch Head piyalioberoi@imagesgroup.in Mob: +91 9831171388

Anirban Sarkar, Manager

anirbansarkar@imagesgroup.in Mob: +91 9830007920

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IMAGES Multimedia Pvt Ltd Delhi: S-21, Okhla Industrial Area Phase II, New Delhi 110020 Ph: +91 11 40525000, Fax: +91 11 40525001 Mumbai: 1st Floor, Panchal Iron Works, Plot No.: 111/3 Marol Co op Industrial Estate, Marol, Andheri (East), Mumbai 400 059 Ph: +91 22 28508070/71, Fax: +91 22 28508072 Bengaluru: 523, 7th Cross, 10th Main, (Jeevanbhima Nagar Main Road), HAL 3rd Stage, Bengaluru: 523, 7th Cross, 10th Main, (Jeevanbhima Nagar Main Road), HAL 3rd Stage, Bengaluru: 506 075, Ph: +91 80 41255172/41750595/96, Fax: +91 80 41255182 Kolkata: 30-B, Anil Roy Road, Ground Floor, Kolkata 700 029 Ph: +91 33 40080480, Fax: +91 33 40080440

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October is going to be a memorable month. A time when the wheels of wellness for the world, at large, and India specifically, will be set into motion. The mammoth event, Global Spa and Wellness Summit 2013, spread over three days, will take place in Gurgaon. A platform for wellness professionals to network and discuss the bigger picture of the wellness industry, a variety of interactive sessions are on the Summit agenda. The speakers and panellists comprise of HH The Dalai Lama, Bonnie St John, Olympic Gold medallist, Dr K Chiranjeevi, Minister of State for Tourism, India, Vikram Oberoi of EIH, Analjit Singh of Max India Group, Sonu Shivdasani of Soneva Resorts and Spas, among other luminaries. With the Government of India taking active interest through DGE&T, it is celebration time for the youth as now courses on beauty and hair are going to be introduced in well-known colleges in the country.

In our Spa Focus section, we present diverse views of noted spa experts. With a little push from the Government of India, it won't be long before we are at par with spas abroad. Shikar Agrawal, Director General, Ministry of Labour and Employment, is at the helm of affairs and driving a lot of positive intiatives.

October is also the time for weddings in India. The season brings with it tremendous opportunities for all professionals in the line of hair, make-up, nails and spas. It's exciting to see salon and spa owners, make-up artists, hairstylists and personal care brands come together to offer the bride-to-be such a plethora of products and services. Read about it in this month's Cover Story.

Chelsey Llvod, TIGI Colour Expert and Mark Leeson, Finalist British Hairdressing Awards 2013, share hairstyling tips and techniques to woo clients and reach the top. The reputed international salon, Paris Dessange, has opened its doors in Mumbai and the India head, Levan Ramishvili, Director, Dessange Paris India, shares the future plans.

In Success Story, we meet Sameer Lakhani, Creative Director, Juice Salon in Mumbai. Born twice in this lifetime, he shares with aspirants the struggle he was up against. The best part is, of course, the way he has risen like a phoenix to come out tops in the line of hairdressing.

Babor, the German skin care brand, is actively promoting the brand and its various treatments across the country. In a threecity tour, Petra Lauble Bau, International Sales Manager, Babor, shares her marketing strategy for the country's beauty industry. Last, but certainly not the least, L'Oréal India has made its maiden acquisition! It has bought over Cheryl's Cosmeceuticals.

All this and more in this issue. Feedback is critical for our progress, so do write in.



Hair: Karen Thomson Make-up: Carol Wilson Stylist: Ian Tod Photographer: Jim Crone

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### NTERVIEW







## Mark Leeson Breathtaking hairdressing

Mark Leeson

Recipient of several awards, Mark Leeson's work brings contemporary glamour to the hairdressing world via his trademark of exaggerated and sexy hairdressing

## How did you step into this domain?

I was nominated for British Hairdresser of the Year award, so it was something my peers and the hair and beauty press selected me for. I've had three nominations now and it's a great honour for me; it's something I would never take for granted.

### Who has been your mentor and where did you receive professional training?

I have always been interested in fashion, music and hair and I hated going to school. After I had quit school, my aunt spotted an advertisement for a hairdressing apprentice at a well-known local salon chain. So, I applied there immediately. I went for the interview and was taken in that very day. The rest, as they say, is history. I bought that same salon 12 years later and have been loyal to my clientele ever since.

#### How has the journey been so far?

Amazing. I have achieved far more than I ever dreamed of, and being nominated for the British Hairdresser of the Year award is still a big shock to me. I still can't believe I received that honour.

