



The Hairdressing & Beauty
Suppliers Association

HBSA EXHIBITIONS SUB-COMMITTEE REPORT

JULY 2018

Exhibitions & Events

America's Beauty Show, Chicago, 28-30 April 2018

Maria Stafford, UK & Ireland Sales Executive for Denman International provides a review on America's Beauty Show, Chicago which showcased big brands and fantastic education for visitors...

The annual America's Beauty Show was held at McCormick Place from 28-30 March and for those three days Chicago became the center of the beauty world to more than 58,000 professionals from around the globe including salon owners, cosmetologists, colourists, nail technicians, barbers and estheticians in downtown Chicago.

Visitors shopped 400+ exhibits for everything they needed to stay on top of their salon and spa game...new hair color launches were everywhere, the hottest new makeup palettes and new nail shades for summer were all available.

The two ABS Runways included the CosmoProf Main Stage that featured artists including Anthony Mascolo, Guy Tang, Ricardo Santiago, Anna Cantu and more. The SalonCentric Theater-in-the-Round demonstrated styles by Sam Villa, Amon Carver, Chrystofer Benson and Nicholas French. Both of these exciting and inspiring stages presented non-stop education during all three days of the Show.

Denman was once again delighted to be part of ABS and featured stage demonstrations from Paul Stafford, Denman's Global Creative Director accompanied by Shane Breslin of Stafford Hairdressing in Belfast. Over the course of the three day show the team provided education on Denman's new products and information on the latest trends from the UK.

Continued on page 2...



Events, Awards, Exhibits and Education

Kicking off the Show was a high-fashion, high-energy evening event by Label.m on Saturday night.

The Beauty Changes Lives Experience and Legacy Award Dinner on Sunday was a night to remember Horst Rechelbacher and honor the talents and creativity of the industry's NEXTGEN.

The ABS Global Image Award Winners were celebrated at the Beauty Changes Lives Experience. NAHA Finalists were announced during ABS. The Jerry Gordon Salon Business Award was presented to Eric Fisher, Eric Fisher Salons and Mr. Hidetaka Yoshikawa, President of Takara Belmont was awarded the Fred A. Piattoni Award for Industry Service. The President's Scholarship Awards were also presented.

Advanced education was impressive, with lively business panels, all kinds of barbering, hands-on design classes, colour, cutting, makeup and more. Returning for the second year, Chicago Says No More: Domestic Violence and Sexual Assault Training Classes taught more than 3,000 professionals to listen, support and connect on this important topic.

The lively spring weekend offered stunning Chicago cityscapes and gorgeous weather for visitors to take advantage of world class restaurants, sports events, Magnificent Mile shopping and the big city vibe that are so close to America's Beauty Show by Cosmetologists Chicago.

(Maria Stafford, Denman International)

Continued on page 3...

BeautyWorld Middle East, Dubai, 8th - 10th May 2018

Julie Huddleston, Export Business Executive for Denman International exhibits at Beautyworld ME on their exclusive distributor's stand, the Nazih Group and reports on an expanding and excellent show...

Beautyworld Middle East 2018 exhibition took place from 8th – 10th May in Dubai's World Trade Centre, hosting over 1700 exhibitors from 62 countries. The Turkish Pavilion has grown so much that they now have their own dedicated hall.



This is the fourth consecutive year Denman has exhibited at this event and second year as part of the Nazih Group, our exclusive ME distributor and headline sponsor of Beautyworld. It is a great opportunity for us to spend time with our distributor's staff and customers. As part of our 80th Anniversary celebrations, we launched the world exclusive Denman UAE brush and I was delighted that we were joined by a Dubai virgin...JFR. The entertainment at the annual Exhibitors' dinner paled in comparison to his lyrical renditions, (readily available to HBSA members, I believe). Who would have thought that his dulcet tones could reduce one to tears?

Beautyworld Middle East 2019 will be held from 15th – 17th April. If you would like to exhibit in the British Pavilion, there are government grants available. Please contact Hannah Davies, Overseas Fairs Department, Birmingham Chamber of Commerce for more information.

Email: hannah@overseasfairs.co.uk

(Julie Huddleston, Denman International)

Continued on page 4...

