

ESTTA Tracking number: **ESTTA400677**

Filing date: **03/30/2011**

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Notice of Opposition

Notice is hereby given that the following party opposes registration of the indicated application.

Opposer Information

Name	Mirra-M
Granted to Date of previous extension	03/30/2011
Address	Perevedenovskiy per., 6 str.2 Moscow, 105082 RUSSIAN FEDERATION
Attorney information	Keith Barritt Fish & Richardson P.C. P.O. Box 1022 Minneapolis, MN 55440-1022 UNITED STATES tmdoctc@fr.com, barritt@fr.com, erickson@fr.com Phone:202-783-5070

Applicant Information

Application No	77881731	Publication date	11/30/2010
Opposition Filing Date	03/30/2011	Opposition Period Ends	03/30/2011
Applicant	The Kroger Co. of Michigan 40399 Grand River Avenue Novi, MI 48375 UNITED STATES		

Goods/Services Affected by Opposition

Class 003. All goods and services in the class are opposed, namely: Pumice Stones for personal use; gel eye masks
Class 008. All goods and services in the class are opposed, namely: Manicure implements, namely, tools with and without blades in the nature of nail files, nail clippers, cuticle pushers, tweezers, nail and cuticle scissors
Class 020. All goods and services in the class are opposed, namely: Bath pillows
Class 021. All goods and services in the class are opposed, namely: Bath products, namely, body sponges, nylon mesh body cleansing puffs, terry cloth sponges, foam sponges, sponges for face and body, brushes, facial buffing pads, gloves to cleanse and exfoliate the skin with and without scrubbing pads, scrubbing brushes, body brush with scrubbing pad for hands and feet, bristle brushes; body brushes for use in the bath; foot exfoliating brushes with pumice, foot and nail scrubber, namely, an abrasive sponge for scrubbing the skin, soap containers, namely, pouches, back scratcher; nail brushes

Class 024.
All goods and services in the class are opposed, namely: Towels

Class 025.
All goods and services in the class are opposed, namely: Aloe socks, namely, terry cloth socks to be used in conjunction with aloe lotion; moisture booties, namely, terry cloth socks to be used in conjunction with lotion; moisture gloves, namely, terry cloth gloves to be used in conjunction with lotion; sleep mask, shower caps

Grounds for Opposition

Priority and likelihood of confusion	Trademark Act section 2(d)
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Mark Cited by Opposer as Basis for Opposition

U.S. Application/ Registration No.	NONE	Application Date	NONE
Registration Date	NONE		
Word Mark	MIRRA		
Goods/Services	cosmetics, dental products, hair care products, personal care products, perfume, and related products		

Attachments	Notice-Of-Opposition.pdf (6 pages)(141903 bytes) Exhibits-1-8.pdf (95 pages)(22743595 bytes)
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Certificate of Service

The undersigned hereby certifies that a copy of this paper has been served upon all parties, at their address record by First Class Mail on this date.

Signature	/Keith Barritt/
Name	Keith Barritt
Date	03/30/2011

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

In the matter of application Serial No. 77/881,731
For the mark MIRRA RETREATMENTS
Published in the Official Gazette on November 30, 2010

Mirra-M

Opposer

v.

The Kroger Co. of Michigan

Applicant

OPPOSITION NO. _____

NOTICE OF OPPOSITION

Mirra-M (“Opposer”), a Russian joint stock company with a business address of Perevedenovskiy per., 6 str. 2, Moscow, 105082, Russian Federation, believes that it will be damaged by registration of the mark shown in the above-identified application, and hereby opposes such application. The grounds for opposition are as follows:

1. Opposer was formed in 1996 and has become well known internationally as the manufacturer of high quality cosmetics, dental, hair care, personal care, perfume, and related products for personal and professional use (see Exhibit 1).
2. Opposer's products are high quality, manufactured in compliance with the requirements of the international management quality standards of ISO 9001:2000 (see page one of Exhibit 2).
3. Opposer has received numerous awards, accolades, and press coverage for its products (see Exhibit 2).
4. Opposer's MIRRA trademark has become well-known in the industry in numerous countries (see Exhibit 2).
5. Opposer owns an international trademark registration for MIRRA in International Classes 3, 5, and 44 (see Exhibit 3).
6. Opposer's MIRRA trademark is inherently distinctive.
7. Opposer's goods bearing the MIRRA trademark were first introduced in the United States as early as 2003 and have been sold in U.S. commerce since that time (see Exhibit 4).

8. Opposer's goods bearing the MIRRA trademark have been shipped to various states across the United States (see Exhibit 4).

9. Opposer's goods bearing the MIRRA trademark are promoted for sale in U.S. commerce via an Internet website, where a catalog of products is also available (see Exhibit 5).

10. Opposer attended the Natural Products Expo West in Anaheim, California in 2004 and 2005, at which it displayed products bearing the MIRRA trademark (see Exhibit 6).

11. Opposer attended the CosmoProf trade show in Las Vegas in 2008 (see Exhibit 7).

12. Opposer's products have received favorable press coverage in the United States (see Exhibit 8).

13. Opposer has common law rights in MIRRA for various cosmetic and related products based on its use of the mark in U.S. commerce and the continued association by the relevant public in the United States of the mark with Opposer since at least as early as 2003.

14. On November 29, 2009 , Applicant filed an application based on an intent to use the mark MIRRA RETREATMENTS on a wide range of personal care and related products in Classes 3, 8, 20, 21, 24, and 25 (Ser. No. 77/881,731).

15. Upon information and belief, Applicant's earliest possible priority date in the MIRRA RETREATMENTS mark is November 29, 2009.

16. Applicant's application for MIRRA RETREATMENTS disclaims the descriptive word RETREATMENTS.

17. The dominant feature of Applicant's MIRRA RETREATMENTS mark is MIRRA.

18. The MIRRA portion of Applicant's MIRRA RETREATMENTS mark is identical to the MIRRA mark previously used in U.S. commerce by Opposer.

19. The goods identified in Applicant's MIRRA RETREATMENTS application are similar and closely related to the goods sold in U.S. commerce by Opposer under the MIRRA trademark.

20. Opposer has priority over Applicant with respect to the MIRRA trademark by virtue of its prior sales in U.S. commerce and the continued association by the relevant public in the United States of the mark with Opposer.

21. Applicant's mark depicted in the MIRRA RETREATMENTS application so resembles Opposer's previously adopted MIRRA trademark in sight, sound, meaning, and overall commercial impression as to be likely, when used on or in connection with the Applicant's goods, to cause confusion, or to cause mistake, or to deceive under Section 2(d) of the Lanham Act.

WHEREFORE, Opposer prays that this opposition be sustained and that Applicant be denied registration of the mark depicted in the MIRRA RETREATMENTS application.

