



Retail and Spa Products May 2011

Monthly Snapshot Surveys provide ISPA members with a valuable look into the state of the spa industry, spa industry trends and also help to identify the needs of spa professionals. Snapshot Surveys are conducted on the third Friday of each month, with full results provided only to respondents two weeks from the release date of the survey. Knowledge is a valuable tool and these quick surveys provide a wealth of information shared by ISPA's members. The May 2011 Snapshot Survey requested information on retail and spa products.

Retail is a key area for the majority of ISPA spa members with only two percent not offering any retail products at their spa. Overall, retail sales trends appear to be moving in a positive direction. Skin care product sales have increased for 63 percent of spa respondents. In the day spa market, hair product and makeup sales are showing a noticeable increase in sales year over year (64 and 60 percent respectively). To keep the retail atmosphere fresh and appealing to consumers, spas note they are constantly changing their displays and product locations to give a new look. A special section highlighting the top five products on shelves by category was mentioned as a new display strategy by one spa.

To incentivize clients to make a retail purchase at the spa, 54 percent have offered a free gift with purchase in 2011. Day spas are using drawings and giveaways to generate excitement and 56 percent of resort/hotel spas are offering free product samples with the purchase of a treatment or service. Inside this report, respondents have also shared their best selling products in 2011. When it comes to incentivizing spa employees to generate retail sales, 81 percent of spas are paying a commission to their therapists and 60 percent are doing the same for front desk receptionists. Training is also a top priority for many spas to ensure staff is fully equipped to answer questions and make a sale.

Only 10 percent of resource partners are reducing the number of products they are launching in 2011 when compared to 2010 and 48 percent are increasing their total number of product launches. June and November are the most popular months for product launches in 2011, while September and October topped the list last year. To spread the word about the new products, 75 percent are relying on special introductory e-mails to clients and 46 percent are distributing complimentary samples to spa clients.

The results analysis includes answers from all respondents who took the Snapshot Survey in an eleven-day period from Friday, May 20, 2010 to Friday, May 30, 2011. During this time, 309 ISPA members responded to the survey. The category "all spas" referred to within the charts includes data from all spa respondents (day, resort/hotel, medical, destination spas and corporate spa headquarters).

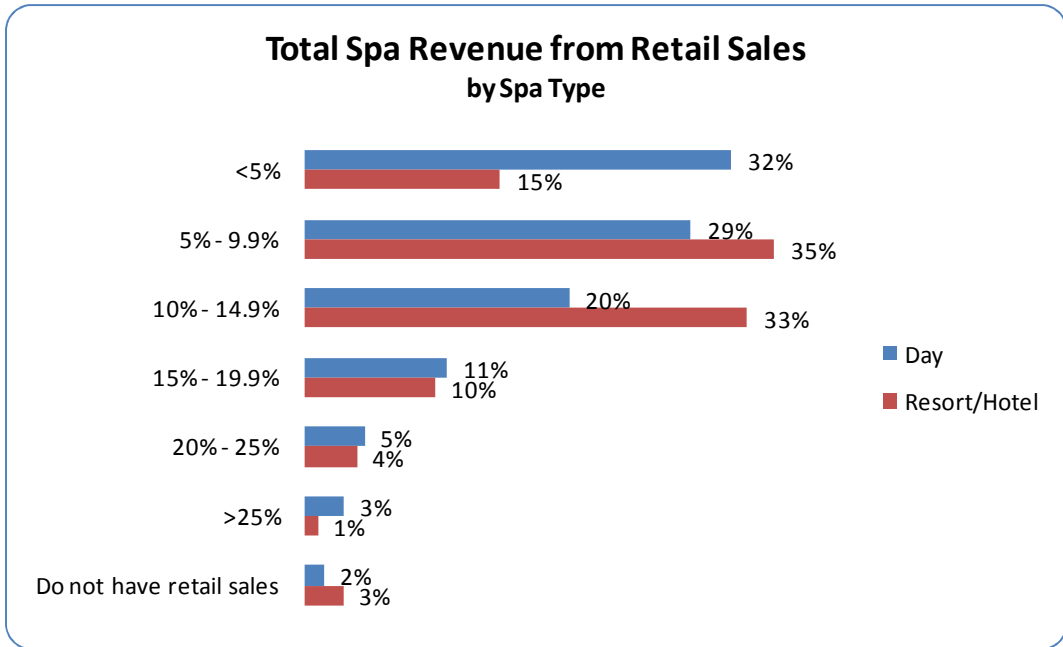
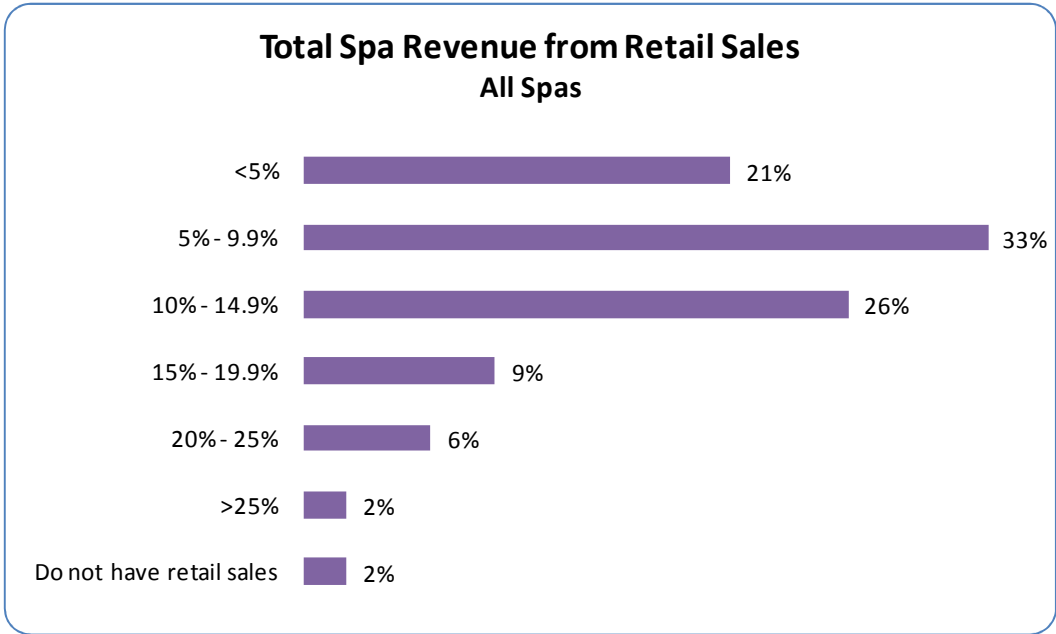
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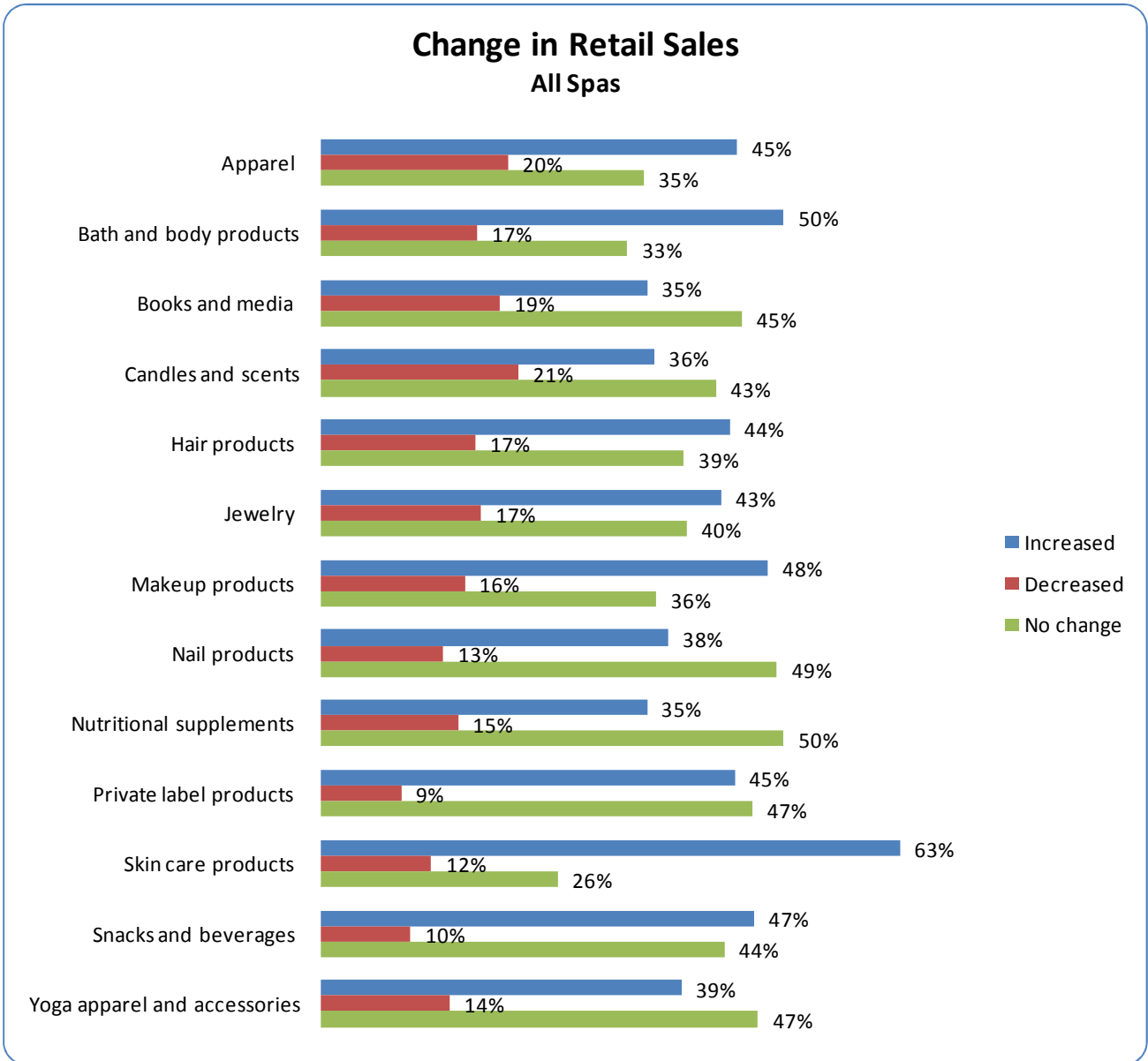
SPA MEMBERS