Barber Connect, Telford, 2nd-4th June 2018

Maria Stafford, UK & Ireland Sales Executive for Denman International reviews the Barber Connect show as an impressive 2-day show for Barbers....



The sixth edition of Europe's largest exhibition, Barber Connect, was hosted again at the impressive International Centre in Telford with beautiful weather beaming down.

The free entry two-day show brought 80 Exhibitors together over two halls and was attended by over 6000 attendees from over 70 different countries. A notable increase from last year on overseas visitors.



Headline sponsors were Barberblades, Jack Dean by Denman, Wahl and Clubman Pinaud.

Exhibitors such as Barberblades, Wahl, Denman, Salons Direct, Aston & Fincher, Skinhead (Adee Phelan), Wahl, Andis amongst others were there showcasing their latest product launches.

Continued on page 5...

This year saw the introduction of the International stage in hall two where educators like Adee Phealan, Normad Barber and Menspire but to name a few gave live demonstrations throughout the two days.

The Wahl stage, hosted by Simon Shaw also presented a programme of live demonstrations over the two days.

The show organisers – Barber Blades – have provided the following breakdown of visitors:

Total registrations - 7215
Barbers from 71 countries
Sunday footfall - 4390
Monday footfall – 1610

The occupation of the visitor profile was stated as:

Barber – 70%
Hairdresser – 10%
Trainer – 7%
Apprentice – 6%
Student – 3%
Visitors “interested in becoming a barber” – 4%

(Maria Stafford, Denman International)

Tackling Counterfeit Products at Cosmoprof Asia by Mike Patey



Last year the HBSA worked with the organisers of the Cosmoprof Asia exhibition to try and minimise the impact of counterfeit goods being displayed as genuine products at their exhibition. The dialogue with the organisers before the show was instrumental in resulting in quick and effective action once the exhibition was open.

Continued on page 6...

We are continuing our conversations with the organisers in order to try and minimise the impact of counterfeit goods and to protect IPR for HBSA member companies who are exhibiting. We should bear in mind that Cosmoprof Asia is an international exhibition organiser, and are neither Intellectual Property law experts, legal arbitrators nor an enforcement agency. They claim to take the issue of infringement of intellectual property rights seriously and when examples of infringement took place last year they were relatively quick to react against the offending companies.

HBSA members who have concerns about IP infringement at Cosmoprof Asia should take all precautionary steps such as ensuring you have your IP registered in Hong Kong, and also to consult with the Hong Kong Customs on the steps to take to preserve your rights.

The organisers have agreed to send a list of documents required for all IPR complaints which I will circulate to HBSA members for preparation prior to the show. If any companies can provide me with company names and specific examples of infringement from last year's exhibition that would be very helpful. These companies will be placed on a watch list and the exhibition team will contact them prior to the show to warn them not to display counterfeit goods during the exhibition. My contact details are: Email info@thehbsa.co.uk or Telephone 0845 519 3258.

Additionally, there is a Fast Action Scheme by HK Custom and Excise Department (HK Customs is the sole authority in IPR enforcement in Hong Kong). Under this scheme, companies/brands owners can expedite the process for quicker enforcement action. Member companies should explore the option of joining this scheme.

Details of the scheme which offers enhanced protection for products trading in Hong Kong can be found here <https://www.iprpa.org/eng/urgentPlanContent.php>

About the 2018 show.

The 23rd edition of Cosmoprof Asia will continue the successful formula of "1 Fair 2 Venues" and be held strategically across two venues. Special attention will be drawn to the cosmetics supply chain with the rebranding of the event at Asia World-Expo (AWE) from 13 to 15 November as "Cosmopack Asia". Cosmopack Asia will host companies representing the entire cosmetics supply chain: raw materials and ingredients, contract manufacturing and private label, machinery, primary and secondary packaging.

From 14 to 16 November, the Hong Kong Convention and Exhibition Centre (HKCEC) will host exhibitors of finished products ranging from cosmetics & toiletries, natural & organic, beauty salon, hair salon and nail and accessories.

Continued on page 7...

Attendees join the 4-day show to explore prime business potential, negotiate new working connections and get updated market information whilst taking in the global perspective on emerging trends.