Respectfully submitted,

MIRRA-M



Keith A. Barritt, Esq.
Fish & Richardson, P.C.
P.O. Box 1022
Minneapolis, MN 55440-1022
phone: (202) 783-5070
fax: (202) 783-2331
Attorneys for Opposer

March 30, 2011

40716863.doc

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

In the matter of application Serial No. 77/881,731
For the mark MIRRA RETREATMENTS
Published in the Official Gazette on November 30, 2010

Mirra-M

Opposer

v.

The Kroger Co. of Michigan


Applicant

OPPOSITION NO. _____

CERTIFICATE OF SERVICE

It is hereby certified that on March 30, 2011, a true copy of the foregoing
NOTICE OF OPPOSITION was sent via first class U.S. mail addressed to the following
counsel of record for Applicant:

Richard L. Kirkpatrick
Pillsbury Winthrop Shaw Pittman LLP
P.O. Box 7880
San Francisco, CA 94120-7880



Signature

40716863.doc

EXHIBIT 1

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S[compras](#)[ordenadores](#)

Mirra

On the company

MIRRA - this is Russian company, well known on the cosmetic market for straight sales since 1996. Company produces innovation cosmetic for the domestic and professional withdrawal, [kosmetsevtiki] and effective health-improvement means of different designation.

Special features and the advantage of company - high scientific capacity, [innovatsionnost] and the use of Russian military industrial developments with the production of cosmetic means. Innovation the technologies used made it possible to complete present revolution in [kosmetologii]. With the creation of cosmetic MIRRA for the first time in Russia it began to use hyperfine emulsions and [liposomalnye] gels. Minimal sizes, special composition and previously programmed properties of the particles of the cosmetic products ensure deep penetration and address delivery of bioactive substances into the cells of the skin. Today production MIRRA corresponds to all requirements of contemporary [nanokosmetiki].

The use of natural raw material and balanced formulas makes it possible to obtain the products (cosmetic, balsam-healers, [biodobavki] to the food), whose effectiveness is confirmed both with the special tests in many clinical and scientific centers and by the many-year experience of their application.

The achievements of company are noted by numerous diplomas, signs, rewards and medals. The work of company on the guarantee of quality of output corresponds to international requirements and is confirmed by the certificate of the correspondence of the international system for control by quality ISO 9001:2008.

Contact information:

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Fax:

(495) 784-75-30

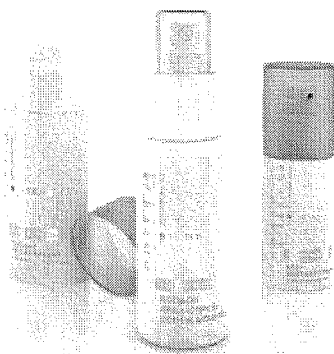
E-mail:

info@mirra.ru

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[compras](#)[medios de comunicación](#)
[ordenadores](#)A
D
S

Mirra

Production MIRRA



Residency card of production MIRRA - irreproachable quality, high efficiency and complete safety during the application. The cosmetic and health-improvement means of company are created with the application of the newest scientific achievements, technological developments are protected by patents.

Formulas MIRRA are based on the natural vegetable and essential oils, the extracts and the juices of plants, the products of sea and bee-keeping, and also the natural minerals also of the products, obtained biotechnologically. All these components undergo thorough selection and constant control. A whole series of the utilized ingredients adapts only in the production MIRRA.

Clear quality control and thoroughly adjusted relationships of components guarantee the declared effect.

Cosmetic lines

GOLD LINE

ELEGANCE by OF PIERRE CARDIN

MIRRA DAILY

MIRRA BODY

MIRRA INTENSIVE

MIRRA FORMING

MIRRA HAIR

MIRRA DENT

MIRRA BABY

MIRRA PROPHYLACTIC

MIRRA INTIM

MIRRA PROTECT

MIRRA COLOUR

MIRRA PARFUM

EXHIBIT 2

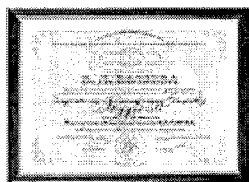
Mirra

Rewards and the achievement

Quality and effectiveness of cosmetic MIRRA are confirmed by the numerous rewards: by diplomas, by signs, by rewards, by platinum, gold and silver medals in Russia and abroad. Our company - only among the cosmetic companies, honored academic rewards for development and introduction of contemporary high technologies and products into the industrial production. Company is carried into the list of producers and suppliers of the natural and safe production, which corresponds to ecological requirements. The work of company on the guarantee of quality of output corresponds to international requirements and is confirmed by the certificate of the correspondence of the international system for control by quality ISO 9001:2008.



Certificate of the correspondence of the international system for control by quality ISO the 9001:2008



Diploma of the Russian academy of the medical-technical sciences [im]. OF [V].[D]. Belyayev

for introduction into the industrial production of the science-intensive technologies of the controlled biosynthesis and obtaining of the entire spectrum of new therapeutic and prophylactic balsams and food products, and also cosmetic preparations of the new generation

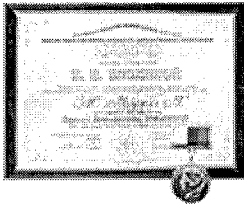


Diploma of the Russian academy of the medical-technical sciences [im]. OF [P].[M]. Of [chumakova]

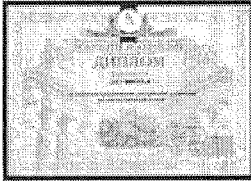
for the works in the region of immunobiotechnology - for the development of the immunostimulating cosmetic means and food additives

Diploma of the Russian academy of the medical-technical sciences [im]. OF [I].[N]. Of the [blokhinoy]

for the works in the region of medical biotechnology with the presentation of the sign of the laureate



Diploma " buy Russian"
III All-Russian interbranch exhibition- fair



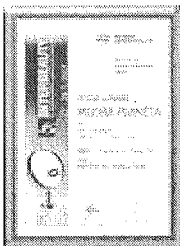
Honorable diploma GOLD [INKHEBA] on the international exhibition Of interbeauty
(Bratislava, Slovakia) for the cream for the feet



Honorable diploma of the international exhibition Of interbeauty
(Bratislava, Slovakia) for the balsam repairing

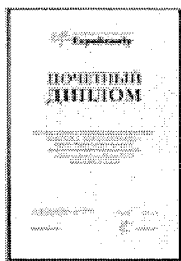


Honorable diploma of the international exhibition Of interbeauty
(Bratislava, Slovakia) for a series the drainage complexes

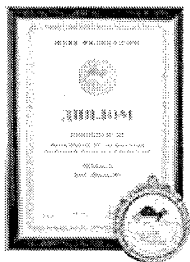


Honorable diploma of the international exhibition Of interbeauty
(Bratislava, Slovakia) for the gold balsam

Honorable diploma of the international exhibition Of expoBeauty

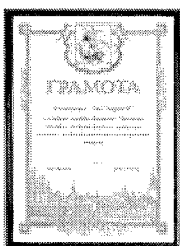


Medal of international exhibition "ecologically net output"
(Moscow)



Certificate of the government of Moscow

For the active participation in the program "Moscow quality", introduction of advanced technologies, saturation of Moscow market by high-quality goods.



