



## PRIVATE CATEGORY

- 1 Theresa Delpont
- 2 Minerva Conradie
- 3 Marianne Greyling
- 4 Marieline Kruger
- 5 Madelein du Toit
- 6 Maureen Kinghorn
- 7 Lorraine Labuschagne
- 8 Petro Massyn
- 9 Madelene van der Berg
- 10 Miriam Slabbert

## BUSINESS CATEGORY

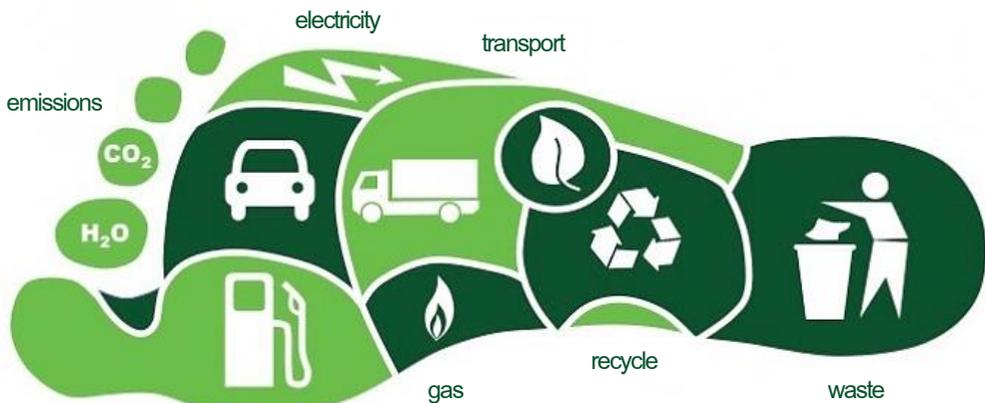
- 1 Simply Natural  
Hilde Nel
- 2 Ouma Bettie se Winkel  
Anelia du Plessis
- 3 Noramie Fashions  
Miriam Bryant
- 4 Sanctuary of Essence  
Venishree Govender
- 5 Dairy Exchange (Pty) Ltd  
Terry Terblanche

*Well done to the top 100 distributors of 2019*

## NO. 16-100

June Botha (TRA004B), Annamarie van Niekerk (HEA024B), Malik Cassim (MAS006B), Arrie Nel (FYN001B), Karen van Wijk (DRI001B), Liesel Noach (NOA001B), Daleen Landman (DIE006B), Maryna vd Walt (EKL001B), Hein Vorster (THE058B), Sanjay Khoosal (NAT013B), Ronnie Botha (BOT030B), Silna Thomas (WAT007B), Jan Spoelstra (BAL005B), Noelene Kennedy (THE034B), Annette Taylor (HEA015B), Marina Kruger (KRU031P), Lisa vd Merwe (LOC002B), Janette Errington (ERR001P), Lynette Bresler (BRN002P), Ingrid van Zyl (SAL018B), Sannie vd Westhuizen (VAN113P), Louisiana Brash (SEW004B), Loubie Otto (OTT004P), Keri Martens-Wright (MAR053P), Liz Hough (HOU007P), Chrisinda Nel (LAA001B), Sven Gevers (LYN001B), Jolandi Dreyer (APP001B), Linda Bentley (BEN009P), Breggie Merrick (MER003P), Shelah Engelbrecht (WAR013B), Stuart Pearson (HEA027B), Anya du Plessis (DUP073P), Estelle Aspling (ASP001P), Miranda Uys (UYS008P), Ansie du Plessis (CAY001B), Anita Clark (SIL004B), Marga den Hartigh (BIO001B), Chiman Harjeven (THE001B), Annette Groenewald (GRO002P), Ronel de Klerk (DEK015P), Justin Moloney (MON005P), Catherine Hur (MOR011B), Raylene Lindemann (PER001B), Joan Osterloh (JOZ001B), Alta van Aswegen (VAN414P), Helene Schoombie (SCH020P), Annemarie Dellelmijn (DEL011P), Lientjie van Eyssen (CHA006B), Joe Hattingh (NAT008B), Yvonne Roselt (ROS022P), Kitty Lotze (LOT004P), Santie Marais (MAR052P), Elsabe Harding (HAR013P), Ilse Marais (MAR039P), Cherice Torlage (KRA002B), Ursula van Staden (HUN003B), Jaco de Kock (DEK030P), Linda Pinto (LIN012B), Margot Vile (VIL006P), Marike Muller (MUL029P), Ursula Halford (HAL004P), Annelie Engelbrecht (ENG016P), Leonie Langemaat (LAN008P), Rona de Witt (ONE001B), Annatjie Botha (BOT072P), Kriszandra Kruger (ZOY001B), Marianna la Vita (LAV002P), Hsin-An Ke (NAN001B), Dennis Zetler (MOO008B), Marina du Plooy (DUP060P), Riana Badendorst (BAD003P), Jo-Alda Theron (THE049P), Karin Kruger (HEA028B), Pamela Bevan (BEV001P), Danie Henn (HEN014B), Sarie Kotzee (KOT003P), Chris Pitzer (PIT005P), Thelma Oosthuizen (ALL001B), Trevor Jv Rensburg (VAN167P), Karen Wolmarans (KAR009B), Gerhardus du Raan (HEA044B), Cecille Schneider (SCH037P), Saron de Witt (ALT001B), Annelise Uys (UYS001P)