More information can be found at <http://www.cosmoprof-asia.com/en-us>
(Mike Patey, HBSA)

HBSA Drinks Party at Salon International 2018



The HBSA will be hosting a drinks party at Salon International on Saturday 13th October. The party will take place in the afternoon between 3.30 and 5.00pm and more details about the location will be circulated nearer the time.

HBSA members are all invited to attend and this is a great opportunity to network with customers, colleagues and friends from the industry. Prospective members will also be invited to attend and this is a good chance for them to get to know a bit more about the Association and what it can offer.

Further information will be circulated shortly. In the meantime, please put the date and time in your diary and we look forward to seeing you at Salon International. Cheers.

(Mike Patey, HBSA)

This issue sees Sian Waters hand over as editor of the HBSA Exhibitions report to Jill Smith after a period of 4 years which has seen the report expand and develop with more information and photography. I would like to thank Sian for the work she has done and welcome Jill to continue the good work.

DATE	EVENT	LOCATION	DAYS	WEBSITE	CONTACT	EMAIL
19-Nov-17	Salon Beaute Selection	Lyon	2	http://www.beauteselection.com	Elfie Vannouque	evannouque@standing-events.com
21-Dec-17	Professional Beauty India	Ludhiana	2	http://professionalbeauty.in/home/our_shows/ludhiana-show	Vikas Vij	vik@professionalbeauty.in,sharmila@professionalbeauty.in
14-Jan-18	Western Buying Conference	Las Vegas USA	2	http://www.westernbuyingconference.com/		emorales@cosmobelleza.com ,
20-Jan-18	Cosmobeaute	Barcelona Spain	3	http://cosmobelleza.com		jespinosa@cosmobelleza.com
27-Jan-18	International Salon and Spa Expo	Long Beach, CA	3	https://probeauty.org/fisselb/		https://probeauty.org/contact
28-Jan-18	Beauté Sélection	Strasbourg	2	www.beauteselection.com	Elfie Vannouque	contact@standing-events.com evannouque@standing-events.com
04-Feb-18	Spring Fair	NEC Birmingham UK	5	www.springfair.com		sales@springfair.com
05-Feb-18	Beauty World Japan Fukuoka	Fukuoka Japan	2	http://www.beautyworldjapan.com/english/		info@beautyworldjapan.com
05-Feb-18	Professional Beauty Gcc & Salon Middle east	Dubai UAE	2	http://professionalbeautygcc.com	Andrew Green	andy@professionalbeauty.ae
25-Feb-18	Professional Beauty & Professional Hair	London ExCel,UK	2	http://www.professionalbeauty.co.uk/Content/Welcome		info@professionalbeauty.co.uk
25-Feb-18	Professional hairdressers Live	Manchester	2	http://www.prohairlive.co.uk/manchester/	Laura Mach	lmach@hamerville.co.uk
25-Feb-18	HJ Live London	London UK	2	www.salonexhibitions.co.uk	Jayne Lewis-Orr	jayne.lewis-orr@rbi.co.uk
28-Feb-18	Beauty Asia	Singapore	3	http://www.beautyasia.com.sg/	Ms Gillian Loh	gillian.loh@lines.com.sg , jamie.bong@lines.com.sg
4-Mar-18	IBS	New York USA	3	www.ibsnewyork.com	Liza Wylie, Kim Heywood	lwyjie@questex.com , ibseducation@questex.com
4-Mar-18	Irish Beauty	Dublin	2	www.beautyserve.com	Emma Hackett	emma@BeautyServe.net
4-Mar-18	Professional Beauty Cape Town	Cape Town	2	http://www.probeauty.co.za/ct.htm		
