

# Business Partners



**DE LORENZO**



**ASPYA**

## Excellent Edges

Excellent Edges has been in operation since 1988 which makes us the longest standing company in Australia solely devoted to producing the best scissors available for hairdressers.

We source all of our materials from Japan to ensure you are getting the best possible grades of steel. All of our scissors, including our Japanese brand imports, go through our own workshop procedures to ensure you are getting the perfect scissor.

Besides making the world's greatest scissors, we also have a huge range of accessories including combs, brushes, clips, pouches, cases and mannequin heads.

### Exclusive ASPYA offer:

Use the code ASPYA on the website when purchasing instore or through an Excellent Edges rep and receive a free packet of carbon clips and free postage with every scissor purchase.

To redeem this offer contact:

**Pete Walstab**

☎ 0447 886 630

✉ [petew@exedges.com](mailto:petew@exedges.com)

🌐 [excellentedges.com](http://excellentedges.com)

## Tesselgrid

At Tesselgrid Colour Storage, our hairdressing colour storage racks can be made to suit your colour tubes, regardless of box size or tube length. Our hairdressing colour grids will fit any wall or bench space you have in your existing business. Combine this with exceptional storage and versatile interior space, and you've got a hairdressing colour rack that makes finding your colours a whole lot easier.

### Exclusive ASPYA offer:

Receive a special rate of a \$100 discount on the standard Tesselgrid storage unit (1200mm wide x 780mm high x 200mm deep). Normally \$585.00, the ASPYA pricing is \$485.00.

Delivery and installation are extra charges.

To redeem this offer contact:

**Bill & Lisa Xanthopoulos**

☎ 0409 953 786

✉ [bill@tesselgrid.com.au](mailto:bill@tesselgrid.com.au)

✉ [lisa@tesselgrid.com.au](mailto:lisa@tesselgrid.com.au)

🌐 [tesselgrid.com.au](http://tesselgrid.com.au)

## Glide Hair Tools

Glide Hair Tools is a boutique company that designs tools for hairdressers by hairdressers. Our Australian owned family business has a vast range of product ranges including foils, brushes, combs, capes, aprons, scissor and towels, just to name a few.

### Exclusive ASPYA offer:

15% discount on all non-promotional items.

You will need to identify yourself as an ASPYA salon on the phone or online using the code **ASPYA15**.

To redeem this offer contact:

Glide Hair Tools Head Office

☎ 02 8730 8847

🌐 [glidehairtools.com.au](http://glidehairtools.com.au)

## Big Towel Company

Big Towel Company offers eco-friendly alternatives to cotton towels, replacing them with hygienic and environmentally-friendly options. We now boast an extensive range of products from eco-towels and capes, to beauty products and bedding.

Made from wood fibres that are certified renewable, our towels are 100% recyclable and biodegradable.

### Exclusive ASPYA offer:

15% off the regular retail price (ex GST) of all products across our range using the code **ASPYA15**.

To redeem this offer contact:

✉ [sales@bigtowelcompany.com](mailto:sales@bigtowelcompany.com)

🌐 [bigtowelcompany.com.au](http://bigtowelcompany.com.au)

# Kitomba Salon and Spa Software

Kitomba Salon and Spa Software is the complete business management software that's been helping thousands of salons achieve success for over two decades.

Kitomba has all the features you need to successfully manage your business day-to-day, including an industry-focused appointment book, efficient point-of-sale, fully-featured online booking, marketing functionality, industry-leading reporting, effective stock management, digital forms and so much more.

Providing you with free, unbeatable support has always been important to us. Our dedicated support team is available to help you by phone, email or web chat six days a week, with emergency support available on Sundays.

## Exclusive ASPYA offer:

New customers signing up to the Kitomba Diamond package will receive free installation and training, valued at \$749.

When you re-sign with the Kitomba Diamond package you'll receive 500 free text messages per month for 6 months and an hour of training, valued at \$519.

Kitomba customers who identify themselves as ASPYA members are eligible to have De Lorenzo product lists added to Kitomba free of charge as required. Please note updates to current product lists are not included, however we can provide a short 'how to' video.

To redeem this offer contact:

☎ 1800 161 101

✉ [sales@kitomba.com](mailto:sales@kitomba.com)

🌐 [kitomba.com](http://kitomba.com)

## Terms & Conditions:

Offers are available to ASPYA members only.