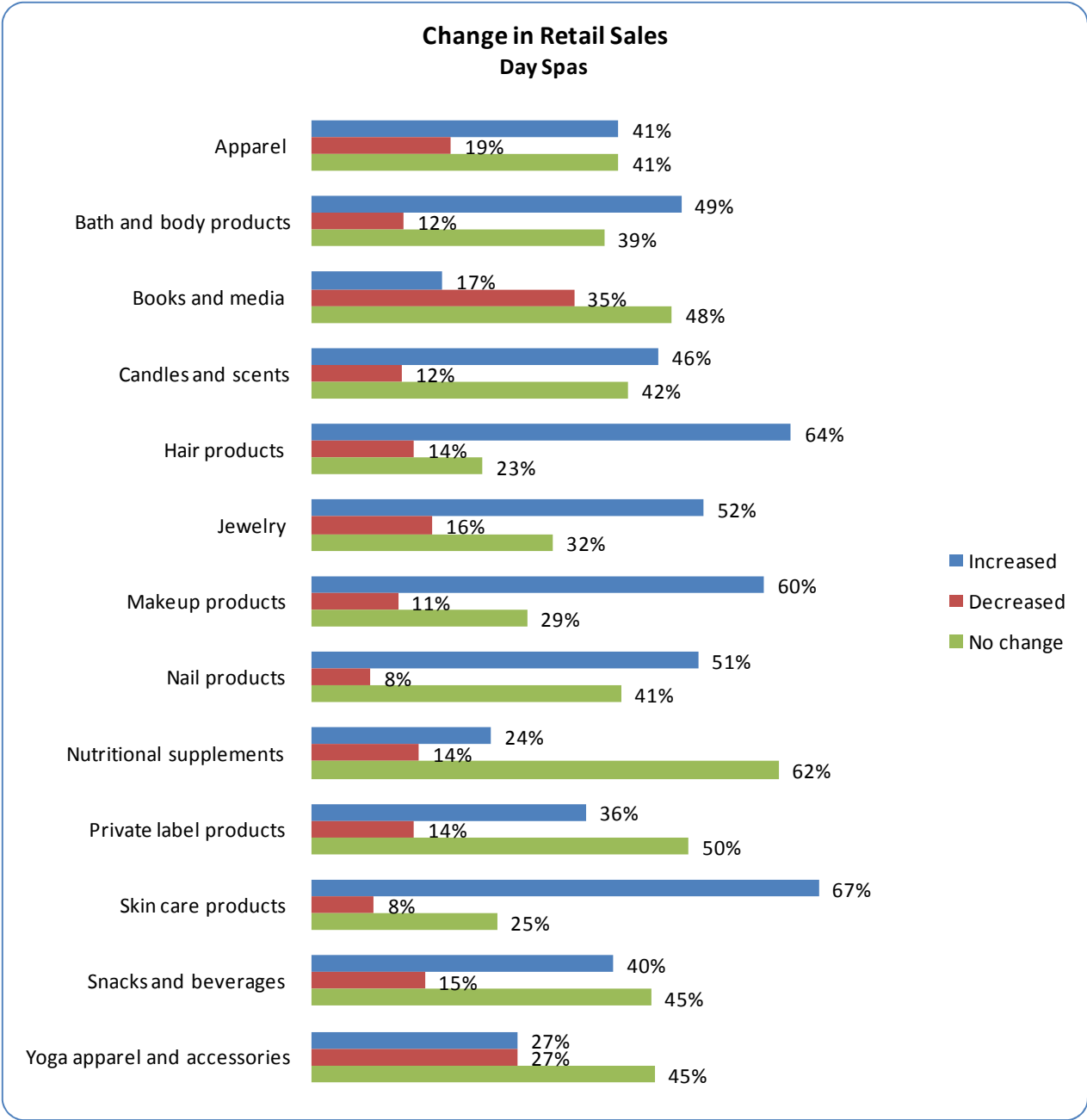
What percentage of your spa's total spa revenue is derived from retail sales?