## What were the challenges that you came up against?

There are always challenges in business. It's simply a case of taking a step back, looking at the bigger picture and acting on situations straight away.

#### How did you overcome them?

With the help of my partner and co-director, Richard Darby. We are a great team!

## Who, according to you, is the guru of the industry?

I have many icons, including Sam McKnight, Trevor Sorbie and, of course, the late Vidal Sassoon.

### COVER STORY

## Bridal market On the ascent

by Sandeep Verma

Market trends suggest that for the newer generation of brides to- be, spending money on their hair, make-up and skin treatment is proving to be a guilt-free process. Salon India takes a look at this ever-growing market



he bridal market is on a high and touching unimaginable heights. Today's bride-to-be is not only interested in embracing the latest trends on the D-day, but is also willing to splurge without thinking twice. Says Carole Robequin, Senior Manager Training and Head- Creative Team, Jean-Claude Biguine Salon & Spa, India, "Brides-to-be come to Jean-Claude-Biguine for consultations months before D-day. They are aware that hair is a crucial part of their grooming for the day, and prefer taking expert inputs. We consult with them on maintenance of hair. their nourishment, appearance and the different styles.that would suit their features."

Shares Amit Saraf, owner of Reflexions Salon and Academy in Surat, "The bridal market happens to be big business for us. It is really difficult to assess or even give an idea on how big the bridal market is in terms of volume for Surat and the overall South Gujarat market per se. Considering our incredible positioning, we have been getting quality clientele. Just to give an idea in terms of numbers – four months of wedding season that includes the pre/post bridal services, contributes to around 25 per cent to our total annual revenue."

As we know, in the Indian culture, a wedding is one of the major events and an opportunity for grand celebrations. Gone are the days when brides took beauty services just for the D-day. These days, brides start getting skin and hair treatments months before the wedding day. No doubt, opportunities are big enough for the players in the market to cash in on the same and how proactively the salons and spas market the packages for men and women.

#### The booming market

With each passing year, Indian weddings are getting bigger and better, offering lucrative business opportunity to

players involved. As stated in the India Salon Report 2013, the current size of the salon industry in India is USD 2billion and is going to be USD 3.5 billion by 2015. However, predicting an estimate about the value of the bridal market is a difficult task, as it is still in a transitional phase. Saraf adds that about 25pct of the bridal market is organised, but there is no established or credible mechanism that can give an exact idea about these figures.

As it's a seasonal business, the salon owners try to plan it well. Although the services offered do see radical changes, the base of the marketing strategy remains the same -deliver the best! Elaborates Saraf, "At times, when we have several brides and co-brides together, we make it mandatory for them to come days prior the D-day to discuss the make-up and hairstyle. This makes it easier for us to maintain the quality standards even when we are over-booked."



### INNOVATIONS

## **Dermalogica Eye Serum** Combat signs of ageing

Dermalogica has introduced the UltraSmoothing Eye Serum that claims to reduce irritation around the sensitive eye area and combat signs of ageing

The UltraSmoothing Eye Serum provides a powerful firming yet lightweight eye serum that helps target the signs of ageing, while reducing the triggers of inflammation, formulated for even the most sensitive skin, and allows for easy absorption into the skin.

Dr Aguirre, neuroscientist turned skin expert and and Scientific Communications Manager, International Dermal Institute

"

The UltraSmoothing Eye Serum has made my eye area look smooth and uncreased. The fine lines I am so used to seeing have faded to a large extent.

Archana Sasan, lawyer, Gurgaon (regular user of Dermalogica products and facials)

### About

Dermalogica UltraSmoothing Eye Serum is for individuals who experience skin irritation around the sensitive eye area. It eases fine lines, wrinkles, dehydration and general loss of vitality. The skin around the eye is as thin as five sheets of A4 size paper. With advancing age, the collagen breaks down in the tissues to make skin in this area even more fragile. Many other factors,

including UV, environmental irritants and food allergies contribute in the quick damage of this area. Hence, the new product uses a powerful ingredient cocktail which fights ageing, while soothing and protecting reactive and delicate eye area tissues.

#### USP

The UltraSmoothing Eye Serum contains powerful anti-ageing ingredients including Magnesium Ascorbyl Phosphate (MAP), a water-soluble form of VitaminC, which is effective in low concentrations and is stable at a neutral pH. Unlike similar compounds which require a high and potentially irritating level of acidity to be effective, its neutral pH prevents further stinging, redness and sensitisation around the eye area. Another key ingredient, Hexapeptide11, derived from yeast, consists of six amino acids which firms the skin, help improve elasticity and reduce fine lines.