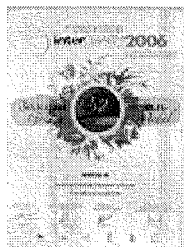
Gold diploma of the Moscow Chamber of Commerce and Industry

Department of science and industrial policy of the government of Moscow for the most effective application of the new technologies for increasing in competitive ability and quality of the production



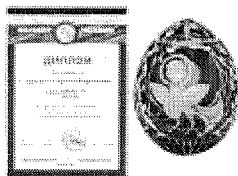
The gold medal of the international exhibition of perfumery and cosmetic Of interCHARM

For high quality of production and respect for the Russian user

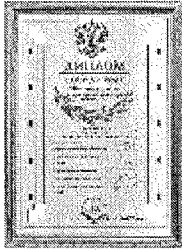


Special prize revival on the exhibition buy the Russian

For production and advance of the high-quality and competitive product



Diploma of the conqueror of national competition to the best



perfume and cosmetic production of year (line ELEGANCE by OF PIERRE CARDIN)



Diploma of national competition to the best perfume and cosmetic production of year for the large contribution to the carrying out of the competitive and high-quality production

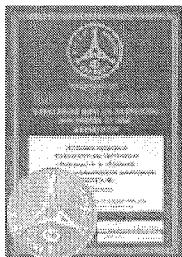


Diploma of national competition to the best perfume and cosmetic production of year (perfumery, perfumes veil)



Gold quality mark of the 21st Century

(Balsam heating, [Dentonik], myrrh -[Diovit], [Kutelitsa], lotion for the dry skin, the composition for the bust and century, film for the nails, Cream- lotion for the body)

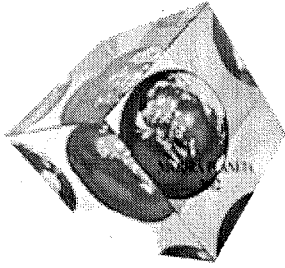


Platinum quality mark of the 21st Century

(Miranda -4, myrrh -[Diovit], lotion for the dry skin, the composition for the bust and century, film for the nails)

Main prize is BLUE PLANET on the international exhibition Of interbeauty

(Bratislava, Slovakia - 2000, 2002, 2007 yr.)



Aroma of year - 2008

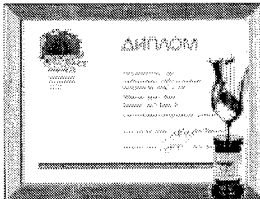


The acknowledged masterpiece of world perfume skill in the nomination "DUETT - the best paired aromas" became the novelties of company MIRRA - man and female aromas "myrrh".



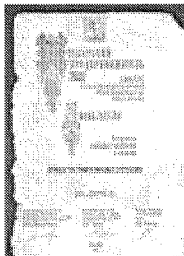
LUXURY Of brand Of awards 2009

Luxury the brand of the innovation cosmetic



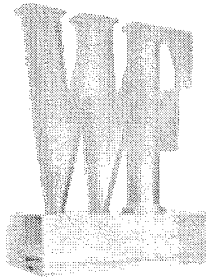
Aroma of year - 2009

Reward is the aroma of year - 2009 "for the revival of perfume traditions"



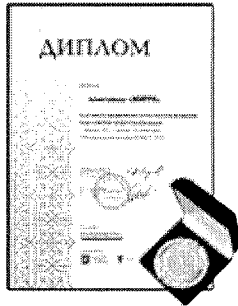
Diploma is Moscow owner 2009

Finalist of competition in the nomination "the production of consumer goods"



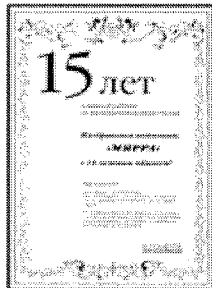
the reward Of world Of fashion Of awards 2010

in the nomination "FASHION- COSMETIC" for the line ELEGANCE BY PIERRE CARDIN.



Diploma and the medal of the X All-Russian exhibition Of kosmetik Of international

"For the active advance of domestic production on the Russian [kosmetologicheskoy] market"



Diploma Of kosmetik Of international

"In 15 years of successful work on the cosmetic market of Russia"

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MIRRA

They write about us



Beauty Of day, №4 2010, on September 1, 2010

Success story of Svetlana [Rozhkovoy]



Kosmetik Of international, №1 2010, on February 10, 2010

Publication about the novelty MIRRA Of professional



Kosmetik Of international, №1 2010, on February 10, 2010

Publication about a series [Glikolim], MIRRA Of professional



Kosmetik Of international, №3 2010, on June 7, 2010

Means MIRRA for anti-age of the programs



Kosmetik Of international, №4 2010, on September 9, 2010

Publication about the means MIRRA with the red and black roe



Kosmetik Of international, №6 2010, on December 13, 2010

Publications about the last novelties MIRRA



LUXURY Of brand Of awards 2009, on December 30, 2009

Publications about the ceremony of rewarding in the periodicals

Aroma of year of 2008. MYRRH Of femme. MYRRH Of homme., on April 1, 2009

Aromas THE MYRRH Of femme&Homme - conquerors in the nomination POPULAR DUET.



Aroma of year of 2008. Shadow Of femme. Shadow Of homme., on April 1, 2009



MIRRA - [nominant] of competition the aroma of the year of 2008 g. in the category Of popular Of product.



Herald [RPKA]. Event of year, on February 5, 2010

Reporting about XIV of international practical-scientific conference.

12

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E-mail:

info@mirra.ru

EXHIBIT 3



(151) 18.06.2009

1010588

(180) 18.06.2019

(171) 10

(732) Joint stok company "MIRRA-M"

6, str.2, per.Perevedenovskiy
RU-105082 MOSCOW (RU)

(812) RU

(540)

mirra

(531) 27.05

(511)

03 *Perfumes, potpourris; aromatic water; eau de toilette; foundations for floral perfumes; fragrance preparations; beauty preparations for skin care; beauty preparations for eyelashes; cosmetic kits; suntan beauty preparations; beauty preparations for eyebrows; wipes impregnated with beauty preparations; lipsticks for cosmetic purposes; lotions for cosmetic purposes; hair lotions; essential oils; dental powders and toothpastes.*

Parfums, pots-pourris; eau aromatisée; eau de toilette; bases pour parfums de fleurs; préparations parfumées; produits de beauté pour le soin de la peau; produits de beauté pour les cils; nécessaires de cosmétique; produits de beauté pour le bronzage; produits de beauté pour les sourcils; lingettes imprégnées de produits de beauté; rouge à lèvres à usage cosmétique; lotions à usage cosmétique; lotions capillaires; huiles essentielles; poudres pour les dents et pâtes dentifrices.