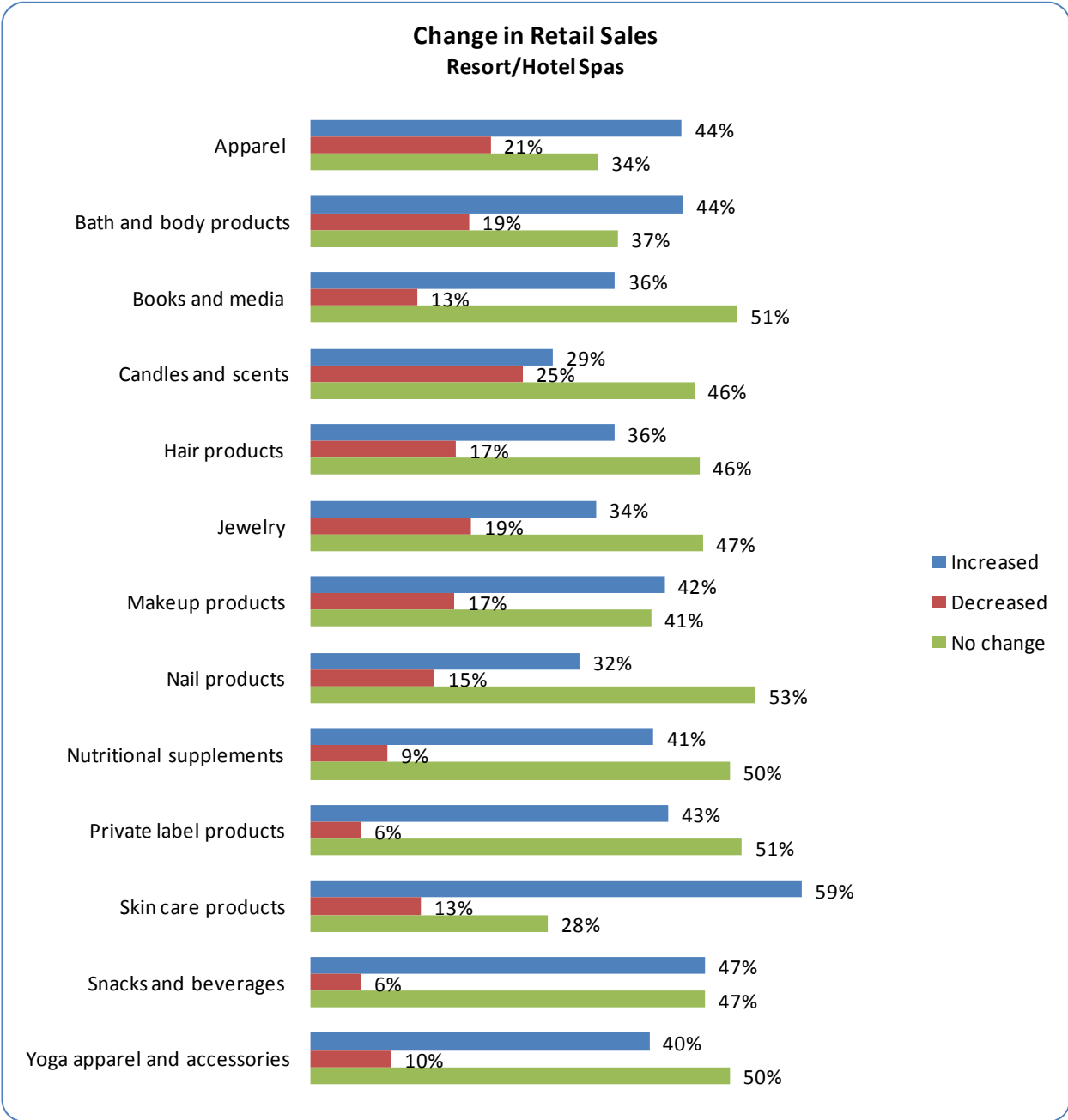




Please identify which of the following best describes your change in retail sales, if any, for the following product categories for the first four months of 2011 compared to the same period in 2010.









How many total brands does your spa carry for each of the following retail categories? If your spa does not carry the product category listed, please leave that response box empty.

# of Brands	Apparel	Bath & Body	Books & Media	Candles & Scents	Hair Products	Jewelry	Makeup	Nail Products	Nutritional Supplements	Private Label Products	Skin Care Products	Snacks & Beverages	Yoga Apparel & Accessories
1	15%	10%	47%	35%	43%	38%	86%	46%	79%	72%	23%	34%	42%
2	22%	27%	21%	34%	32%	34%	11%	33%	15%	17%	28%	23%	42%
3	25%	23%	16%	20%	15%	12%	3%	16%	6%	7%	24%	13%	6%
4	18%	15%	5%	5%	10%	8%	0%	4%	0%	0%	16%	4%	6%
5	2%	10%	4%	7%	0%	4%	0%	0%	0%	3%	6%	9%	4%
6	9%	5%	0%	0%	0%	0%	0%	1%	0%	0%	2%	5%	0%
7+	10%	10%	7%	0%	0%	5%	0%	0%	0%	1%	1%	13%	0%

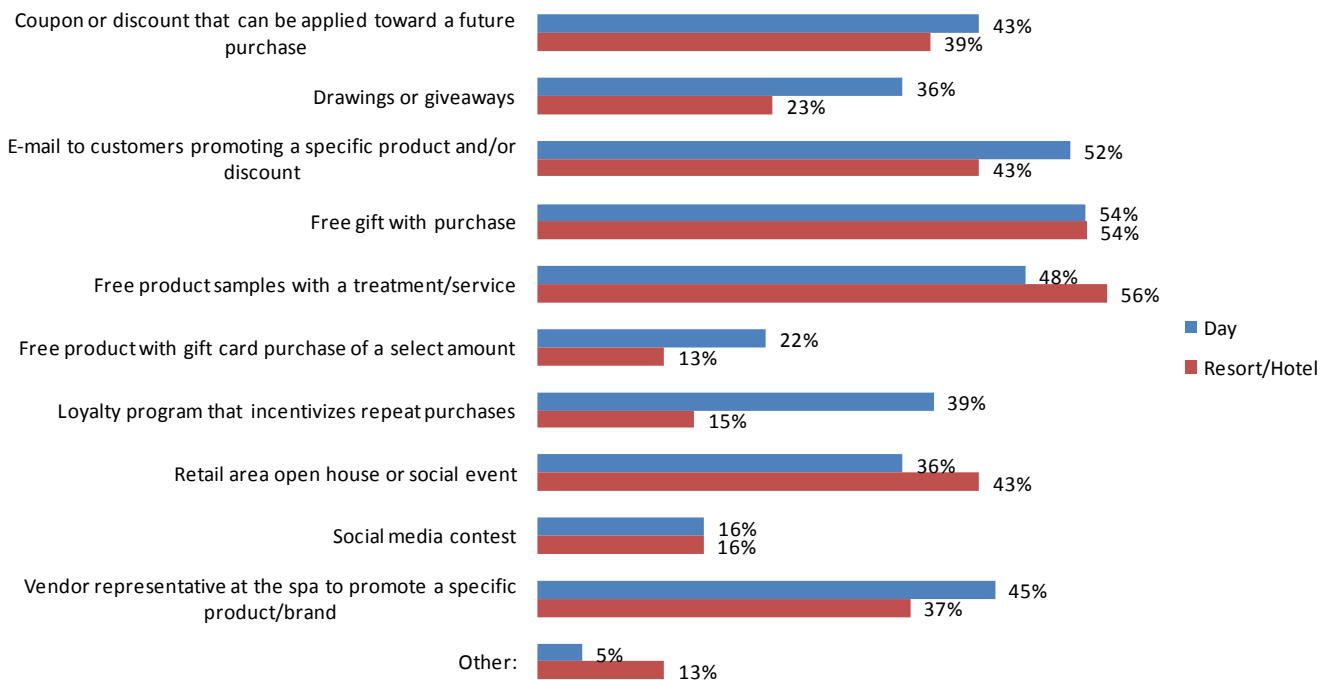
Which of the following incentives has your spa used in 2011 to promote retail product sales? (select all that apply)

Incentives Used in 2011 to Promote Retail Sales

All Spas



Incentives Used in 2011 to Promote Retail Sales by Spa Type



Respondents were asked to identify any renovations, display changes/additions or new décor their spa implemented this year to help increase retail sales and the reason for the changes/additions. Below is a sample of responses.

- 1,300-square-foot expansion and addition of dedicated retail space.
- Added 2,000 sq. ft. of retail/treatment room space.
- Added an online shop to our Web site.
- Added impulse items to add interest and eye appeal.
- Added on more sales displays.
- Addition of shelf talkers.
- Bridal registry.
- Changed display in boutique and have some items at checkout counter.
- Change of product mix seasonally with a new buyer.
- Changed lighting.
- Changed location of reception to increase retail area.
- Changed/upgraded a few fixtures.
- Changing displays seasonally six times per year w/corresponding signage.
- Constantly decorating the spa seasonally and for themed events or product specials.
- Displays are changed biweekly.



