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Experience 20 years of business with us in the: "Aloe Ferox – The first 20 Years" booklet.

Hair loss: Alopecia

Healthy hair grows from hair follicles in the scalp during a 2 to 6 year growth cycle after which the hair shafts become loose and fall out followed by a cycle during which the follicles prepare to produce new hair.

Stress (factors that have a negative impact on the body), genes, age and hormonal changes associated with impaired biological processes are considered the primary causes of hair loss.

Shortages of nutrients, essential minerals such as zinc and selenium and especially vitamin A can cause hair to become brittle and fall out. An excess of vitamin A can also be harmful.

1. **Alopecia areata** is an autoimmune disorder that can effect anybody, however, genes and severe emotional stress seems to be the main stressors. Visible bald spots or even total hair loss can occur. The condition is usually temporary but can become permanent.

https://en.wikipedia.org/wiki/Alopecia_areata

2. **Androgenic alopecia**

Active growth of primary hair (especially in men but not limited to men) becomes constrained when testosterone is converted to DHT as it causes the preparation cycle of the hair follicles to become longer and the growth cycle to become shorter. Secondary hair growth is then stimulated, beards become harder and ear/nose hair and eyebrows grows faster. The condition is more noticeable under men.

https://en.wikipedia.org/wiki/Male-pattern_hair_loss

https://en.wikipedia.org/wiki/Insulin-like_growth_factor

Additional info on Alopecia can be viewed on Wikipedia where indicated. We will also feature another article on hair loss in the September 2016 newsletter.



Nutri Hair capsules is a nutritional and herbal supplement containing Saw Palmetto, Biotin, Kelp and a combination of vitamins, folic acid, minerals and other essential nutritional substances that promote hair growth.

We have received so many awesome reviews from clients over the years who used Nutri Hair capsules diligently for extended periods. These include hair growing back on bald spots and reduced hair loss.

See the enclosed marketing brochure for more information.

Nutri Hair Capsules is on special during July/August 2016.

Normal price: **R78**

Special price: **R60**

Save: **R18**

Top 10 Winners' Hints 2015

Madelein du Toit

It is not easy to reach the Top 10. It took me 14 years.

I prefer to order twice weekly rather than keeping a lot of stock on hand. This enables me to provide quick and efficient service.

I keep my clients informed about the products and specials on a weekly basis via WhatsApp.

Full article: Nov/Dec 2015 Newsletter

Linda Bentley

I market via email, BBM, WhatsApp and Facebook. I also regularly send out info about the products and specials on a BBM group that I created.

I hand out Trial Packs at meetings and gatherings. I always include sachets of specific products and Product Guides.

I have free samples on hand when I make deliveries to new customers. I can then distribute these samples at their place of work and expand my client base at the same time. I always have Product Guides available to distribute as well.

20 Year "Limited Edition" Super Aloe Gel

Orders for the Super Aloe Gel 75 ml received before 25 June 2016 will not be eligible for the special price of R21.
Newsletter 2/2016: The first 100 distributors that order 10 or more units/tubes **BETWEEN** 25 and 31 June 2016 will get 2 of the units at the 1996 price of R21.00 each (no discount on the R21 units/tubes).

Payment of Orders

All orders must be accompanied by proof of payment irrespective of the payment method used. Payment can be made in cash, by deposit, credit card or electronic funds transfer (EFT). Payment can be made to any of the Aloe Ferox accounts listed below.

Important: ALWAYS and ONLY use your distributor code as reference.

- ✓ Nedbank Account: 110 666 2113, Branch: 198765
- ✓ ABSA Account: 905 884 1520, Branch: 632005
- ✓ FNB Account: 5153 00 121 30, Branch: 250655
- ✓ Post Office Account: 000 887 33 691



Telephone: (028) 735 8100
Fax: 086 649 8710
General email enquiries: info@af.co.za
Orders and sales: sales@af.co.za

Important:

- Please do not send any communication to news@af.co.za.
- Please do not use the fax number: (028) 735 8131 anymore.

Why skipping conditioner can be harmful to your hair

Conditioners are more important than you thought

Yes, the incorrect conditioner can leave your hair feeling heavy and greasy but you'll miss out on all the other health benefits for your hair by not using conditioner at all.

Did you know? The colour of your colour-treated hair fades much quicker if you do not use conditioner. Highlights will also dry out much faster without conditioner.

Important: Shampoo cleanses your hair by removing oils and any other deposits with the use of cleansing agents. It is inevitable that the outer layer of your hair (cuticle) will endure some abrasion during the cleansing process. A good conditioner will repair and caress your hair cuticles back into good shape and help to restore the pH balance of your hair.

Nutri Hair Conditioner is on special during July/August 2016.

Normal price: **R62**

Special price: **R50**

Save: **R12**



2017 Training Course Dates

We would like to finalize the 2017 course dates. It is important for us to schedule the dates to best suit our distributors. The big question though: During, or not during school holidays? Please forward your suggestions to info@af.co.za. A handsome reward will be up for grabs to distributors that forward their suggestions and attend the 2017 training!



Timeless Revitalising Toner is on special during July/August 2016.

Normal price: **R105**

Special price: **R80**

Save: **R25**

THE ORDERING PROCESS

We spend a great deal of time to streamline our ordering process for your convenience. You can email, fax or place your orders via telephone.

We have printed order forms available on which you can note and calculate your orders before sending it to us.

Important:

We also have an extremely easy to use readymade Excel spreadsheet order form available. It will automatically calculate all costs, including shipping & price structure, while you input your quantities. It will simply, simplify your ordering process and it is totally free. Request it now from:

info@af.co.za