The free training and installation offer is available to new customers who sign up to the Kitomba Diamond package. Installation includes migration from compatible systems and training is made up of a series of training sessions totalling 5 hours that are completed live online. Standard text message and software fees apply. The free text messaging and training offer is available to current Kitomba customers who re-sign to the Diamond package. Text messages do not roll over. Both offers are available until 30th June 2024 and cannot be combined with any other offer or promotion.

# EVY Professional

EVY Professional is an Australian owned, young and innovative tool brand that has amassed a cult following within the industry and consumers. They are the winner of AHFA Awards for the Most Innovative Tool – One Glide Iron. They also received three finalist nominations for the E Curl Pro, E Styler and Restyle Hot Brush.

Each of the EVY products feature 32 natural negative ion-generating minerals. This unique blend of post-volcanic minerals injects hydration and moisture into the hair as you style. The end result is hair heaven – silky, smooth, healthy hair every time. Our tools will ensure maximum inner hydration and easier styling for both the stylist and consumer.

Hairstyling that lasts.

Supported by marketing and PR, EVY Professional continues to be a well-recognised and respected brand.

## Exclusive ASPYA offer:


Receive a 12.5% discount off the price of the EVY Tools and Brushes (excluding promotions).


Enter #EVYASPYA when ordering through the website.

To redeem this offer contact:

Tracey Lauretta

 0433 854 243 / +61 3497 9863

 [sales@evyprofessional.com](mailto:sales@evyprofessional.com)

 [evyprofessional.com](http://evyprofessional.com)

## Sweet Memories Promotional Gifts

Sweet Memories Promotional Gifts is an Australian company specialises in importing and distributing promotional merchandise - including: corporate gifts, corporate clothing, staff uniforms, work wear, point of sale items such as banners and flags and much more...

### Exclusive ASPYA offer:

Receive 10% discount on all products excluding tech products

Please advise at the time of requesting a quote that you are an ASPYA Member.

To redeem this offer contact:

Lisa Gork or Jane Chowdry

☎ 02 8577 6400

📧 [sweet-memories.com.au](http://sweet-memories.com.au)

## Sustainable Salons

Sustainable Salons is a for-purpose enterprise that specialises in collecting up to 95% of the salon bin and redirecting all material for reuse, recycling and repurposing solutions.

The program also offers rewards for the business' recycling efforts with useful items and savings for the business, while 100% of the recycling proceeds are donated to charitable organisations OzHarvest and KiwiHarvest to help feed those in need.

### Exclusive ASPYA offer:

100% off Sustainable Salons installation fee of \$348 ex. GST for the first 50 x ASPYA members to sign up

To redeem this offer contact:

The Sustainable Salons Team

☎ AU 1300 475 679 | NZ 0800 437 204

✉ [hello@sustainablesalons.org](mailto:hello@sustainablesalons.org)

📧 [hello@sustainablesalons.org](mailto:hello@sustainablesalons.org)

# Australian Hairdressing Council (The AHC)

The Australian Hairdressing Council (AHC) is the national voice connecting hairdressing and barber professionals, educators, and suppliers. It exists to ensure a sustainable, positive future for our industry. Since 2010 the AHC has set ethical business standards for salon and registered training organisation (RTO) members and represents the professional hair industry nationally.

AHC members are accredited salons, product companies, RTOs and associated industry suppliers and businesses that share a united vision to promote and protect the industry. We're YOUR voice, representing our industry's presence to government and consumers and together we elevate industry standards, reputation and image to create a better future.

## Exclusive ASPYA offer:

The AHC offers an exclusive discounted membership for ASPYA members only. Join the AHC and receive 20% off both annual and monthly payments, using the following discount codes:

- Annual Payment: normally \$1029.00, pay only \$823.20 using coder **ASPYAY23** at checkout.
- Monthly Payment: normally \$95.00 per month, pay only \$76.00 per month using code **ASPYAM23** at checkout.

To take advantage of this generous offer go to:

[theahc.org.au/memberships](https://theahc.org.au/memberships)

and select **Salon Select** and enter the below code into the **Discount field** to activate your subsidy.

**Existing AHC members will receive a discount code to reduce your fees whilst maintaining your existing membership.**

Member benefits include unlimited advice from an expert team of twelve HR specialists to offer you support on everything to do with HR and staffing and who also understand the Hairdressing Industry and Award. Access to our supportive community page and more than 400 business resources in our exclusive Salon Select library. Stay updated and informed on industry news and regulations that affect the day to day running of your business. The AHC is the trusted hairdressing Association supporting your business and the industry.