5-Mar-18	Professional Beauty India	Bengaluru	2	http://www.professionalbeauty.in/Bangalore-show	Vikas Vij	vik@professionalbeauty.in,sharmila@professionalbeauty.in
10-Mar-18	Top Hair International	Dusseldorf Germany	2	http://www.top-hair-international.com/	Katja Sprenger	katja.sprenger@tophair.de
16-Mar-18	World of Beauty & Spa Spring	Prague, Czech Republic	2	www.beautyexpo.cz		info@BeautyExpo.cz
16-Mar-18	Cosmoprof	Bologna Italy	4	www.cosmoprof.com	Antonella Ferraiuolo, Arianna Rizzi, Landi Paolo	antonella.ferraiuolo@cosmoprof.it , Arianna.Rizzi@cosmoprof.it , Paolo.landi@cosmoprof.it
17-Mar-18	Aesthetic Medicine Live	Olympia, London	2	http://aestheticmed.co.uk/site/Home		info@aestheticmed.co.uk
18-Mar-18	Guangzhou International Beauty Expo 2011	Guangzhou, China	3	http://www.cantonbeauty.com	Miss Guan	westguan@chinainternationalbeauty.com , info@chinainternationalbeauty.com
18-Mar-18	Allied Beauty Assoc	Montreal, Canada	2	www.abacanada.com		stephanie@abacanada.com
24-Mar-18	Salon Melbourne	Melbourne, Australia	2	salonmelbourne.com.au		visit@salonmelbourne.com.au
25-Mar-18	Salon Smart	London, UK	2	http://www.creativeheadmag.com/salonsmart/		events@alfol.co.uk
25-Mar-18	Allied Beauty Assoc	Toronto, Canada	2	www.abacanada.com		stephanie@abacanada.com
26-Mar-18	Beauty Professional Malaysia	Malaysia	3	beautyprofessional.com.my		
2-Apr-18	Professional Beauty India	Kolkata	2	http://professionalbeauty.in/home/our_shows/kolkata-show	Vikas Vij	vik@professionalbeauty.in,sharmila@professionalbeauty.in
12-Apr-18	Beauty Eurasia	Istanbul Turkey	3	http://www.beautyeurasia.com	Buse Colak	buse.colak@beautyeurasia.com
14-Apr-18	EBC	New Jersey USA	2	http://www.easternbuyingconference.com/	Patty Paletto	EasternBuyingConf@verizon.net
14-Apr-18	Hair Brazil	Sao Paulo	4	http://www.hairbrasil.com/		hairbrasil@hairbrasil.com.br
19-Apr-18	Cosmobeaute	Vietnam	3	http://www.cosmobeauteasia.com		info@veas.com.vn
22-Apr-18	Scottish Beauty	Glasgow Scotland	2	http://www.scottishbeautyshow.com/		
25-Apr-18	Intercharm Professional	Moscow, Russia	3	http://www.intercharm.ru/en/		Evgenia.Guseva@reedexpo.ru , Yulia.molokanova@reedexpo.ru
27-Apr-18	AGM - HBSA Meeting	Oakley Court, Windsor	2		Evgenia Guseva, Yulia Molokanova	
28-Apr-18	America's Beauty Show	Chicago USA	3	www.americasbeautyshow.com	Mike Patey	info@thebsa.co.uk
03-May-18	Asean Beauty	Bangkok Thailand	3	http://www.aseanbeautyshow.com/en-us/home.aspx	Ms. Susan Nguyen	nga.nguyen@ubm.com , Lakkana.k@ubm.com , UKliz@dobelmann.com
8-May-18	Beautyworld Middle East	Dubai UAE	3	http://www.beautyworldme.com/frankfurt/51/for-exhibitors/welcome.aspx	Elaine Oconnel	elaine.oconnel@uae.messefrankfurt.com
14-May-18	Beauty World Japan	Tokyo, Japan	3	http://www.beautyworldjapan.com/english/		info@beautyworldjapan.com
19-May-18	China Beauty Expo	Shanghai China	3	http://en.chinabeautyexpo.com		beauty@businessmediachina.com
20-May-18	Professional Beauty Durban	South Africa	2	probeauty.co.za		
20-May-18	Beauty UKHair/Barber UK	Birmingham, England	2	www.hairukshow.com/		via website