- Display areas constantly change to accommodate new product and create interest by looking new and fresh. Antique chests and other pieces for sale used as new decor and storage space.
- Display changes are constant to keep look fresh. Certain fixture changes have been done to enhance displays.
- Established a display for retail products. Upgraded our tranquility room.
- Every month or so we change distribution and displays.
- Expanded foot soak room and added additional body treatments.
- Glass shelving and new display system -- replaces antique bookcase system.
- Increased inventory and improved displays.
- Just began carrying retail. Purchased cabinets and installed glass shelves.
- Major renovation in 2009 with all new displays (no doors, lights, optimization of space).
- Minor renovation planned for retail area in 2011.
- More display racks.
- More professional internal signage.
- Moved cabinet to high traffic area and added counter displays.
- Moved the makeup into a higher traffic area.
- New displays, shelving and lighting. Putting retail around the resort.
- New display case implemented in May of last year.
- New paint, always change seasonal displays, always change seasonal decor or props and merchandizing to support launch of new products, services or promotions.
- New retail cabinet. We added apparel, throws and pillows and needed a new display area.
- New retail display for Murad products.
- New retail shelves close to entrance to the treatment area with sale products and a change in organization of products that is more intuitive for clients to choose products.
- New tester always available in a full range.
- Poster developed and advertised in lobby. Updated retail display units.
- Product displays provided by vendors.
- Rearranged the shop and launched new signature products. Changed the display around the shop.
- Replacement of product for improved visual identification.
- Signage with product description.
- Simplified presentation, increased visual appeal.
- Top five purchase shelves for facial care, body care and makeup (own top five for each line).
- Updated locker rooms, plants out front of location, and updated Web site.
- Upgrading of retail area because it was beginning to look tired. We are the representative spa of Swiss Line, and our retail area upgrade is in keeping with their new look as well.
- Use of new display cabinets at reception area.
- We added face-outs for our apparel displays to showcase the merchandise better.
- We are currently considering upgrading our offerings and expanding/renovating. If this comes to pass, we will likely offer more retail products.
- We are doubling our retail space, repainting and renaming, and remarketing to (apothecary) to increase overall sales volume.
- We change around the displays every two months, so it does not look the same for too long.
- We change all the displays every week.
- We changed skin care lines.



- We have added new displays in our locations and we're always changing displays to keep it fresh.
- We have downsized in order to rev up our sales.
- We have recently shifted gears and are working with more local vendors, including candles, purses and jewelry. In addition, we recently partnered with Sanitas Skincare which is developed and manufactured in our state.
- We have streamlined the number of items on the floor and focused on a few stand-out items in each area. We have also focused on more eye-catching displays and collateral use.
- We move all products every two weeks.
- We moved our Murad shelving unit to a more visible location within our lobby.
- We moved the makeup display from the salon to the retail area for better visibility and guests see we offer makeup applications as well.
- We try to change the displays every week.
- Went from half-stocked shelves (can no longer stockpile six deep of each item) to having more of a selection of items but still no stockpiling.

Respondents were asked to identify their spa's most popular retail product so far in 2011 and include the specific details. Below is a sample of responses.

- \$20 glo therapeutics eye restore eye cream with vitamin K and peptides - price is unbelievable.
- .33 oz. Miracle Lips - a lip treatment with propolis.
- 1.7 oz. Skin Authority Resurfacing Accelerator.
- 16 oz. Kukui Coconut Lotion-50/50; made up of 50 percent oil and 50 percent lotion, so the consistency is great.
- 1 oz. Magic White Ice - Moisturizer from ARCONA. Sold 71 YTD.
- 200 ml Soothe Away - Calming Toner from Dove Spa.
- 2 oz. Pear and Poppy Microderm Polisher from Eminence.
- 340-piece slimming caps from pepper.
- Five Star Chocolates, LaBella Donna makeup, Mia Lena Jewelry, MD skincare peel pads and Lululemon apparel.
- 50 ml Pevonia cream for combination skin and 50 mL Pevonia mask for combination skin.
- 5 oz. Botanical Kinetics Hydrating Lotion from Aveda.
- 7 oz. Biofreeze in a tube, roll-on or spray.
- 8.2 oz. Coconut Lemongrass Lotion from Bella Luce, 14 oz. scrubs from Bella Luce, 2 oz. private label muscle melter, and various scented bars of soap from Napa Soap Co.
- All Murad products; however, the Murad Kits are the most popular.
- All of our Darphin serums.
- All Skinceutical products and Eminence Organic Skin Care.
- All solar products (sun block, after sun lotions, lip balms/ beach bags).
- Any products that are made locally are our best sellers.
- Archipelago.
- Archipelago, Clarins, SwimWear Anywhere (Michael Kors, Marc Jacobs & Juicy Couture Bathing Suits).
- Archipelago diffusers.
- Arcona skin care enzyme based product.
- Aveda Hand Relief - 5 oz.



ISPA SNAPSHOT SURVEY

- Aveda Hand Relief - it is used in every service and includes organic lavender. It leaves a beautiful finish on the skin and is not greasy or waxy.
- Aveda's Green Science Lifting and Firming Serum - organic cactus, help with all skin care in anti-aging, decreases future aging, i.e., wrinkles, fine lines, sagging.
- B.Kamins C-Resveratrol Serum.
- Balm recommended by massage therapists.
- Balmania lip balms.
- Bath soap used in guest room which is custom made by Body Bliss.
- All Becca Cosmetics products, Intraceuticals Blemish Repair, Priori CoffeeBerry Sunblock, and Aromapothecary Salt Glow.
- Biofreeze and Hempz lotion.
- Biofreeze gel - 4 fl oz.
- Biofreeze Roll-on Gel.
- Clothing from Green Dragon.
- Collagen skin care milk.
- Comfort Zone Hydramemory Mask.
- Comfy Co. sheets.
- Costume jewelry from a local source.
- Cucumber lotion from Ready Care which is used in the spa.
- Private label dessert fruit body lotion - 250 ml.
- De-Stress Muscle Gel from Aromatherapy Associates.
- 1.) Diet Coke (how sad); 2.) Toothpaste (for tooth decay caused by Diet Coke); 3) Ball caps with our hotel logo; and 4) Still-Point Inducers (from Barral Institute).
- Eminence Organic Skin Care and Jane Iredale.
- Eminence Sun Defense #2.
- Eminence Strawberry Rhubarb Dermafoliant and Wild Plum Eye Cream.
- Entire Arcona line.
- Environmental Shield Skin Care products.
- Epicuren After Bath products in 5 oz. size.
- Epicuren 4 oz. Brazilian Propolis Mist.
- Epicuren Lip Balm.
- Essential oil from local vendor.
- Facial Foaming Cleanser from ESPA.
- Flip Flops by Popits.
- Fub Balm and Neroli Water both from Kerstin Florian.
- Guest in-room shampoo and lotion.
- Hand Relief Lotion from Aveda.
- Heated shoulder wrap from Spa Moments.
- Himalayan salt crystal lamps and Yon-Ka products.
- Hydrating sun block.
- ILIKE Rose Cleansing Milk - pure, organic whole food Hungarian product.
- Illuminations Lip Therapy in assorted colors.
- Instant refreshing gel.





- It is difficult to identify one item as it changes from week to week. Most popular lines are Golden Door Skin Care and Lululemon Athletic wear.
- Jane Iredale PurePressed Powders.
- Jane Iredale makeup - especially foundation.
- Jane Iredale, Uspa products, and Medique Skincare.
- Ling skin care line and Pure Fiji line of products.
- L'oro di Ti Sana scrub.
- Luzern Force De Vie Creme Intense.
- ME! Bath ice cream.
- Medicalia Post-operative Cream - fragrance free product to be used after skin peels and any operations. Protects the skin and soothes the skin burn and redness. Must sell product for clients coming in for laser treatments, chemical peels, etc.
- Miraval Logo Duck.
- Moon Valley Organics Lip Butter.
- MOROCCANOIL treatment, shampoo, and conditioner, Eminence Lip Balm and Farmhouse Fresh Whoopie! Cream, BODYCOFFEE lip balms (all three flavors), Danica Aromatics I AM roll-on perfume.
- MOROCCANOIL 20 ml.
- MOROCCANOIL products have gone through the roof since taking the line on after last year's Conference.
- Murad Essential-C Toner.
- Murad Refreshing Cleanser.
- Murad Sun Undone Kit, Age Reform Kit and 30- and 60-day acne kits.
- Nannie's Tea Kit. We had offered this family recipe in our relaxation lounge for years. After many requests, we decided to market a tea kit, which not only has been our bestseller, but offers wonderful margins as well.
- Naseberry Body Lotion from Eminence Organic Skin Care
- Naturopathica Arnica Muscle Gel, due to high volume of massage treatments; it is the most recommended by therapists.
- Naturopatch tins.
- Ojai Yoga Wear, Zingers head massager, and Ojai Olive Oil.
- Omega 3 and Soybean Softening Body Baume from Sundari.
- OPI nail polish.
- Our Mayflower logo Moonflower body lotion (made for us by red flower) – 16 oz.
- Our signature Honey products are by far our best selling, specifically, our Honey Body Lotion.
- Peter Thomas Roth Unwrinkle Kit.
- Private Label 8 oz. iced pear lotion.
- Private Label 8 oz lotion.
- Private label lotion, bath gel shampoo and conditioner products.
- Private label Spa Grande honey mango bath collection.
- Private brand skin care.
- Pure Figi - Body Lotion travel size 3 oz., Sugar Rub 15.5 oz., box soap 3.5 oz.; Goldwell – Travel-size hair spray; shampoos; 60-sec. treatments.
- Pure Fiji Sugar Rub.
- Ready Care - our Signature line and SkinCeuticals - our skin care line.
- RX Clinical Blueberry and Coffee Bean Exfoliating Cleanser.
- Sanitas Skincare - PeptiDerm Eye Treatment, Archipelago candles, Pureology Hydrate System and jewelry.



