

# SALON

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The salon and spa businesses are, indeed, scaling up as more chains have decided to formally franchise their brands. Scalability is becoming a necessity, of course, this might have its own challenges. We track the growth of spas and the emerging 'spalon' culture.

Meant for all those who are already in the salon business and want to add a spa space, and entrepreneurs keen on knowing more about the business, read on our cover story. Do write to us in case you want more information!

Whilst private labels generally figure as part of a business strategy for bigger salons and spas, it's inspiring to understand the launch of an India-inspired brand - SUFI, by a standalone hotel spa in the Imperial, Delhi. Jacqueline Tara Herron, Director, The Imperial Spa, Salon and Racquet Club, shares her story of creating a special line of products.

Perhaps, another indication of the industry entering a new phase, is the new strategy employed by distributors like Vandana Sundra, Managing Director, Skin Essentials. She has launched the first retail outlet for Eminence, a high-end skin care brand, in Delhi's prestigious, Khan Market.

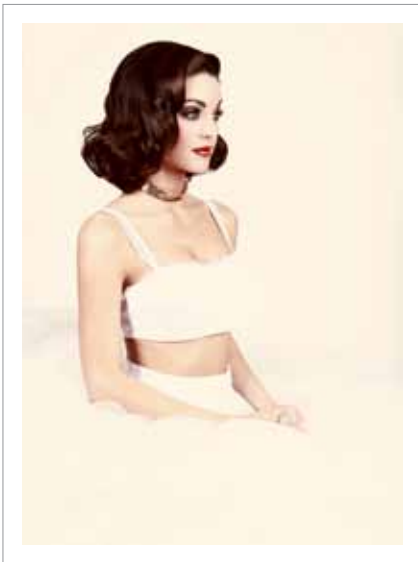
Cutting across, in Visual Dynamics section, we take you to the Bulgari Spa in Milan. The last word in luxury, the spa interiors flaunt selected pieces of architectural paraphernalia to maintain a contemporary sensibility. With elements of gold and fine stone, it is, indeed, awe-inspiring much like the Bulgari jewellery.

We continue the celebration of successful women in the salon industry in our section on Power Women, where this time we present Nalini Naegamvala. She started her career way back in 1978 by opening Nalini & Yasmin - The Salon in the upscale area of Bandra West. She shares her mantra for success as she passes the baton to daughter and celebrity hairdresser, Natasha.

Keep yourself updated by the S/S '12 trends, new openings and progress of salon chain owners, Mumbai's Fusions Academy and the courses offered, and more, in this issue!

Feedback is critical for our progress, so do write in.

Amitabh Taneja  
Editor-in-Chief, Salon International, India



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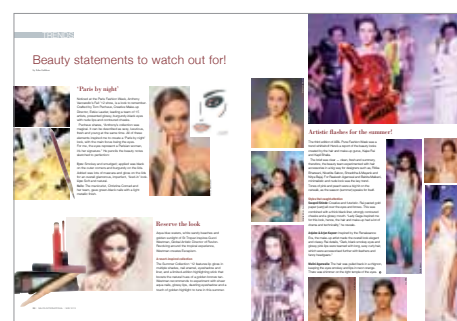
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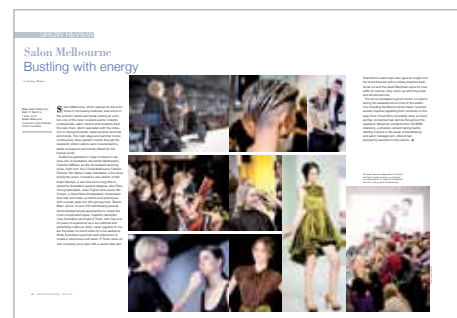
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Shraddha & Mayank



Anjalee & Arjun Kapoor



Nivedita Saboo



Swapnil Shinde

## Artistic flashes for the summer!

The third edition of ABIL Pune Fashion Week was a trend whirlwind! Here's a report of the beauty looks created by the hair and make-up gurus, Kajee Rai and Kapil Bhalla.