Perfumes, popurrís aromáticos; aguas aromáticas; aguas de tocador; bases para perfumes florales; preparaciones aromáticas; productos de belleza para el cuidado de la piel; productos de belleza para pestañas; neceseres de cosmética; preparaciones cosméticas de bronceado; productos de belleza para cejas; toallitas impregnadas con productos de belleza; lápices labiales para uso cosmético; lociones cosméticas; lociones capilares; aceites esenciales; polvos y pastas dentales.

05 *Pharmaceutical, veterinary and hygienic preparations, dietetic substances for medical purposes, infant food, disinfectants, killers for harmful insects and animals, fungicides and herbicides.*

Préparations pharmaceutiques, vétérinaires et d'hygiène, substances diététiques à usage médical, aliments pour bébés, désinfectants, préparations pour la destruction des animaux et insectes nuisibles, fongicides et herbicides.

Productos farmacéuticos, veterinarios e higiénicos, sustancias dietéticas para uso médico, alimentos para niños, desinfectantes, productos para eliminar insectos y animales dañinos, fungicidas y herbicidas.

44 *Massage, beauty salons.*

Salons de beauté, massage.
Servicios de masajes, salones de belleza.

(822) RU, 03.10.2003, 256570

(831) KZ, TJ

(832) EE, FI, GB, GE, GR, JP, KR, LT, TM, UZ

(834) AL, AM, AT, AZ, BA, BG, CH, CN, CU, CY, CZ, ES, FR, HR, HU, IR, IT,
KG, KP, LV, MD, MK, MN, PL, PT, RO, RS, SI, SK, UA, VN

(527) GB

EXHIBIT 4

WHOLE FOODS

M A R K E T

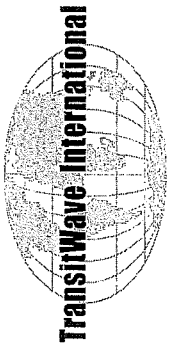
15315 Magnolia Blvd. # 320
Sherman Oaks, CA 91403
(818)-501-8484

10/30/03

To Whom It May Concern:

As the largest Natural Food and product retail chain in the United States, we have many unique products. In our Southern California Region we now carry a Facial Care line imported from Russia called Mirra. We would very much like the individuals from this company to visit our stores so that we may discuss the line with them and they may see where their products are placed.

**Thank you,
Maren Giuliano
Regional Buyer
Whole Foods Market**



phone: 866-816-8679
 fax: 805-966-7638
 e-mail: info@twaveint.com

MIRRA

Prices valid for 2003

No	Products	Volume	QTY	Description	Wholesale	SRP	Cost
1	1003	Cleansing lotion	4.2 fl oz	herbal cleanser / for all skin types	\$13.50	\$23.00	\$0.00
2	2001	Tonic lotion	4.2 fl oz	clarifying toner/ for all skin types	\$13.50	\$23.00	\$67.50
3	3001	Madonna	1 fl oz	moisturizing day cream for dry and normal skin	\$15.00	\$25.00	\$90.00
4	4012	Night cream	1.7 fl oz	night cream/ for all skin types	\$18.00	\$30.00	\$108.00
5	3002	Hydro-Emulsion Polysaccharide	1 fl oz	multipurpose moisturizing cream/ for sensitive skin	\$16.50	\$28.00	\$99.00
6	3004	Hydro-Emulsion	1 fl oz	moisturizing cream / for dry and normal skin	\$15.00	\$25.00	\$0.00
7	4001	Mirra-Lux Cream	1 fl oz	nourishing cream for combination oily	\$15.00	\$25.00	\$90.00
8	4011	Mirra-de Lux Cream	1 fl oz	nourishing cream for sensitive skin/ with sea weed	\$16.00	\$27.00	\$0.00
9	4006	Satgassum	1 fl oz	nourishing cream with sea weed extract for dry skin	\$16.00	\$27.00	\$96.00
10	5009	Bifiron balm	2.5 fl oz	intensive skin softner /for sensitive skin	\$15.50	\$26.00	\$0.00
11	4003	Eye cream	1 fl oz	Eye cream	\$26.00	\$43.00	\$0.00
12	5016	Eye micro-emulsion	.1 fl oz	Intensive under eye micro-emulsion/homogenized caviar	\$15.00	\$25.00	\$75.00
13	3003	Image	1 fl oz	anti-aging moisturizer with hyurlonic acid	\$22.00	\$37.00	\$110.00
14	4007	Mummio	1 fl oz	anti-aging cream with mummio	\$22.00	\$37.00	\$66.00
15	5001	Betakrin	1 fl oz	anti-aging cream with light whitening effect	\$22.00	\$37.00	\$132.00
16	5010	Uma Balm	1 fl oz	rejuvenating cream with 10% homogenized caviar	\$28.00	\$47.00	\$0.00
17	4004	Hand cream	2.5 fl oz	rejuvenating cream with mummio	\$13.00	\$22.00	\$0.00
18	4005	Foot cream	2.5 fl oz	foot cream with sea weed extract	\$14.50	\$24.00	\$0.00
19	5003	Reventon	1.7 fl oz	anti-verbicose vein cream	\$27.00	\$45.00	\$0.00
20	5008	Anti-cellulite balm	1.7 fl oz	anti-cellulite treatment	\$24.00	\$40.00	\$120.00
21	4002	Bust balm	1.7 fl oz	bust skin care cream	\$30.00	\$50.00	\$0.00
22	5025	Decollete micro-emulsion	.17 fl oz	intensive treatment for neck, chest and breast/homogenized caviar	\$18.00	\$30.00	\$0.00
23	5006	Mirralgin	1.7 fl oz	restoring balm for muscle strain	\$15.00	\$25.00	\$0.00
24	5012	Repairing-Gel	1 fl oz	anti-acne	\$12.00	\$20.00	\$60.00
25	5019	Helios-22	3.4 fl oz	SPF-22 sunscreen	\$11.25	\$19.00	\$0.00

QTY total	64
Subtotal	\$1,113.50
Shipping	
Total	

Store name: Elephant pharmacy-San Rafael Date: 10-25-05

Buyer: Al Briscoe Signature: _____

City, State, Zip: _____ Daytime phone#: _____

MIRRA-M Ltd.
105082, Moscow, Perevedenovskiy per. Dom 2
tel.fax (095) 784-75-37

"17" июля 2003г.

(July 17, 2003)

Corporation "TransitWave International"
25 Greystone Manor, Lewes.DE. 19958-9776,
County of Sussex, USA.

Счет № 1 от 17.07.2003 (Invoice No.1 of 17.07.2003.)

Контракт № Exp/5313/03 от 15.07.2003 (Contract No.Exp/5313/03 of 15.07.2003)

Дополнение № 1 от 17.07.2003. (Addendum No.1 of 17.07.2003.)