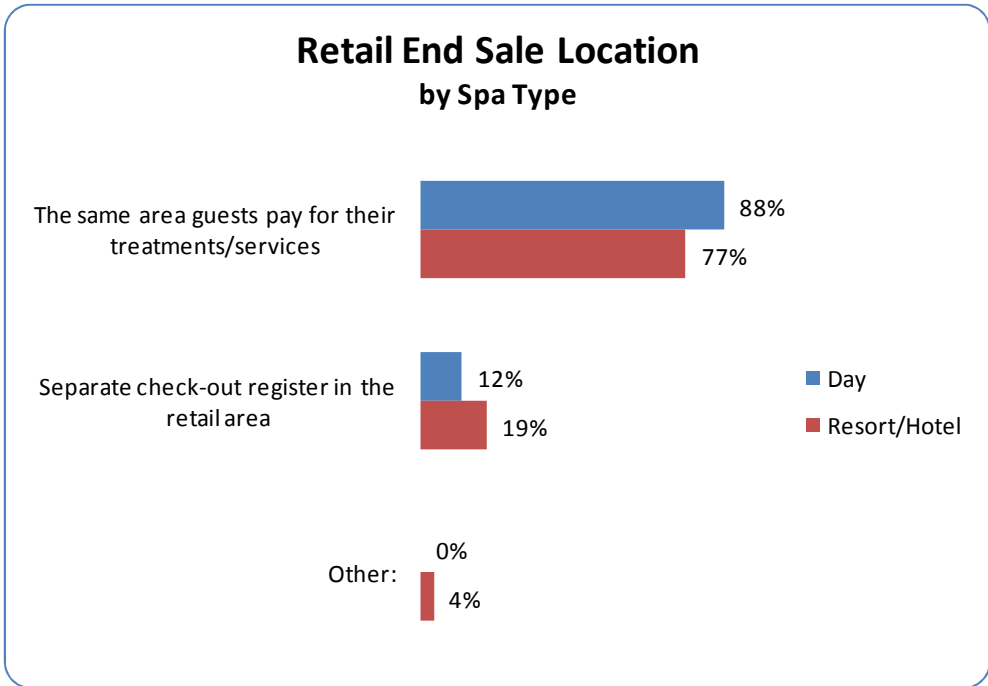
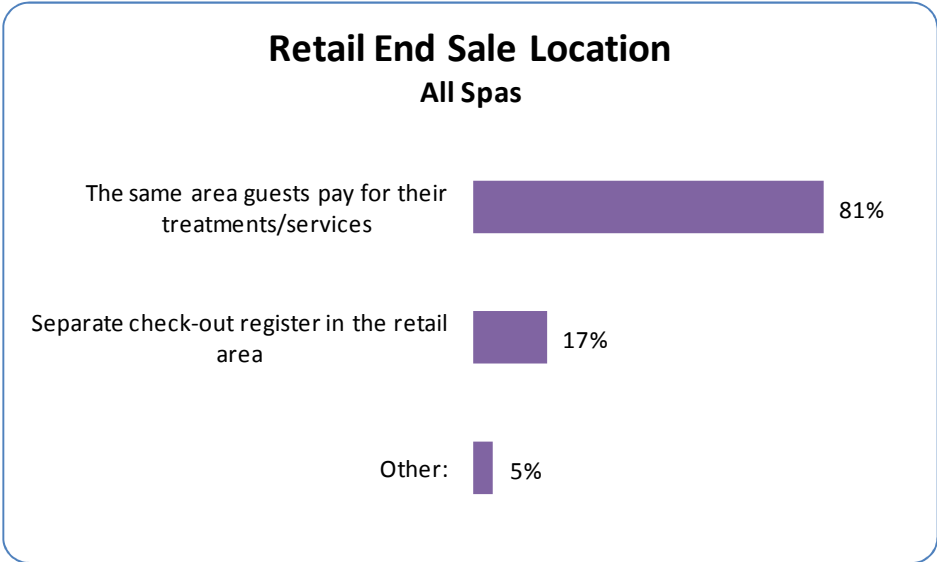
ISPA SNAPSHOT SURVEY

- SkinCeuticals Phloretin CF.
- SkinCeuticals Vitamin C line.
- Skin care is still our most popular seller including SkinCeuticals, Spa Technologies, B Kamins and Clarisonic machines.
- SkinCeuticals Clarifying Clay Masque.
- SkinCeuticals B5 Gel, Simply Clean, and Phloretin CF.
- SkinCeuticals Skin Firming Cream.
- SkinCeuticals Vitamin C serum.
- Sodashi Rejuvenating Face and Neck Moisturiser.
- Some of our most popular items are the simplest - epsom salts, essential oils, diffusers, and seed heat packs.
- Everything from Sonoma Lavender and Hat Attack for hats.
- Spa Body Butter, Body Lotion and Body Shower from Dewi Sri Spa Martha Tilaar.
- SpaRitual nail polish.
- Sun Protec lotions.
- Swiss line eye products.
- Thalgo.
- Thalgo cleansers.
- Trapp candles.
- USPA Rose Hydrosol Toner.
- Various face products- a daily facial exfoliator for all skin types, moisturizer for dry skin and three types of eternal youth serum for day, night and the eye.
- We have a couple: Biofreeze 4 oz., a milk and honey body butter 8 oz., and a mustard bath 4 oz.
- Wrinkle Reversing Serum form Skin Authority and Magic White Ice from Arcona.



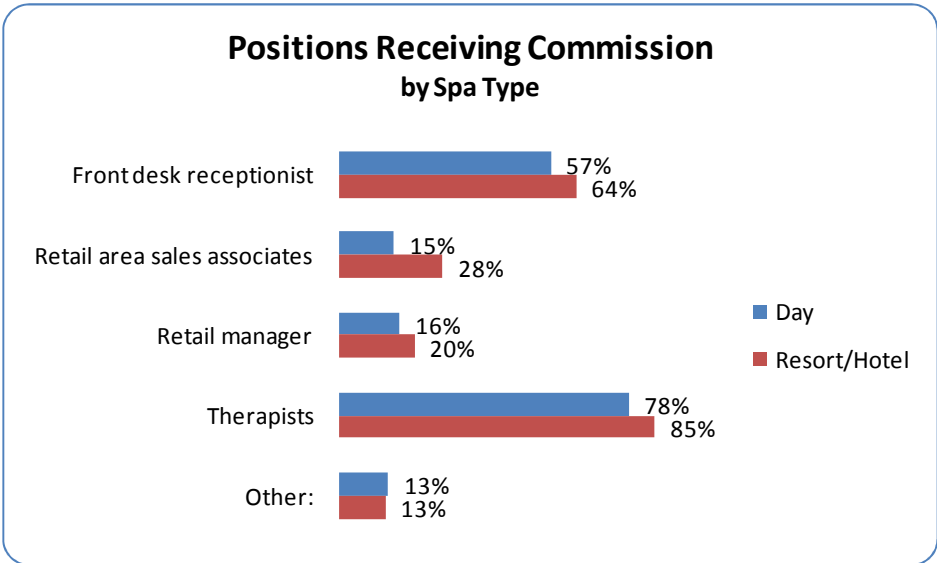
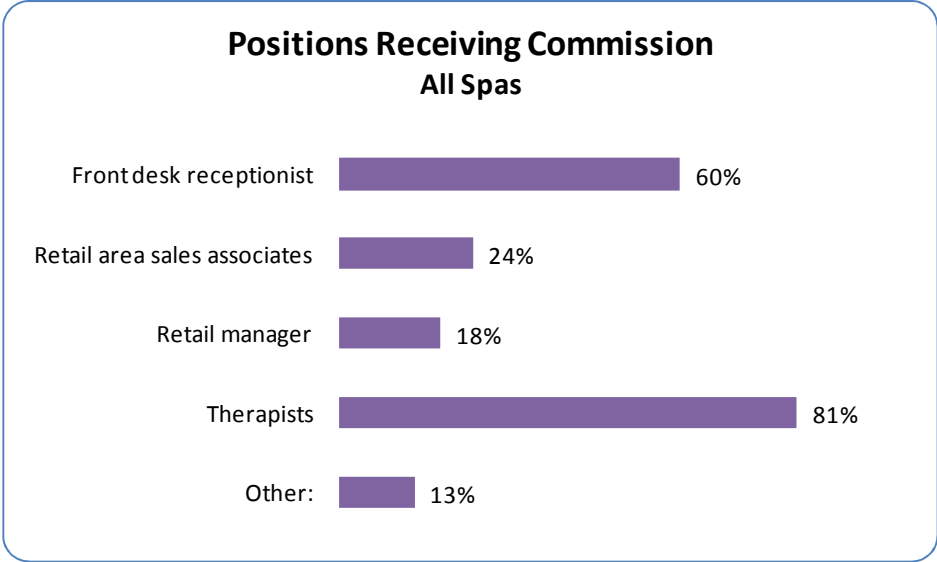