**PLASTIC** recycling is the process of recovering waste plastic and reprocessing it into useful products. Since the majority of plastic is non-biodegradable, recycling is part of a global effort to reduce plastic in the waste stream, especially the approximately 8 million metric tonnes of waste plastic that enters the Earth's ocean every year. There are numerous technical hurdles to overcome when recycling plastic: 1) Different types of plastics tend to separate when melted together, causing structural weakness in the resulting material. 2) Plastic can only be recycled about 2-3 times before its quality decreases to the point where it can no longer be used. 3) Colour pigments in plastic heavily reduce the recyclability of plastic.

## ENVIRONMENTALLY FRIENDLY

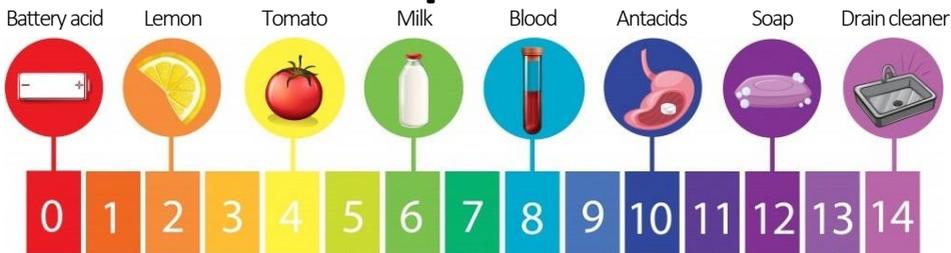
Environmentally friendly packaging is very limited and has a lot of inherent difficulties. Glass for instance, is readily available, sterile, easily produced, shaped and coloured, and can be recycled over and over, but glass is heavy and rigid, extremely fragile. Even the carbon emissions and energy required to manufacture, recycle and transport glass, far outweighs all the cons associated with plastic.

## OUR CONTRIBUTION

We are always evaluating new ideas as part of our long-term environmental footprint reduction effort. Share your practical ideas on how cosmetic packaging can change or adjust to be more environmentally friendly to [footprint@af.co.za](mailto:footprint@af.co.za). Here are some of our current projects:

- 1** Phase out plastic carry bags – implemented and completed!
- 2** Change to 100% recycled plastic – approved and in progress. All existing 100 ml, 200 ml and 500 ml (bottled) products will soon be packed in 100% recycled bottles.
- 3** Produce selective products in 500 ml packaging – approved and in progress.
  - ✓ Less plastic is used to manufacture a large container than several small containers.
  - ✓ Added bonus: Reuse larger containers for DIY projects.
 Google: “ways to reuse plastic”
- 4** Raise “reduce/reuse/recycle” awareness on product labelling – approved and in progress.
- 5** The manufacture of biodegradable refill bags was considered and rejected. Aloe Ferox is obviously unable to verify the suitability/sterility of used and empty packaging and as a result cannot guarantee the shelf life of refilled products.