Банковские реквизиты Продавца (Bank of the Sellers):

АК Сберегательный Банк РФ, Стромьинское отделение 5281 (Savings Bank of the Russian Federation, Stromynskoe branch 5281)

117997 Москва, ул.Вавилова, 19 (117997 Moscow, Vavilova Str., 19)

Транзитный валютный счет в долларах США № 40702840538290203143, SWIFT: SABRRUMM011

(Transit Account in US Dollars: 40702840538290203143)

N/N	Наименование продукции (Items)	Код по ТНВЭД (Customs code)	Кол-во штук (Number of pcs)	Цена в \$ за 1 шт. (Price in USD for 1 pcs ex-works)	Сумма в \$ (Amount in USD)
1	ЛОСЬОН очищающий, 125 мл (Cleansing lotion, 125 ml)	3304990000	90	2,67	240.30
2	ЛОСЬОН тонирующий, 125 мл (Tonic lotion, 125 ml)		90	2,67	240.30
3	Крем "МАДОННА", 30 мл (<i>"Madonna"</i> cream, 30 ml)		90	1,78	160.20
4	ГИДРООЛЬ полисахаридный, 30 мл (Hydrooile polysaccharide cream, 30 ml)		40	2,97	118.80
5	Крем "ИМИДЖ", 30 мл (<i>"Image"</i> cream, 30 ml)		90	2,37	213.30
6	ГИДРООЛЬ масляный, 30 мл (Hydrooile oily cream, 30 ml)		35	2,97	103.95
7	Крем "МИРРА-ЛЮКС", 30 мл (<i>"Mirra-Lux"</i> cream, 30 ml)		90	1,78	160.20
8	Бальзам для БЮСТА, 50 мл (Bust balm, 50 ml)		30	2,67	80.10
9	Крем для ВЕК, 30 мл (Eyelid cream, 30 ml)		90	2,97	267.30
10	Крем для РУК, 75 мл (Hand cream, 75 ml)		90	2,08	187.20
11	Крем для НОГ, 75 мл (Foot cream, 75 ml)		45	2,37	106.65
12	Бальзам "САРГАССУМ", 30 мл (<i>"Sargassum"</i> balm, 30 ml)		35	2,37	82.95
13	Крем с МУМИЕ, 30 мл (<i>"Mummyo"</i> cream, 30 ml)		90	2,08	187.20
14	Крем "МИРРА - де - ЛЮКС", 30 мл (<i>"Mirra-de-Lux"</i> cream, 30 ml)		35	2,97	103.95
15	Крем "НОЧНОЙ", 50 мл (<i>"Night"</i> cream, 50 ml)		40	2,67	106.80
16	Бальзам "БЕТАКРИН", 30 мл (<i>"Betakrin"</i> balm, 30 ml)		30	2,08	62.40
17	Трансдермальный бальзам "РЕВЕНТОН", 50 мл (<i>"Reventon"</i> balm, 50 ml)		35	2,37	82.95
18	Бальзам "МИРРАЛГИН", 50 мл (<i>"Mirralgin"</i> balm, 50 ml)		25	2,97	74.25
19	Крем - бальзам "АНТИЦЕЛЛЮЛИТНЫЙ", 50 мл (<i>"Anticellulite"</i> cream-balm, 50 ml)		90	2,97	267.30
20	Бальзам "БИФИРОН", 75 мл (<i>"Bifiron"</i> balm, 75 ml)		90	2,97	267.30
21	Супербальзам "УМА-БАЛЬЗАМ", 30 мл (<i>"Uta-balm"</i> regenerating, 30 ml)		90	3,26	293.40
22	Гель "ТИНЕЙДЖЕР", 30 мл (<i>"Teenager"</i> gel, 30 ml)		30	2,08	62.40
23	Солнцезащитный крем "ГЕЛИОС-22", 100 мл (<i>"Gelios-22"</i> sun protective cream, 100 ml)		25	1,78	44.50
Итого (total):			штук (pcs): 1395	ам.долл. (USD): 3513,70	
Кол-во мест (number of cartons): 5					
Вес нетто (net weight): 114 кг (kg)					
Вес брутто (gross weight): 130 кг (kg)					

24	Микроэмульсия "ДЕРМА - БЮСТ", 5*5 мл (<i>"Derma-bust" intensive care, 5*5 ml</i>)	3301903000	30	7,72	231.60
25	Микроэмульсия "ГЛАЗНОЙ контур-бандаж", 5*3 мл (<i>"Eye contour bandage", 5*3 ml</i>)		35	10,39	363.65
	Итого (<i>total</i>):		штук (<i>pcs</i>): 65	ам.долл. (<i>USD</i>): 595,25	
	Кол-во мест (<i>number of cartons</i>): 1				
	Вес нетто (<i>net weight</i>): 4 кг (kg)				
	Вес брутто (<i>gross weight</i>): 5 кг (kg)				
ИТОГО ex-works:			штук (<i>pcs</i>):	1460	ам.долл. (<i>USD</i>): 4108,95
Стоимость транспортировки: (<i>Cost of transportation</i>)				ам.долл. (<i>USD</i>):	456.00
Стоимость страхования: (<i>Cost of insurance</i>)				ам.долл. (<i>USD</i>):	20.00
ВСЕГО: СИП Лос Анжелес (Grand total: CIP Los Angeles)				ам.долл. (<i>USD</i>):	4584,95

Вся продукция российского производства (All products are of russian origin).

Общее кол-во мест (*total number of cartons*): 6
Общий вес нетто (*total netto weight*): 118 кг (kg)
Общий вес брутто (*total gross weight*): 135 кг (kg)

Условия поставки (*Delivery terms*): СИП Лос Анжелес (CIP Los Angeles)
Условия платежа (*Payment terms*): авансовый платеж (*advance payment*)

Генеральный директор
(*General director*)



(Handwritten signature)

А.Б.Мантиков
(*A.B.Mantikov*)

Добавочный лист (ТД 2) 14286234

2. Отправитель	8. Получатель	№	1. Тип декларации
№		№	3
№		№	3

31. Грузовые места и описание товаров	Маркировка и количество – номера контейнеров – описание товаров	32. Товар №	33. Код товара
		34. Код страны происхождения	35. Вес брутто (кг)
		37. ПРОЦЕДУРА	38. Вес нетто (кг)
		40. Общая декларация/предшествующий документ	

44. Дополнительная информация/представляемые документы	41. Доп. единица измерения	42. Фактурная стоимость	43.
	45. Таможенная стоимость		
	46. Статистическая стоимость		

31. Грузовые места и описание товаров	Маркировка и количество – номера контейнеров – описание товаров	32. Товар №	33. Код товара
		34. Код страны происхождения	35. Вес брутто (кг)
		37. ПРОЦЕДУРА	38. Вес нетто (кг)
		40. Общая декларация/предшествующий документ	

44. Дополнительная информация/представляемые документы	41. Доп. единица измерения	42. Фактурная стоимость	43.
	45. Таможенная стоимость		
	46. Статистическая стоимость		