Price range: ₹3,790 for 15 ml, available at Dermalogica India, leading skin care centres, salons and spas across India



## Nail Dazzling acrylic

by Niharika Verma

Nail art is claiming to be the fastest growing category in the beauty industry. *Salon India* talks to experts and brands in the line to know the trends for the season ahead A s fashion revives with the change of season, so do nail trends. Although nail art is a form of self-expression, it's time to change the colours, designs and check out the new trends for the upcoming festive and bridal seasons. Mirroring the global trend this season, experts are of the

view that there will be a lot of glitter and rich hues. The latest fetish to catch on is fire colours and bling nail jewellery, such as mylars, glitters and Swarovskis.

Gurpreet Seble, International Educator and Nail Expert, Nail Spa, says, "The classic colours will be evergreen, but the addition of nail jewellery has taken it to another level. Five-carat diamond solitaires, gemstones, Lady Gaga danglers, Italian cameos and much more are in vogue."

Nail art technicians, especially, will be glad to know that for the season, all the big brands have been sweating it out to create everything from easy-touse textured finishes to holographic shine and seasonal colours. Revlon, with a rich history in nail innovation, has once again made its mark on the nail industry with its new collection that offers three different styles including the Neon collection for bright look, Moon Candy with 3D, iridescent top coats over deep base colours for a multi-dimensional cosmic look and Expressionist that has a palette of 10 colour combinations.

Lakmé has recently introduced Uber Cool Nail Trends at the Lakmé Fashion Week Winter/Festive 2013. The Uber trend has a gold base polish, added to it are shades of black and diamonds which gives it a chic look.

Lisa Munlua, Senior Make-Up Artist, Inglot India, says about the new collection, "All our collections are suited to match the current trend and occasion. Our upcoming collection is the Nightlife Collection, which includes exciting glittery shades perfect for the festive season."

Significantly, nail art this time is not limited to new collections from brands; it also includes fresh designs introduced by renowned experts existing in the market.

Nazreen Ahmed, Director, Nail Studio, Kolkata, notes, "Flashes of metal using gold, silver and copper chips is a new trend that gives a luxurious look to the nails. Two-tone manicures that use two colours like black and white or metallic texture clubbed with white are also in demand. My all-time favourite for any occasion or celebration are studded stones and permanent nail art."

The Indian beauty industry is gradually expanding and nail art is the fastest developing segment. With the changing trends and growing craze of fancy nails, the business of nail art studios is expanding manifolds.

According to Seble, "The sky is the limit when it comes to nail art. From festive nail art to funky or gothic with studs – it's all about individual taste and choice. Nails are the ultimate fashion accessory and have earned ₹20,000 crore of business in North America. They must be doing something right." ●





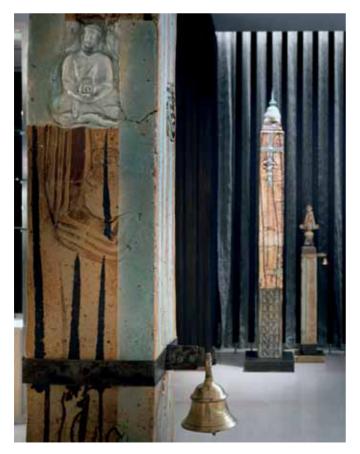
### VISUAL DYNAMICS



## The Westin Gurgaon Sanctuary of tranquility

An embodiment of commitment to wellness, the Heavenly Spa by Westin is the ultimate stop to experience heavenly body rejuvenation

by Niharika Verma



Spa name: Heavenly Spa at The Westin Gurgaon
Owner: Westin Hotels and Resorts
Size of the spa: 1,700 sq ft
Time taken to construct: Two years
Brief: The Heavenly Spa is designed to provide a sensorial experience in a serene environment that is designed to inspire and renew the spirit of guests.
The décor echoes elegance which reflects in its lighting, its essence and the services offered.

The music being in sync with the contemporary theme of The Westin. Ultimately, it seeks to uplift guests mentally, physically and spiritually by engaging and stimulating each of the five senses. The spa features 10 treatment rooms including two couples suites, one with a couples infinity tub and one with a floating aqua table, an specially appointed Ayurvedic studio, a Thai massage studio, separate men's and women's hydrotherapy lounges with whirlpools, rain shower, steam and sauna, a hammam-style body treatment room with Vichy shower, massage room, luxury private label amenity products and full lockers.

### EXPERIENTIAL

## Esparanza Spa Truly breathing easy

by Aradhana V Bhatnagar

hades of green, blue and white welcome a weary soul into its quiet corridors. Meaning 'peace' in Spanish, Esparanza Spa is a one-stop shop for those looking to revive their flagging spirits and tired bodies. The moment you arrive at the reception, the aroma of lemongrass pervade the senses and one feels calm. There are five massage rooms, including, one couple room, a beauty and hair spa section, nail art table and foot reflexology area with three stations. As my husband and I waited for a therapist to cater to us, my eyes fell on the menu. It was a coffeetable book that described each offering at the spa picturesquely and in great detail. Overall, it has a cosy and compact air about it.