The brief was clear — clean, fresh and summery, therefore, the beauty team experimented with hair accessories in a big way for designers such as, Ritika Bharwani, Nivedita Saboo, Shraddha & Mayank and Nitya Bajaj. For Raakesh Agarwal and Babita Malkani, minimalistic and nude look was the key trend. Tones of pink and peach were a big hit on the catwalk, as the season (summer) speaks for itself.

### Styles that caught attention

**Swapnil Shinde:** Creative and futuristic. Rai pasted gold paper (*varq*) all over the eyes and brows. This was combined with a thick black liner, strongly contoured cheeks and a glossy mouth. “Lady Gaga inspired me for this look, hence, the hair and make-up had a lot of drama and technicality,” he reveals.

**Anjalee & Arjun Kapoor:** Inspired by the Renaissance Era, the make-up artist made the overall look elegant and classy. Rai details, “Dark, black smokey eyes and glossy pink lips were teamed with long, sexy curly hair, which were accessorised further with feathers and fancy headgears.”

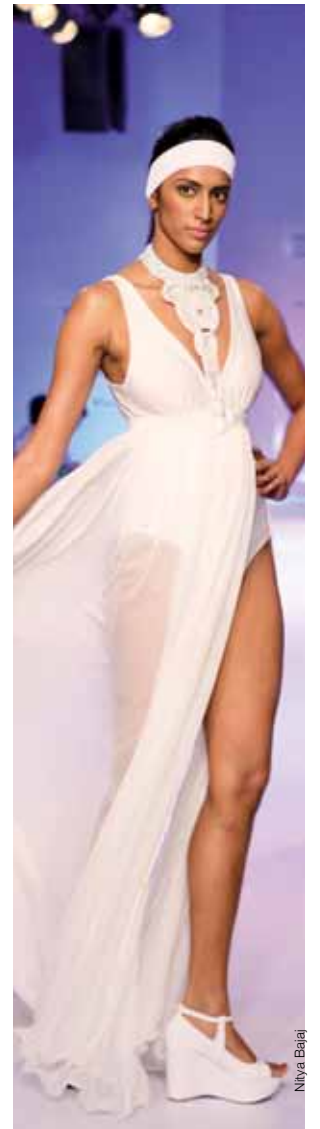
**Malini Agarwalla:** The hair was pulled back in a chignon, keeping the eyes smokey and lips in neon orange. There was shimmer on the right temple of the eyes. 📌



Babita Malkani



Rakesh Agarwal



Nitya Bajaj



Malini Agarwalla



Joy Mitra



Opulenza Collection  
by Richard Ward



**Guru of the hairdressing industry**

There are two schools of hairdressing — Vidal Sassoon and Leonard. I'm from the school of Leonard and just love his philosophy of creating sensual, beautiful, wearable hair that flows and looks luscious. I truly respect and admire Sassoon for all that he has achieved and how influential he has been through hairdressing.

**Your USP**

My ability to create beautiful and wearable hair. I am perfectly comfortable working whether it's in a busy salon or live on television.

**Your views on the hair and beauty industry in the emerging markets, such as, India?**

I have never had the opportunity to visit India, but I have heard interesting and positive views about the country. My friend and a hairdresser, Guy Kremer has salons in India so I get to know a lot from him about the Indian market.

**Do you plan to have an academy of your own in the future? What will be your focus?**

We have a salon of 80 team members and an internal education system that takes assistants, five years to complete. We are already highly focussed on education and nearly all of our team members are home grown and brought up through our education system. Our education director, Nando Lopez, is talented and actually started as an assistant himself.

**A person you would love to style**

I'd love to give Gerry Hall a makeover and style Cheryl Cole! 📞

(IG)



# INTERNATIONAL stylists

## Revenge

Influenced by the fetish movement seen at Gareth Pugh's latest catwalk show, the concept is powerful, but the look is much more refined than taboo. Strong, beautiful silhouettes exaggerate the hair in a conceptual way to create a feminine statement.