31. Грузовые места и описание товаров	Маркировка и количество – номера контейнеров – описание товаров	32. Товар №	33. Код товара
		34. Код страны происхождения	35. Вес брутто (кг)
		37. ПРОЦЕДУРА	38. Вес нетто (кг)
		40. Общая декларация/предшествующий документ	

44. Дополнительная информация/представляемые документы	41. Доп. единица измерения	42. Фактурная стоимость	43.
	45. Таможенная стоимость		
	46. Статистическая стоимость		

47. Исполнение таможенных пошлин и сборов	Вид	Основание начисления	Ставка	Сумма	СП	Вид	Основание начисления	Ставка	Сумма	СП
	Всего:						Всего:			

Вид	Сумма	СП	Общая сумма
Всего:	Итого:		

ВОЗВРАТНЫЙ ЭКЗЕМПЛЯР
ДЕКЛАРАНТА

3

ДОКУМЕНТОВ

ВЫПУСК ТАМОЖЕННЫХ ДОКУМЕНТОВ

MIRRA-M Ltd.
105082, Moscow, Perevedenovskiy per. Dom 2
tel.fax (095) 784-75-37

"11" сентября 2003 г.
 (September 11, 2003)

Corporation "TransitWave International"
 25 Greystone Manor, Lewes.DE.19958-9776,
 County of Sussex, USA

Счет № 2 от 11.09.2003 (Invoice No.2 of 11.09.2003.)
 Контракт № Exp/5313/03 от 15.07.03.(Contract No.Exp/5313/03 dd.15.07.03.)
 Дополнение № 2 от 11.09.03. (Addendum No.2 of 11.09.03.)
 Банковские реквизиты Продавца (Bank of the Sellers):
 АК Сберегательный Банк РФ,Стромынское отделение 5281(Savings Bank of the Russian Federation, Stromynskoe branch 5281)
 117997 Москва, ул.Вавилова, 19 (117997 Moscow, Vavilova Str., 19)
 Транзитный валютный счет в долларах США № 40702840538290203143, SWIFT: SABRRUMM011
 (Transit Account in US Dollars: 40702840538290203143)

N/N	Наименование продукции (Items)	Код по ТНВЭД (Customs code)	Кол-во штук (Number of pcs)	Цена в \$ за 1шт. (Price in USD for 1 pcs ex-works)	Сумма в \$ (Amount in USD)
1	ЛОСЬОН очищающий, 125 мл (Cleansing lotion, 125 ml)	3304990000	110	2,67	293.70
2	ЛОСЬОН тонирующий, 125 мл (Tonic lotion, 125 ml)		110	2,67	293.70
3	Крем "МАДОННА", 30 мл (Madonna cream, 30 ml)		90	1,78	160.20
4	ГИДРООЛЬ полисахаридный, 30 мл (Hydrooole polysaccharide cream, 30 ml)		10	2,97	29.70
5	Крем "ИМИДЖ", 30 мл (Image cream, 30 ml)		90	2,37	213.30
6	ГИДРООЛЬ масляный, 30 мл (Hydrooole oily cream, 30 ml)		10	2,97	29.70
7	Крем "МИРРА-ЛЮКС", 30 мл (Mirra-Lux cream, 30 ml)		75	1,78	133.50
8	Крем для ВЕК, 30 мл (Eyelid cream, 30 ml)		150	2,97	445.50
9	Крем для РУК, 75 мл (Hand cream, 75 ml)		90	2,08	187.20
10	Крем для НОГ, 75 мл (Foot cream, 75 ml)		10	2,37	23.70
11	Бальзам "САРГАССУМ", 30 мл (Sargassum balm, 30 ml)		15	2,37	35.55
12	Крем с МУМИЕ, 30 мл (Mummyo cream, 30 ml)		90	2,08	187.20
13	Питательная маска "ПМ-1-МИРРА", 90 таб (PM-1-Mirra nourishing mask, 90 tab)		1	2,67	2.67
14	Крем "МИРРА - де - ЛЮКС", 30 мл (Mirra-de-Lux cream, 30 ml)		10	2,97	29.70
15	Крем "НОЧНОЙ", 50 мл (Night cream, 50 ml)		10	2,67	26.70
16	Питательная маска "ПМ-2-МИРРА", 90 таб (PM-2-Mirra nourishing mask, 90 tab)		1	2,67	2.67
17	Бальзам "БЕТАКРИН", 30 мл (Betakrin balm, 30 ml)		10	2,08	20.80
18	Крем - бальзам "АНТИЦЕЛЛЮЛИТНЫЙ", 50 мл (Anticellulite cream-balm, 50 ml)		10	2,97	29.70
19	Бальзам "БИФИРОН", 75 мл (Bifiron balm, 75 ml)		110	2,97	326.70
20	Супербальзам "УМА-БАЛЬЗАМ", 30 мл (Uma-balm regenerating, 30 ml)		110	3,26	358.60
21	Гель "ТИНЕЙДЖЕР", 30 мл (Teenager gel, 30 ml)		10	2,08	20.80
Итого (total):		штук (pcs):	1122	ам.долл. (USD): 2851,29	
Кол-во мест (number of cartons): 4					
Вес нетто (net weight): 95 кг (kg)					
Вес брутто (gross weight): 104 кг (kg)					

22 Микроэмульсия "ГЛАЗНОЙ контур-бандаж", 5*3 мл (<i>"Eye contour bandage", 5*3 ml</i>)	3301903000	5	10,39	51.95
Итого (total):	штук (pcs):	5	ам.долл. (USD): 51,95	
Кол-во мест (number of cartons): 1				
Вес нетто (net weight): 1 кг (kg)				
Вес брутто (gross weight): 2 кг (kg)				
<hr/>				
ИТОГО ex-works:	штук (pcs):	1127	ам.долл. (USD):	2903.24
<hr/>				
Стоимость транспортировки: (Cost of transportation)			ам.долл. (USD):	377.00
Стоимость страхования: (Cost of insurance)			ам.долл. (USD):	15.00
<hr/>				
ВСЕГО CIP Лос Анжелес (Grand total CIP Los Angeles)			ам.долл. (USD):	3295.24

Вся продукция российского производства (All products are of russian origin).