Where does your spa's end sale take place for retail products sold on-site?



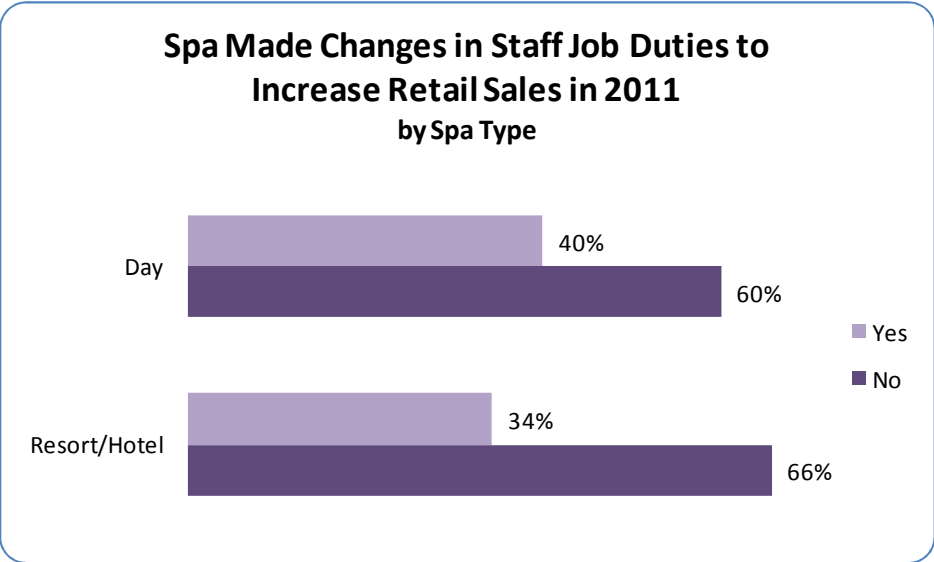
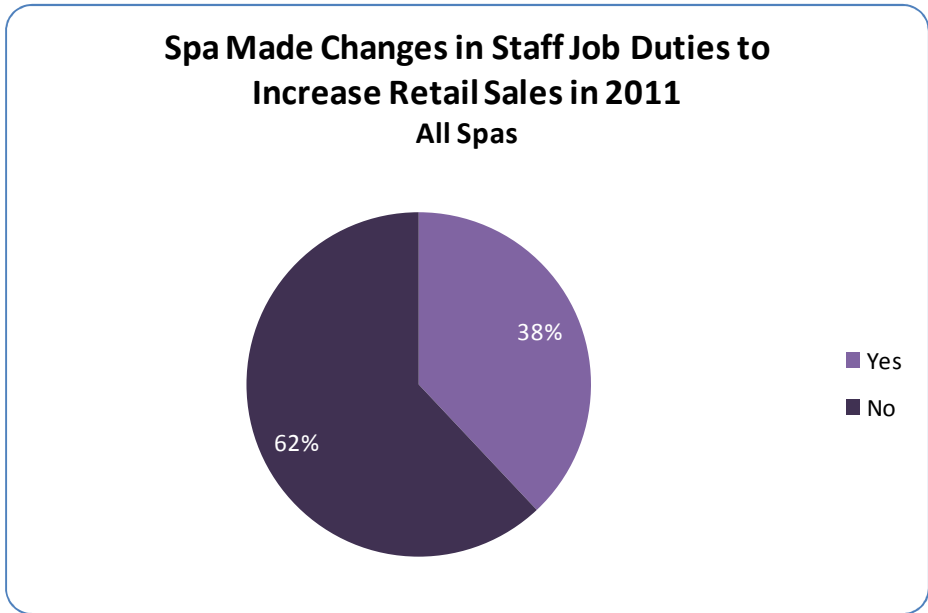


Which of the following positions, if any, receive a commission for retail sales at your spa?





Has your spa made any changes in staff job duties to increase retail sales in 2011?





Respondents who answered "yes" to the previous question were asked to identify any changes their spa made to staff job duties in 2011 to increase retail sales. Below is a sample of responses.

- Accountability on annual appraisal.
- Added a boutique supervisor.
- Added a home care recommendation specialist.
- Added commission and regularly checking displays.
- Added commission for retail sales for front desk and estheticians.
- Added fitness personnel and massage therapists to the list of those who receive retail commission.
- Added incentives if the therapists/estheticians sold more than 25 percent of their service sales.
- Added the position of retail supervisor, a part-time hourly position to oversee ordering, inventory and product display on the boutique floor.
- Applied commissions.
- Bonus paid on profit margin goals and on service revenue goals.
- Book service providers by previous retail performance.
- Changed commission structure and created multiple incentive programs.
- Commission of five percent of the sale.
- Created a bonus program for retail sales associated positions.
- Each technician is asked to spend time in the boutique daily.
- Everyone is educated about a skin care program.
- Focused on free applications and retail sales.
- Front desk sales associates are required to be familiar with Murad products.
- Gave them a cash incentive to reach retail goals.
- Higher commission rates and bonuses on commissions.
- Hired a retail manager with bonus structure.
- Hired sales representatives to attend local fairs and festivals.
- Incentive for spa coordinators at front desk.
- Incentives (free product and money).
- Incentives from vendors and lots of training.
- Lowered hourly rate and increased retail sales percentage they receive on all retail sales.
- Many sales incentives and rewards.
- Minimum expectations of sales.
- Modified percentage of monthly goals and incentives through products as well as commissions.
- Monthly benchmark and when it's achieved, the person qualifies for higher commission.
- Monthly bonus if goals are reached.
- More incentives where staff can earn points towards rewards of their choice when they sell certain dollar thresholds of retail products.
- More responsibility on the desk staff to close sales.
- Objective setting for daily job and percent bonus on products sold.
- Our seniority system now includes one point (equivalent to one year of employment) for every \$100 sold in retail per quarter. Seniority numbers change quarterly. This has tripled our retail sales generated by service provider.
- Prescribe home care products to clients in a "recipe pad" to be purchased at the retail area.
- Product recommendation is mandatory as it will affect their annual performance evaluation.
- Promotional contests with incentives.