Hair: Hooker & Young  
Art Team  
Photo: Ram Shergill  
Make-up: Natasha Lalic  
Styling: Claudia Behnke  
Products: Matrix



# Capturing a flame

## From daughter, for her mother!

by Ritoo Jhha

**Book:** Flame – The story of my mother Shahnaz Husain  
**Author:** Nelofar Currimbhoy  
**Publisher:** Hachette  
**Price:** ₹295

**N**elofar Currimbhoy – her mother’s look-alike in many ways, might indeed have gone through a labour of love

even a global face, with many a lessons for entrepreneurs across the board.

The book clearly and remarkably brings out the precocious girl Shahnaz was when she got married at 16, her ability to handle attention and her focus on achieving her own recognition.

Its also notable how parents wishes almost inevitably influence the choices we make in life, and hence, for Shahnaz the unquenchable thirst for education was directly inspired by her father’s heartfelt wish that she be well educated.

Nelofar cleverly weaves the struggles of the early years when Shahnaz adjusted to a new family, prioritised and balanced the needs of a family, perhaps never wavering from her ambition to prove her point.

It’s also Nelofar Currimbhoy’s own story — where she poignantly points out how she has had to ‘mother,’ her mother as she grew from strength to strength.

The over-powering but very

subtle presence of Nasir Husain, without whom Shahnaz Husain might not have been possible, is also well brought out.

The mantras of business, that set up the Shahnaz Herbal empire, were based on simple principles of creating breakthrough products, developing a strong education network and spreading through the franchising mode – way ahead of the industry. However, the book fails to capture why Shahnaz Herbals, for a long time remained a personality cult, why institutionalisation of the principles that started the company was not initiated and sustained. Why despite having such a headstart, the brand is not amongst the top sellers on the Indian retail shelves?

Despite all that has been missed out, the book indeed is a story by a besotted daughter, an ode to a life being lived to its potential, and indeed we have a new Indian author in the form of Nelofar Currimbhoy! 📖



while writing her first book – *Flame – The story of my mother Shahnaz Husain*.

The book is crisp, fast paced, does not get pedantic at any point, at times hovers on the borders of a eulogy. However, that could be natural, given the fact that the persona that is being depicted has been at the forefront of the cosmetic industry revolution in India. A pioneer, maybe a clichéd and over-used term for Husain, but that’s what she is for the herbal, ayurvedic based product manufacturing business in India and, in fact,





Natasha, Nalini's daughter is taking the legacy further



Nalini judging the Hair Asia Pacific Competition held in Sri Lanka



# Nalini Naegamvala

## All for education

by Aradhana V Bhatnagar



Nalini Naegamvala

**N**alini Naegamvala, together with her partner Yasmin, ventured into uncharted territory 35 years ago with the launch of their salon. Viewed as mavericks, little did they envisage the huge industry their adventure would spin off. What set their salon apart was their adherence to precision and techniques – traits Nalini is still identified with and truly admired for.

### The beginning

With a passion for hairdressing, Nalini did a course in hairdressing from London in 1971. She trained under global masters such as Vidal Sassoon and Anthony Mosocolo of Toni&Guy. Since then she had dreamt of opening a salon in Mumbai, similar to the ones she had seen and worked with. Reveals she, “My education in this field was at Morris school, Vidal Sassoon, Toni&Guy, Wella, Rever School and L’Oréal. Not only did I do my foundation at these schools, I went back to them with similar philosophies over the next several years for advanced courses.”

### The philosophy

At Nalini’s Salon, hair and its treatment has always been driven by the client. Highly customised services, backed by intensive training, experience and knowledge is on offer as you walk through their door. “At our salon, the client is always given preference. Not any brand, not any product can take precedence. We have made our policies, treatments and therapies, even my staff works around the needs of the client,” claims the effervescent Nalini. Her own personality reverberates with her philosophy of the client coming first. Known to be a very positive and progressive lady, Nalini prefers to turn every challenge into an opportunity. Says she, “In every aspect of life, there lies a challenge which you have to look at in a new light for it to become an opportunity.” She has based her working and personal life around this dictum and that is how she has grown from strength to strength all on her own steam. She also feels that given the opportunity and adequate encouragement, anyone can

look forward to a great life and career in hairdressing

### Setting up the salon

It was in 1978 that Nalini & Yasmin-The Salon was set up in Mumbai’s upmarket Bandra West. The partners made continuous endeavours towards learning through seminars, advanced courses and workshops to keep abreast with global trends that got them at the forefront in this sphere. Even at that time they offered world class professional haircuts, colouring, hairstyling, straightening – all carried out under the able tutelage of Nalini and Yasmin. The products they used were primarily international brands as an abundance of brands, as we see it today, wasn’t there.