Общее кол-во мест (total number of cartons): 5

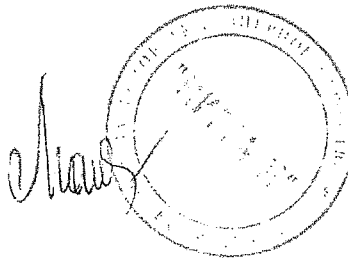
Общий вес нетто (total netto weight): 96 кг (kg)

Общий вес брутто (total gross weight): 106 кг (kg)

Условия поставки (Delivery terms): CIP Лос Анжелес (CIP Los Angeles)

Условия платежа (Payment terms): 100% авансовый платеж (100% advance payment)

Генеральный директор
(General director)



А.Б.Мантиков
(A.B.Mantikov)

Грузовая таможенная декларация

(ТД) 35018453

ВОЗВРАТНЫЙ ЭКЗЕМПЛЯР ДЕКЛАРАНТА

а	2. Отправитель №		1. Тип декларации	
	3. Доб. лист		4. Отгр. спец.	
	5. Всего явля. п-ов		6. Кол-во мест	
	8. Получатель №		7. Справочный номер	
б	14. Декларант №		9. Лицо, ответственное за финансовое урегулирование №	
	15. Страна отправления		10. Страна 1-го назначения	
	16. Страна происхождения		11. Торг. страна	
	18. Транспортное средство при отправлении		12. Общая таможенная стоимость	
в	21. Транспортное средство на границе		13. Код страны назначения	
	25. Вид транспорта на границе		15а. Код страны отправки	
	26. Вид транспорта внутри страны		17. Страна назначения	
	27. Место отгрузки груза		19. Код	
г	29. Таможня на границе		20. Условия поставки	
	30. Место выпуска товара		22. Валюта и общая фактурная стоимость	
	31. Грузовые места и описание товаров		23. Курс валюты	
	32. Товар №		24. Характер сделки	
д	33. Код товара		25. Финансовый и банковский сведения	
	34. Код страны происхождения		26. Описание и количество сведений	
	35. Вес брутто (кг)		29. Таможня на границе	
	36. Проверка		30. Место выпуска товара	
е	37. ПРОЦЕДУРА		31. Место выпуска товара	
	38. Вес нетто (кг)		32. Товар №	
	39. Каота		33. Код товара	
	40. Общая декларация предшествующий документ		34. Код страны происхождения	
ж	41. Доп. единица измерения		35. Вес брутто (кг)	
	42. Фактурная стоимость		36. Проверка	
	43. Таможенная стоимость		37. ПРОЦЕДУРА	
	44. Статистическая стоимость		38. Вес нетто (кг)	
з	45. Таможенная стоимость		39. Каота	
	46. Статистическая стоимость		40. Общая декларация предшествующий документ	
	47. Исчисление таможенных пошлин и сборов		41. Доп. единица измерения	
	48. Подпись и печать		42. Фактурная стоимость	
и	49. Подпись и печать		43. Таможенная стоимость	
	50. Доверитель		44. Статистическая стоимость	
	51. Таможня и страна транзита		45. Таможенная стоимость	
	52. Гарантия не действительна для		46. Статистическая стоимость	
к	53. Таможня и страна назначения		47. Исчисление таможенных пошлин и сборов	
	54. Место отгрузки		48. Подпись и печать	
	55. Место отгрузки		49. Подпись и печать	
	56. Место отгрузки		50. Доверитель	



Добавочный лист (ТД 2) 14236377

2. Отправитель
 3. Получатель №
 №

1. Тип декларации
 3. Доб. лист 3

31. Грузовые места и описание товаров
 Маркировка и количество - номера контейнеров - описание товаров

32. Товар №

33. Код товара

34. Код страны происхождения 35. Вес брутто (кг) 36. Преференции

37. ПРОЦЕДУРА 38. Вес нетто (кг) 39. Квота

40. Общая декларация/предшествующий документ

44. Дополнительная информация/представленные документы

41. Доп. единица измерения 42. Фактурная стоимость 43.

45. Таможенная стоимость

46. Статистическая стоимость

31. Грузовые места и описание товаров
 Маркировка и количество - номера контейнеров - описание товаров

32. Товар №

33. Код товара

34. Код страны происхождения 35. Вес брутто (кг) 36. Преференции

37. ПРОЦЕДУРА 38. Вес нетто (кг) 39. Квота

40. Общая декларация/предшествующий документ

44. Дополнительная информация/представленные документы

41. Доп. единица измерения 42. Фактурная стоимость 43.

45. Таможенная стоимость

46. Статистическая стоимость

31. Грузовые места и описание товаров
 Маркировка и количество - номера контейнеров - описание товаров

32. Товар №

33. Код товара

34. Код страны происхождения 35. Вес брутто (кг) 36. Преференции

37. ПРОЦЕДУРА 38. Вес нетто (кг) 39. Квота

40. Общая декларация/предшествующий документ

44. Дополнительная информация/представленные документы

41. Доп. единица измерения 42. Фактурная стоимость 43.

45. Таможенная стоимость

46. Статистическая стоимость

Вид	Основы начисления	Ставка	Сумма	Вид	Основы начисления	Ставка	Сумма	СП
Всего:				Всего:				

Вид	Основы начисления	Ставка	Сумма	Вид	Сумма	СП
Всего:			Итого:			

Возвратный экземпляр декларанта

3

ТАМОЖЕННАЯ СЛУЖБА

ВНЕШНЕЭКОНОМИЧЕСКИЕ СВЯЗИ

ТАМОЖЕННАЯ СЛУЖБА

ВНЕШНЕЭКОНОМИЧЕСКИЕ СВЯЗИ

MIRRA-M Ltd.
105082, Moscow, Perevedenovskiy per. Dom 2
tel.fax (095) 784-75-37

"18" декабря 2003 г.
 (December 18, 2003)

Corporation "TransitWave International"
 25 Greystone Manor, Lewes.DE.19958-9776, County
 of Sussex, USA

Счет № 3 от 18.12.2003 (Invoice No.3 of 18.12.2003.)
 Контракт № Exp/5313/03 от 15.07.03.(Contract No.Exp/5313/03 dd.15.07.03.)
 Дополнение № 3 от 18.12.03. (Addendum No.3 of 18.12.03.)

Банковские реквизиты Продавца (Bank of the Sellers):
 АК Сберегательный Банк РФ, Стромьинское отделение 5281 (Savings Bank of the Russian Federation, Stromynskoe branch 5281)
 117997 Москва, ул.Вавилова, 19 (117997 Moscow, Vavilova Str., 19)
 Транзитный валютный счет в долларах США № 40702840538290203143, SWIFT: SABRRUMM011
 (Transit Account in US Dollars: 40702840538290203143)