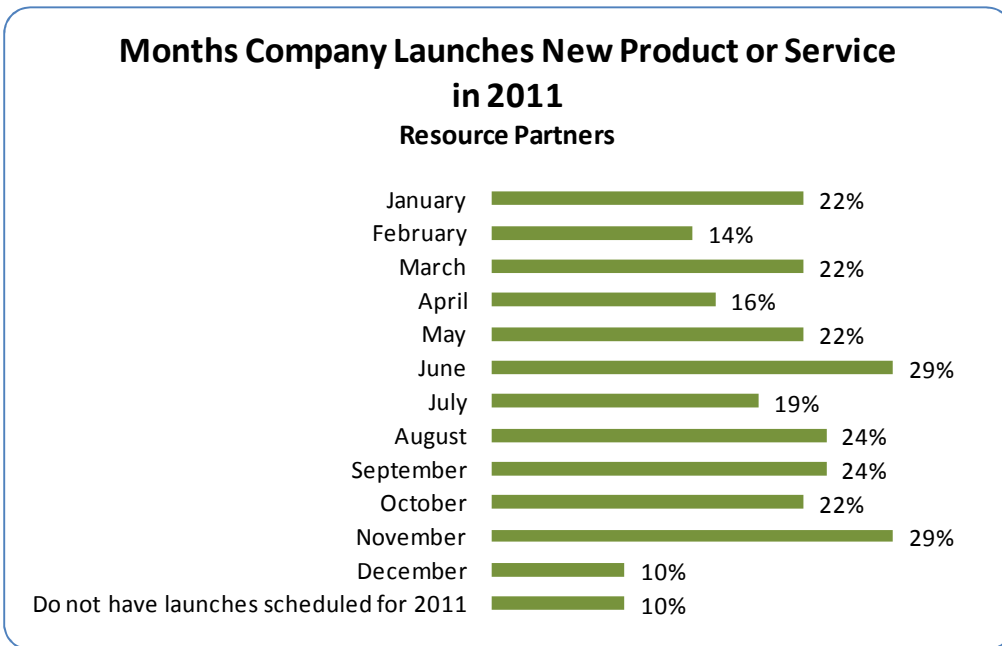


- Retail contests and incentives and an increase in retail commissions for performing at 30 percent retail to service goal.
- Service providers must make recommendations for home care, including retail, additional services, and other non-salable activities, such as stretching, staying hydrated, etc.
- Sliding commission scale based on sales/service ratio.
- Special commission for upgrades and specific products.
- Staff an aesthetician at the desk. An aesthetician works up to six hours a week changing out displays, running specials, etc.
- The service providers try to spend some time in the retail area to assist guests and answer questions to drive sales.
- Trained fitness instructors and other personnel of the hotel on retail products for cross-selling.
- We are about to launch a retail bonus for spa director, front desk and department leads based on exceeding monthly goals. It is five percent of retail sales divided up.
- We are having special contests for sales and using non-monetary incentives like retail items, gift cards, treatments, etc.
- We are in the midst of hiring spa consultants whose job it is to do skin analysis, recommend suitable treatments to clients and follow up on clients' progress (after sales follow-up). This is because in this part of the world (Asia) many therapists have limitations in communicating with clients to the level of analysis, advice and closing sales. Many therapists are mainly skills-based which means they are well-trained to do the treatments but have limitations in communicating.
- We did not offer retail before; therefore, the staff is attending trainings, reading materials and receiving on-going sales training via the Internet.
- We have changed the chief receptionist's duties to also cover retail products. Her current position is spa hostess and chief receptionist. We've hired new staff members to cover reception, so that the chief can spend more time in boosting sales for our regular customers and maximize the stock rotation. We have also lifted a head therapist from the therapist team, so that I can move my focus more from training and staff issues to increasing retail and revenue.
- We have increased ownership to the retail floor ensuring merchandising is a team effort to maintain the look and feel of the floor.
- We recently needed to restructure our management team and combined a retail manager position and the front desk supervisor to reduce payroll expenses.

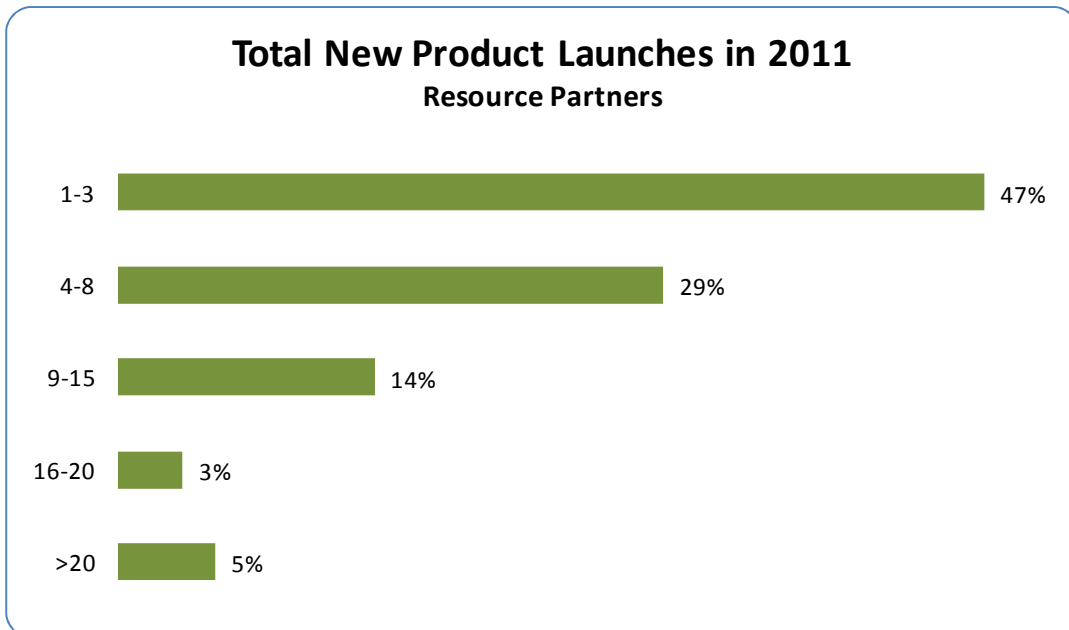


RESOURCE PARTNERS

Please identify which of the following months your company has launched or plans to launch a new product or service in 2011?

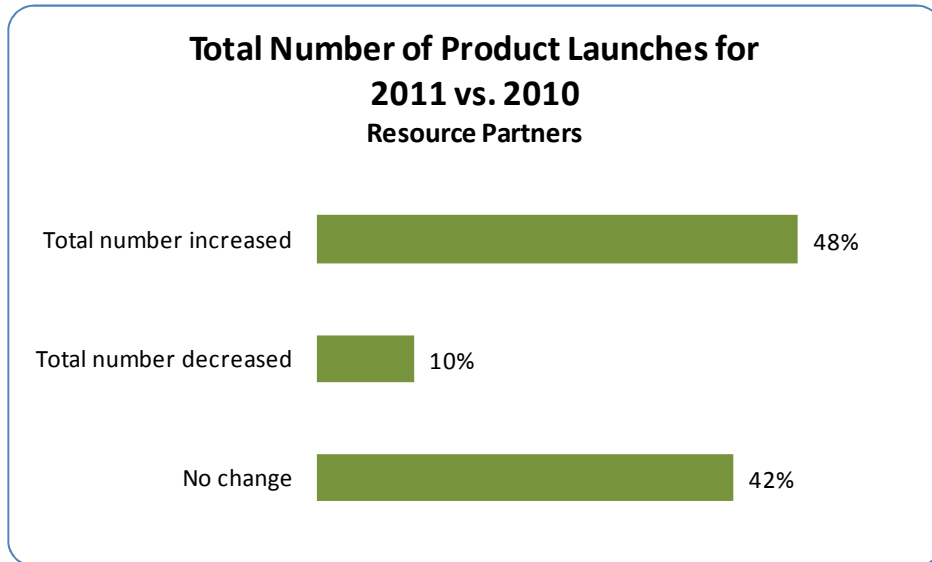


How many total new products does your company plan to introduce in 2011?