**Consultancy:** The therapist individually spoke to us about our lifestyles. I have long working hours, a high level of stress and a few hours in a week spent either brisk walking or pounding the tread mill at a gym. My husband, on the other hand, has a sedentary profile with high levels of mental stress. **Diagnosis:** A monthly massage is a must. My husband needed to be more physically active, but focus on relaxing excercises, as well.

**Recommendation:** We were both, suggested the Get Active Sports Massage. One can find lasting relief with the deep tissue massage as it's invigorating and energising.

#### The process: Foot Bath

**Step 1:** The therapist takes oil in her palm and does Reiki for two minutes to calm one down. The Active aroma oil comprises of a blend of essential oils including cypress, lemon and Virginia cedar and encourage calmness.

Step 2: Our feet are immersed in warm water. The bronze vessel was wide, yet shallow, and perfumed with herbs.Step 3: Feet are towel dried and we are led to separate spa beds.

#### Massage

**Step 1:** I lay face down and using Ainhoa oil, an exclusive Spanish brand, the therapist firmly massages my back. **Step 2:** The therapist works on the lower back and gradually moves up towards the spine, nape and the knotted shoulder muscles. Oil is poured and massaged using medium strength.

Step 3: She kneads the upper arms, fore arms and palms.
Step 4: Once the upper body is well massaged, she starts to knead the calf muscles, heel and toes. Toes are bent and pressed hard in order to releive one of pain.
Step 5: She then turns me over and firm strokes are repeated.
Step 6: Steam for about 10 minutes is mandatory, which is followed by a shower.
Step 7: Wipe gently and slather body lotion.

#### My comments

We both felt light and relaxed with no signs of any pain anywhere.

#### Spa menu

Esparanza Spa offers signature facials, massages, body scrubs and wraps, which are complemeted by specialist therapies such as Reflexology and a combination of eastern and western therapies and beauty services.

Spa: Esparanza Spa Size: 2,100 sq ft Location: Greater Kailash-II, Delhi Time: 11 am Service: Get Active Sports massage

## CELEB STYLE

## Sonakshi Sinha Sensuous muse

With beauty and charisma in her genes, Sonakshi Sinha shares with Salon India, her skin and make-up favourites

by Aarti K Singh

hen she debuted opposite none other than Salman Khan, she lit up the screen with her glowing complexion and disarming smile. Besides her cracking debut, Sonakshi Sinha is also credited with single-handedly busting the size-zero myth. One look at her svelte figure and it is hard to believe that she ever weighed a whopping 90 kilos!

#### "I follow the most basic skin care routine, but I follow it religiously"

I follow the cleansing, toning and moisturising routine every single day. I remove all my make-up and moisturise my skin before going to bed. I use a Nivea moisturiser and Neutrogena Deep Clean Cleanser. And, most importantly, I never leave home without an SPF 50 sunscreen.

### "I can't imagine a day without oiling my hair"

Often, due to continuous shooting, my hair becomes limp. So I shampoo and condition often, as it helps replenish lost nutrients. I go for an occasional olive oil or coconut oil head massage and I also enjoy L'Oréal hair spas.

#### "I am fond of home beauty recipes"

My mom taught me to rub ice on my skin. It really helps close the pores on my face and gives me a nice, healthy glow. Also, occasional multani mitti packs are good for removing impurities. I regularly use fresh aloe vera on my skin. Any bruises or blemishes instantly disappear with aloe vera. It's the best thing for the skin.

#### "I hate lip gloss but love make-up"

I just can't wear lip gloss. It may sound weird, but I feel like I have slime on my lips if I use lip gloss. I have a problem of dry lips, so what I do is gently buff my lips with a soft brush with some malai and this helps remove the dead skin from my lips. I try out new looks each time. That's the fun of it; if I stick to one thing I get bored. I try to keep my look natural in the day – no foundation, just coral blush and transparent mascara at the most. For the night I prefer a heavier eye. I'm a complete kohl and eyeliner person. I love to experiment with my lipsticks. I'll try anything from a bright coral orange to a deep, sensual red. I often match my lipstick with a pop of colour, be it flowers in my hair or colour on my nails. The best red carpet beauty trick is, of course, false eyelashes. They add oodles to the glamour quotient.

The classy looker also let us peek into her vanity bag and, trust me, there were six different types of orange or coral lipsticks in it! "My Inglot Coral lipstick is something I cannot live without," was Sonakshi's parting shot.



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