### Skills needed

To be in a vocational line, like hairstyling, there are no hard and fast rules, there are not even very specific skills that will help you reach the top. Says Nalini, “One has to have basic school education, like SSC and HSC. In order to become a hairstylist they have to get education from a good



## SPA FOCUS

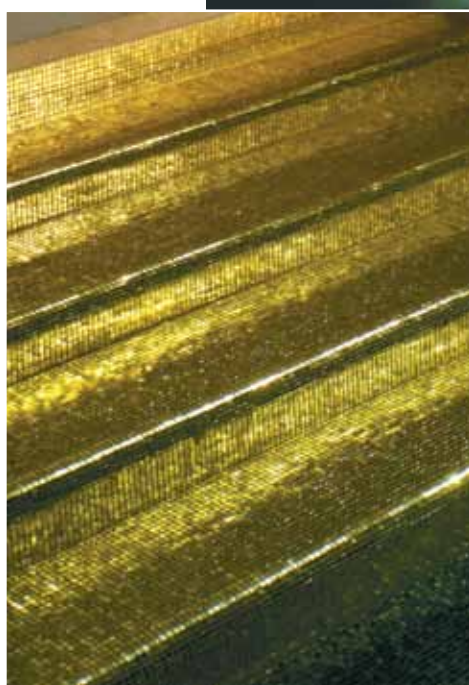
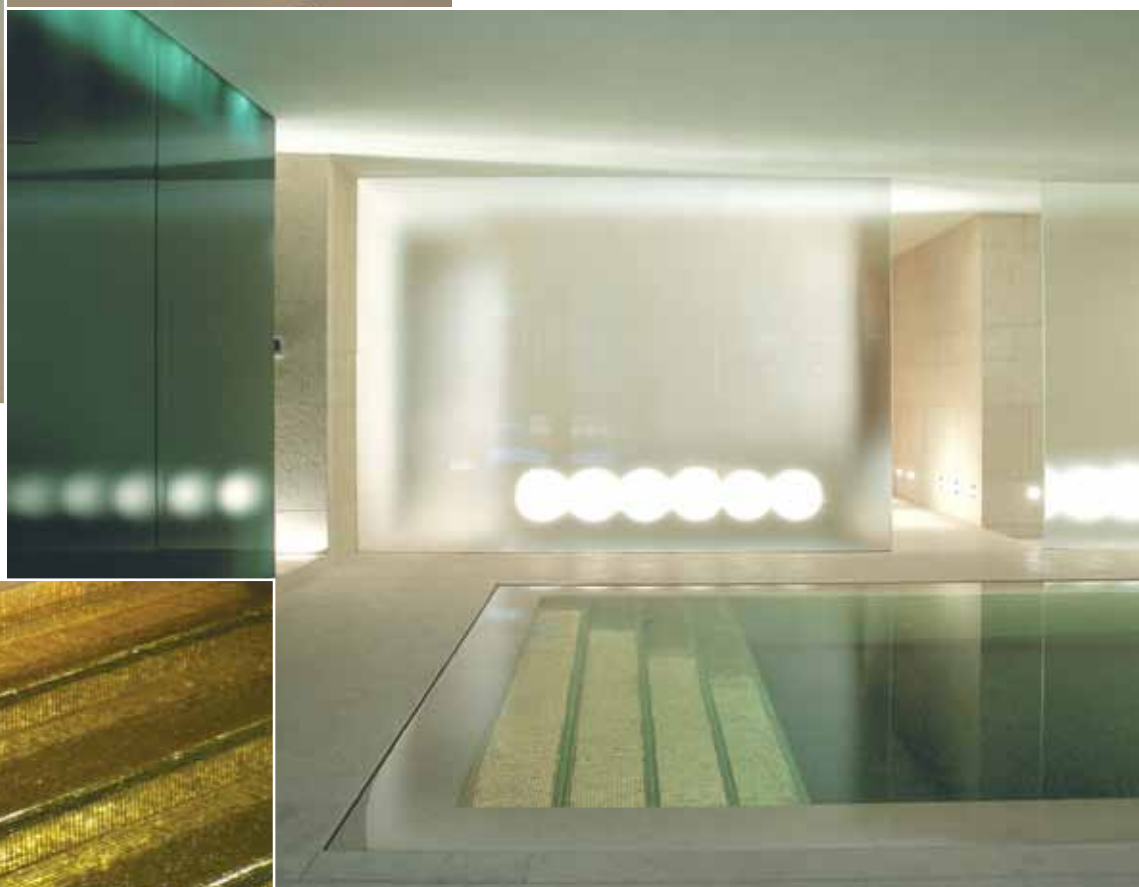