# The pH scale



**Q** *What does pH mean?*

**A** pH is a measure of the acidity or alkalinity of aqueous solution (technically, it is a measure of hydrogen ion concentration). The pH scale ranges from 0 to 14. Solutions with a pH level of 7 (at 25 °C) are defined as “neutral”. Solutions with a pH less than 7 are acidic, while those with a pH greater than 7 are alkaline.

**Q** *Does my skin have a pH?*

**A** Yes, your skin does have a pH. Sweat and sebum on the skin form an acid mantle. The pH of the acid mantle is slightly acidic at  $\pm 5$  (4.5 to 5.5) and helps to protect your skin against the advances of infection causing bacteria and fungi. Bacteria and fungi cannot thrive/survive in an acidic environment.

**Q** *How do I maintain the pH of my skin?*

**A** Many factors can and will interfere with the delicate balance of your skin’s acid mantle, both internally and externally – age, air and water pollutants, diet, hormonal changes, etc. You can maintain the correct pH by using Aloe Ferox skin care products that are perfectly balanced at pH 5. We recommend a good (twice daily) skin care routine to maximise on care and maintenance of your skin.

**Q** *What is the pH of skin care cleansers?*

**A** Cleansers use a variety of methods and ingredients to cleanse. Some cleansing agents are more acidic and others are more alkaline. Cleansers that employ the functionality of alkaline ingredients will deviate slightly from the natural pH of the acid mantle.

All the cleansers in the Aloe Ferox CLASSIC range have a pH of 5. Timeless Cleanse, pH 7, uses alkaline components to facilitate slight peeling which aids removal of dead skin cells. As a rule, we recommend that you always tone after cleansing, and especially if you cleanse with Timeless Cleanse – not only for all the obvious reasons, but specifically to correct the pH of your skin.

## IMPORTANT

The pH of the different batches of Aloe Ferox products may sometimes vary slightly ( $\pm 0.1$ ). This is due to the natural aloe component in the products. We harvest and press fresh aloe on a weekly basis. Seasonal soil and weather conditions/changes easily affect the pH of the juice produced by the aloes. We deem it completely unnecessary to add additional ingredients for the sole purpose of adjusting such tiny pH variances.

# 2019 PROMOTION WINNERS 6



Johanna Swart  
<R30 000 category



Linda Bentley  
R30-R70k category



Pienk Piletjies in Potchefstroom  
>R70 000 category

Johanna Swart, Linda Bentley and Pienk Piletjies each won **R5 000** in cash by improving on their November/December 2018 sales figures. Well done, you've earned it!  
*The 2019 promotion has now come to an end.*

## 2020 PRICE INCREASE

The annual price increase is scheduled for 1 July 2020. The increase will be in the order of 7-10%. An updated price list will be included in the May/June Newsletter. Seize the opportunity to stock up on all your bestsellers before the increase, then resell at the new prices after the price increase, for a handsome profit.



## NEW PRICE STRUCTURES

The pricing structures will be changing on 1 July 2020 to coincide with the price increase:

**DISTRIBUTORSHIP**  
Aloe Ferox is a manufacturer/wholesaler that retails ONLY through appointed distributors. The term "distributor" implies the reselling of products to consumers. Distributors are encouraged to ALSO order products for personal use; however, we have identified individuals that ONLY order for personal use – it is dishonest and very unethical. Please reach out to Joan on 028 735 8100 or [ethical@af.co.za](mailto:ethical@af.co.za), should you find yourself in this situation. We would like to discuss the matter and find a mutually beneficial solution.

⇒ 30 Jun 2020	1 Jul 2020 ⇒
R1 ⇒ R799 = 15% + Shipping	R1 ⇒ R849 = 10% No shipping
R800 ⇒ R1 199 = 26% No shipping	R850 ⇒ R1 299 = 20% No shipping
R1 200 ⇒ R14 999 = 37% No shipping	R1 300 ⇒ R14 999 = 37% No shipping
R15 000 and up = 40% No shipping	R15 000 and up = 40% No shipping