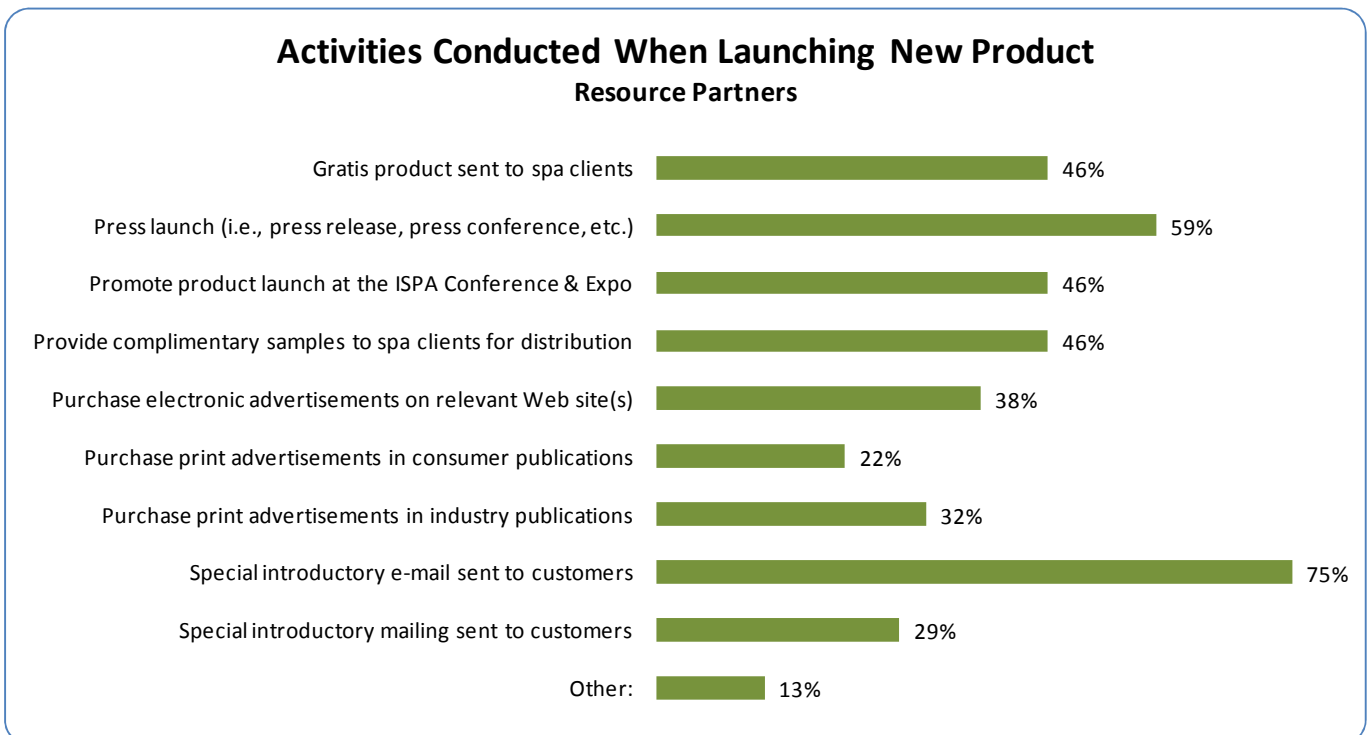




How does the total number of new product launches in 2011 compare to 2010?



Which of the following activities are conducted by your company when launching a new product or product line?





Respondents were asked to share any new resources or promotions offered to spa clients when launching a new product or service in 2011 to encourage them to purchase the product or service. Below is a sample of responses.

- Clear Tanning Solution.
- Free samples to key buyers. Take-homes for clients with purchase. Usage information and training materials for staff.
- Gifting the products in the hotel rooms.
- Gift with purchase.
- Incentives - purchase this amount, receive new product.
- Introduced new product launch via e-mail blast and Facebook.
- Introductory rate to new customers of the spa and resorts.
- My promotion is buy 12 acne kits, get three daytime anti-aging and three night creams.
- Our company provides exhibit solutions for new and existing exhibitors at ISPA and other industry events. In 2011, we are introducing new rental exhibit solution packages, new graphics processes, updates to our custom exhibit line, and exhibit service and management programs.
- Purchase at the show, receive a discount.
- We conduct live and interactive webinar training on new products. Also, gratis is given to each staff member in virtual attendance. And finally, the training is recorded, so for those who could not attend or for those who want to be able to review it, a link to the recorded session will be made available a few days after the demo.
- Spa Success Voyage.
- Usually samples and free products and discounts for staff, etc. We also gave gifts for new accounts.
- Value-added discounted prices.
- We are really honing in on e-mail marketing, which is showing a promising change for our small company. We have limited budgets and are unable to compete with the big corporations, except in authentic product quality. Seems online people get more intimate with our company and products. At the same time we have decided not to do trade shows since results were so bleak. A small company can get overshadowed by the bigger corporations. Anyway, ISPA is always the only trade show we would participate in since you really are our industry watch dog.
- We support our clients through the creation of new marketing materials, free samples, social media to launch our product and promote the client's property and events as well as print advertising.

Respondents were asked to identify their company's most popular product or service offered in 2011. Below is a sample of responses.

- 10 ml roll of Ambre Essence.
- 12 oz. Thai Silk Whipped Body Creme from Salt of the Earth.
- 2 oz. Shankara Microcrystal Exfoliation Treatment.
- 3 oz. Spicy Pumpkin Balm, 1 oz. Golden Nourishment Moisture "Raw Skin Care" 2 oz., Post Perfection Healing Balm.
- Age Reversal Serum by NONTOXIQUE has been our most popular product so far. It is specific to the hands (and tops of feet) and is excellent for hydration, collagen and elastin support. It helps naturally even skin tone and also provides natural UV protection. It was recently approved by Hollywood favorite Kim Kardashian for best product for brides.
- Alessa Moroccan Tunic with soil release and arc dry technology. Add to the fabric for a fresh, dry and attractive garment throughout a shift.



- Bare Minerals skin care / Bare Escentuals
- Bath Bombs for an aromatherapy/moisturizing up-sell on pedicures that then translates into retail sales.
- Body Balm.
- Bubalina Lip Rejuvenation Treatment in Chocolat'.
- Clearly Bronz Spray Tan.
- Dermapod microdermabrasion unit.
- De-Stress Muscle Gel - 5.1 fl oz.
- Infrared Light Therapy handheld unit and Peptide Products to work with Light Therapy
- Intensive Hydrating Serum with Nulastin (Tropoelastin).
- JET 365 roll-on fragrances – 8 ml travel size fragrances with five fun, easy to wear fragrances.
- Kahina Giving Beauty Toning Mist - 50 ml.
- Launching of a new hypoallergenic depilatory wax "Pearl" Rosin and its complimentary cleanser and pre-dep-oil containing plant extract healing properties from Cirepil & Perron Rigot. Pearl is available in 800g bag refill beads.
- Lip Shield Lip Balm in clear.
- New luxury eco-friendly fabrications developed in apparel!
- New magenta/pink coloration of our popular personal care products.
- OSEA Lava Shell Facial.
- Our unique signature therapies for men which up until now were not found on spa menus.
- Red flower nature anti-aging facial. Products utilized in treatment: active organic milk forest purifier, bioactive berry white peat exfoliant, lymphatic phytopower sea cleanser and masque, ionizing vita toning flower mist, essential omega fresh berry-oil serum, arctic berry cloud milk cream. Add-on option: acupressure facelift massage - acupressure facial massage techniques uplift and firm facial muscles while releasing fine lines and tension.
- ResortSuite MOBILE - guest-facing mobile app to manage guest and group itinerary and product/service offerings.
- Sea kreature, baby bundles, Kashwere green throws, lightweight robes, gift packaging, product packaging.
- Soothing Herbal Shaving Emulsion - Organic Male OM4.
- Spa wraps used as a head, hair and scalp protectant during spa treatments as well as retail packaging for shelves.
- Structural treatment.
- Suite Spa Carts.
- Two of our most exciting new products for exhibitors are our 10x10 inline Sacagawea product, which we now have in rental, and our always growing green exhibit solutions. It allows new and existing exhibitors a new look and feel without looking like a rental customer, while making their exhibit program sustainable. Also new is our vast line of LED lighting products being released now and through the summer.
- Vanishing soap and the amazing scrub.
- Watersall and Splash Cool Spray Atomizers- JUST WATER- in 1 oz., 5 oz. and 14 oz. cans - purified, sterilized pharmaceutical grade water propelled by nitrogen.