Luxury and style have been combined to give an unforgettable experience



# Visual dynamics Rarity of richness

by Shikha Swaroop



Luxury is at its expressive best at the Bulgari Spa in Milan where the contemporary architectural style falls in line with the rarity of Bulgari jewellery. *Salon India* presents the view within

**Spa:** Bulgari Spa, Milan

**Owner:** Bulgari Hotels & Resorts

**Size:** 400 square metres

**Budget:** Confidential

**Time taken to complete construction:** The hotel took two years to complete, which includes the spa area as well.

**Brief about the spa:** The opening of the first Bulgari hotel in Milan at Via Privata Fratelli Gabba, in 2004, marked the foray of Bulgari Group into the hospitality sector. The spa offers four different day rituals – Harmony, Indulgence, Escape and Serenity. It reverberates with elegance and magnificence with its swanky interiors made from rare and precious materials. Golden stone from Vicenza laid out in asymmetrical patterns, has been combined with emerald green glass panes. The pool has a mosaic flooring of gold and emerald, while Turkish Aphyon stone benches add the aristocratic look. The spa has five rooms that provide personalised treatments.

**Architect's name:** Antonio Citterio, Patricia Viel and Partners

**General Manager's comment:** "The spa has been conceived to offer an innovative way to experience the Bulgari world, which is characterised by attention to quality and dedication to excellence. Service at the spa is intimate and delivered by competent and trained staff," says Attilio Marro, GM, Bulgari Spa, Bulgari Hotels & Resorts, Milan.

**Products used:** Espa

**Light brand:** Metis Lighting, Milano





Vikram Phadnis is one of the most idolised designers we have today. In a conversation with *Salon India*, he reveals the relevance of hair and make-up on his creations

# Vikram Phadnis Choreographing success

by Isha Gakhar

### Trends for the season

Pastels and shades of cream on cotton and voile fabrics with basic and simple cuts. Focus is on prints.

### The S/S '12 collection

Creativity can be showcased in the form of colour, texture, shape and form. The collection is a concoction of Indian and western influences; the sense is very summer and perfect for resort wear. There is a colour code of cream, gold and black with the fabric varying from net, georgette to linen and pashmina. I have also given a hint of prints.

### Beauty at the catwalk

In order to create the right impression on the audience, it's critical that everything on the ramp should be in sync, especially hair and make-up. I make it a point to have my

look set as per my requirement and discuss the same with the beauty team. That's how it really goes! Definitely hair and make-up count, as it adds an edge to the over all creations.

### My muse

Malaika Arora Khan.

### One fashion faux pas

People have a mind block that only floral and paisleys resemble summer.

### I admire

Amitabh Bachchan for his style and attitude. 📌



Photo: Pallavi Gujarathi



*Vikram Phadnis started his career as a choreographer before rising to fame as a fashion designer*

Vikram Phadnis with Bipasha Basu at Gitanjali Ticket to Bollywood show; Vikram Phadnis Mumbai store; Latest Collection at the Lakmé Fashion Week Summer Resort '12; Kangana Ranaut looks ravishing at the Chivas Fashion Tour '08

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