## HR Premium Extensions

HR Premium Extensions is the latest luxury hair extension brand on the Australia market. We proudly provide our stockists with an exclusive collection of hand crafted extensions made from high quality 100% Cuticle Remy hair, ethically sourced from Europe.

### Exclusive ASPYA offer:

All ASPYA Salons receive an exclusive 20% off our salon wholesale price-list for the first 6 months of opening an account.

All ASPYA Salons receive an exclusive 20% off our Weft & Tape hair extension & education programs.

No minimum 'opening order' required, simply order as you go!

To redeem this offer contact:

☎ 0428 020 759

✉ [info@hairreview.com.au](mailto:info@hairreview.com.au)

🌐 [hrpremiumextensions.com](http://hrpremiumextensions.com)

## Beautex Designs Sustainable Salon Wear

*The Anti-Uniform for the non-conformist!*

Ok, we know the feeling...When you have to wear black for work but cringe at the thought of looking like a carbon copy of everyone else... BeauTex Designs has got ya back!

We know you're bored with the same old black clothing options so we're shaking it up with durable and sustainable workwear, disguised as streetwear.

Made from recycled plastic water bottles, our bleach proof, crease free, breathable clothing is your new anti-uniform go to!

### Exclusive ASPYA offer:

25% off all products.

To redeem this offer contact:

✉ [info@beautexdesigns.com](mailto:info@beautexdesigns.com)

🌐 [beautexdesigns.com](http://beautexdesigns.com)



# Comfortel

Comfortel, committed to providing visionary furniture and equipment that help salon professionals create beautiful results, proudly introduces the latest hairdressing and beauty furniture and equipment that will define the future of salons, giving you the salon space you love.

Comfortel offers trendsetting designs in hairdressing furniture, including salon chairs, wash lounges, barbers' chairs, trolleys, stools, and mirrors. These essential pieces partner with you in unleashing your creativity and setting you apart from the rest.

Alongside salon furniture, we provide exciting salon tools and equipment. Explore our hair-repellent wheels for salon stools, carts, and trolleys, along with the one-of-a-kind Comfortel Mova Salon Trolley featuring built-in power. Experience efficient brush cleaning with our salon wonder tool- the Comfortel Presto Brush Cleaner- capable of cleaning your brushes in seconds. For colourists, discover our 24/7 automatic foil dispenser, perfectly cutting and folding foils with a single touch of a button.

For over 25 years, Comfortel has been supplying premium salon furniture and equipment to salons in Australia. From industry leaders to cutting-edge salons, both small and large, they have relied on Comfortel for the most innovative and modern approach to salon equipment and furniture.

## Exclusive ASPYA offer:

1. Exclusive ASPYA discount on ALL Comfortel furniture however this is not available on consumables or clearance items
2. FREE in showroom design consultation and the creation of a digital floorplan
3. Gift with purchase on ALL furniture orders

## To redeem this offer contact:

**VIC: 03 8581 8111 ext. 1**

Gabby Chryssis - [vicsales@comfortel.com.au](mailto:vicsales@comfortel.com.au)

**NSW: 02 9966 5900 ext. 1**

Emma Sharkey - [emma@comfortel.com.au](mailto:emma@comfortel.com.au)

Mariana Mimura - [nswsales@comfortel.com.au](mailto:nswsales@comfortel.com.au)

**QLD - 07 3209 1444 ext. 1**

Kara Johnstone - [kara@comfortel.com.au](mailto:kara@comfortel.com.au)

Rosie Siaea - [qldsales@comfortel.com.au](mailto:qldsales@comfortel.com.au)

**SA: 08 7225 8998**

Lauren Wallace - [sasales@comfortel.com.au](mailto:sasales@comfortel.com.au)

**WA: 08 9258 4446 ext. 1**

Megan Jackson - [megan@comfortel.com.au](mailto:megan@comfortel.com.au)

Bobby Dougall - [wasales@comfortel.com.au](mailto:wasales@comfortel.com.au)

 [comfortel.com.au](http://comfortel.com.au)



## **DE LORENZO**

Hair & Cosmetic Research

103 Carnarvon St, Silverwater NSW 2128

Toll Free 1800 800 347

ASPYA Enquiries

Phone 02 9748 8900

Email [aspya@delorenzo.com.au](mailto:aspya@delorenzo.com.au)

 [delorenzo.com.au](http://delorenzo.com.au)

 [delorenzohaircare](https://www.facebook.com/delorenzohaircare)

 [delorenzohaircare](https://www.instagram.com/delorenzohaircare)