02-Jun-18	Premiere Orlando	Florida USA	3	http://www.premiereorlandoshow.biz/	Ann Donlon 01 407 265 3131 ex 113	ann@premiereshows.com
3-Jun-18	Barber Connect	Telford UK	2	http://barberconnect.co.uk/		info@barberconnect.co.uk
4-Jun-18	Professional Beauty India	Delhi	2	http://professionalbeauty.in	Vikas Vij	vik@professionalbeauty.in , sharmila@professionalbeauty.in
07-Jun-18	Cosmobeaute	Myanmar	3	http://cosmobeauteasia.com		info@minhvi.co , enquiry@ecmi.com.my
10-Jun-18	Professional Beauty Belfast	Belfast	2	http://professionalbeauty.co.uk/e/Belfast/site/Home		
11-Jun-18	Hair Expo	Melbourne Australia	3	www.hairexpoaustralia.com	Ivana Roberts	ivana.roberts@reedexhibitions.com.au , visit@hairexpo.com.au
23-Jun-18	IBS Las Vegas	Las Vegas USA	3	http://www.ibsiasvegas.com/	Liza Wylie	lwylie@questex.com
2-Jul-18	HBSA Summer Party	TBC	1		Mike Patey	info@hbsa.co.uk
09-Jul-18	Cosmobeaute	Malaysia	3	http://cosmobeauteasia.com		enquiry@ecmi.com.my
29-Jul-18	Cosmoprof North America	Las Vegas USA	3	http://www.cosmoprofnorthamerica.com	Daniela Ciocan	daniela.ciocan@sogecosamericas.com
2-Sep-18	Professional Beauty Johannesburg	South Africa	2	probeauty.co.za		
7-Sep-18	World of Beauty & Spa Autumn	Prague, Czech Republic	2	www.beautvexpo.cz		
08-Sep-18	Beauty Expo Australia	Sydney Australia	2	internationalbeautyexpo.com.au		info@BeautyExpo.cz
8-Sep-18	MCB	Paris, France	2	www.salonmcb.com	Murielle HIVERT	murielle.hivert@comexposium.com , contact@standing-events.com , evannouque@standing-events.com
18-Sep-18	InterCharm Ukraine	Kiev, Ukraine	3	www.intercharm.kiev.ua	Tatyana Fedorova	T.Fedorova@pe.com.ua
24-Sep-18	HJ Live Ireland	Dublin	2	www.salonexhibitions.co.uk	Jayne Lewis-Orr	jayne.lewis-orr@rbi.co.uk
24-Sep-18	Barber Pro Ireland	Dublin	2	www.salonexhibitions.co.uk	Jayne Lewis-Orr	jayne.lewis-orr@rbi.co.uk
30-Sep-18	Olympia Beauty Show	Olympia, London	2	http://www.olympiabeauty.co.uk/	Ian Archbold	ian.archbold@olympiabeauty.co.uk
1-Oct-18	Professional Beauty India	Mumbai	2	http://professionalbeauty.in/home/our_shows/mumbai-show	Vikas Vij	vik@professionalbeauty.in , sharmila@professionalbeauty.in
07-Oct-18	Professional Beauty Ireland	Dublin	2	http://professionalbeauty.co.uk/e/Ireland/site/Home		
11-Oct-18	Cosmobeaute	Indonesia	3	http://cosmobeauteasia.com	Jayne Lewis-Orr	info@ptprakarsa.com , enquiry@ecmi.com.my
13-Oct-18	Salon International	London UK	3	www.salonexhibitions.co.uk	Tony Rizzo	jayne.lewis-orr@rbi.co.uk
14-Oct-18	Alternative Hair Show	Royal Albert Hall, London	1	www.alternativehair.org		info@alternativehair.org
15-Oct-18	Beauty World Japan West	Osaka Japan	3	http://www.beautyworldjapan.com/english/	Jayne Lewis-Orr	info@beautyworldjapan.com
21-Oct-18	HJ Live North	Manchester	2	www.salonexhibitions.co.uk	Andy Green	jayne.lewis-orr@rbi.co.uk
21-Oct-18	Professional Beauty North	Manchester, UK	2	http://www.professionalbeauty.co.uk/Content/Welcome	Jayne Lewis-Orr	andy@professionalbeauty.co.uk
21-Oct-18	HJ Live North	Manchester, UK	2	http://salonexhibitions.co.uk/e/north/site/home/	Ms. Joanne Fai	jayne.lewis-orr@rbi.co.uk
14-Nov-18	Cosmoprof Asia	Hong Kong	3	http://www.cosmoprof-asia.com	Annick Pycarelle	joannefai@cmpasia.com
24-Feb-19	The Hair Project	Belgium	2	http://www.thehairproject.eu/		annickpycarelle@kortrijkexpo.com , info@thehairproject.eu