N/N	Наименование продукции (Items)	Код по ТНВЭД (Customs code)	Кол-во штук (Number of pcs)	Цена в \$ за 1 шт. (Price in USD for 1 pcs ex-works)	Сумма в \$ (Amount in USD)
1	ЛОСЬОН очищающий, 125 мл (Cleansing lotion, 125 ml)	3304990000	25	2.67	66.75
2	ЛОСЬОН тонирующий, 125 мл (Tonic lotion, 125 ml)		25	2.15	53.75
3	Крем "МАДОННА", 30 мл (Madonna cream, 30 ml)		30	1.78	53.40
4	ГИДРООЛЬ полисахаридный, 30 мл (Hydrooole polysaccharide cream, 30 ml)		5	2.97	14.85
5	Крем "ИМИДЖ", 30 мл (Image cream, 30 ml)		30	1.93	57.90
6	ГИДРООЛЬ масляный, 30 мл (Hydrooole oily cream, 30 ml)		10	2.97	29.70
7	Крем для ВЕК, 30 мл (Eyelid cream, 30 ml)		140	3.34	467.60
8	Крем для РУК, 75 мл (Hand cream, 75 ml)		150	1.71	256.50
9	Крем для НОГ, 75 мл (Foot cream, 75 ml)		10	2.37	23.70
10	Крем с МУМИЕ, 30 мл (Mummyo cream, 30 ml)		40	2.30	92.00
11	Крем "МИРРА - де - ЛЮКС", 30 мл (Mira-de-Lux cream, 30 ml)		5	3.34	16.70
12	Крем "НОЧНОЙ", 50 мл (Night cream, 50 ml)		10	2.97	29.70
13	Бальзам "БЕТАКРИН", 30 мл (Betakrin balm, 30 ml)		15	2.08	31.20
14	Бальзам "БИФИРОН", 75 мл (Bifiron balm, 75 ml)		90	2.97	267.30
15	"УМА-БАЛЬЗАМ", 30 мл (Uma-balm regenerating, 30 ml)		90	4.82	433.80
16	Гель "ТИНЕЙДЖЕР", 30 мл (Teenager gel, 30 ml)		10	1.71	17.10
Итого (total):			штук (pcs): 685		ам.долл. (USD): 1911.95
Кол-во мест (number of cartons): 3					
Вес нетто (net weight): 56 кг (kg)					
Вес брутто (gross weight): 62 кг (kg)					

17 Микроэмульсия "ГЛАЗНОЙ контур-бандаж", 5*3 мл ("Eye contour bandage", 5*3 ml)	3301903000	60	15.43	925.80
Итого (total):	штук (pcs):	60	ам.долл. (USD):	925.80
Кол-во мест (number of cartons): 1				
Вес нетто (net weight): 4 кг (kg)				
Вес брутто (gross weight): 5 кг (kg)				
ИТОГО ex-works:	штук (pcs):	745	ам.долл. (USD):	2837.75
Стоимость транспортировки: (Cost of transportation)			ам.долл. (USD):	282.00
Стоимость страхования: (Cost of insurance)			ам.долл. (USD):	13.00
ВСЕГО CIP Лос Анжелес (Grand total CIP Los Angeles)			ам.долл. (USD):	3132.75

Вся продукция российского производства (All products are of russian origin).

Общее кол-во мест (total number of cartons): 4

Общий вес нетто (total netto weight): 60 кг (kg)

Общий вес брутто (total gross weight): 67 кг (kg)

Условия поставки (Delivery terms): CIP Лос Анжелес (CIP Los Angeles)

Условия платежа (Payment terms): 100% авансовый платеж (100% advance payment)

Генеральный директор
(General director)

А.Б.Мантиков
(A.B.Mantikov)

Добавочный лист (ТД 2) 3400500

2. Отправитель: №
 3. Получатель: №
 №

1. Тип декларации
 3. Доб. лист: 3

31. Грузовые места и описание товаров: Маркировка и количество – номера контейнеров – описание товаров

32. Товар №: 33. Код товара

34. Код страны происхождения: 35. Вес брутто (кг): 36. Преференции

37. ПРОЦЕДУРА: 38. Вес нетто (кг): 39. Квота

40. Общая декларация/предшествующий документ

41. Доп. единица измерения: 42. Фактурная стоимость: 43.

44. Дополнительная информация/представленные документы: 45. Таможенная стоимость: 46. Статистическая стоимость

31. Грузовые места и описание товаров: Маркировка и количество – номера контейнеров – описание товаров

32. Товар №: 33. Код товара

34. Код страны происхождения: 35. Вес брутто (кг): 36. Преференции

37. ПРОЦЕДУРА: 38. Вес нетто (кг): 39. Квота

40. Общая декларация/предшествующий документ

41. Доп. единица измерения: 42. Фактурная стоимость: 43.

44. Дополнительная информация/представленные документы: 45. Таможенная стоимость: 46. Статистическая стоимость

31. Грузовые места и описание товаров: Маркировка и количество – номера контейнеров – описание товаров

32. Товар №: 33. Код товара

34. Код страны происхождения: 35. Вес брутто (кг): 36. Преференции

37. ПРОЦЕДУРА: 38. Вес нетто (кг): 39. Квота

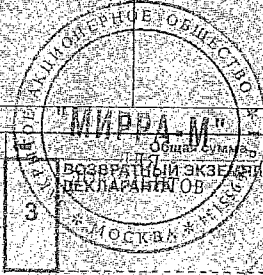
40. Общая декларация/предшествующий документ

41. Доп. единица измерения: 42. Фактурная стоимость: 43.

44. Дополнительная информация/представленные документы: 45. Таможенная стоимость: 46. Статистическая стоимость

47. Исчисление таможенных пошлин и сборов	Всего				Всего			
	Вид	Основание начисления	Ставка	Сумма	Вид	Основание начисления	Ставка	Сумма

Всего			Всего		
Основание начисления	Ставка	Сумма	Вид	Сумма	СП



ЦЕРКОВНО-ПРОМЫШЛЕННАЯ КОМПАНИЯ
 ТАМОЖЕННАЯ
 РОССИИ
 ВАРУСК НА ЗРЕШЕН
 200

MIRRA-M Ltd.
105082, Moscow, Perevedenovskiy per. Dom 2
tel.fax (095) 784-75-37

"20" декабря 2004г.
 (December 20, 2004)

Corporation "TransitWave International Inc."

Счет № 7 от 20.12.2004 (Invoice No.7 of 20.12.2004.)

Контракт № Exp/5313/03 от 15.07.2003 (Contract No.Exp/5313/03 of 15.07.2003)

Дополнение № 7 от 20.12.2004. (Addendum No.7 of 20.12.2004.)

Банковские реквизиты Продавца (Bank of the Sellers):

АК Сберегательный Банк РФ, Стромьинское отделение 5281 (Savings Bank of the Russian Federation, Stromynskoe branch 5281)
 117997 Москва, ул.Вавилова, 19 (117997 Moscow, Vavilova Str., 19)

Транзитный валютный счет в долларах США № 40702840538290203143, SWIFT: SABRRUMM
 (Transit Account in US Dollars: 40702840538290203143)

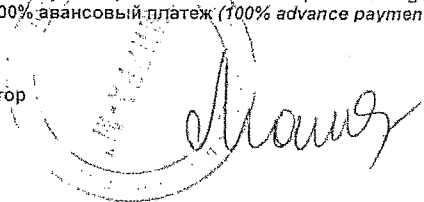
N/N	Наименование продукции (Item)	Код по ТНВЭД (Customs code)	Кол-во штук (Number of pcs)	Цена в \$ за 1шт. (Price in USD for 1 pcs ex-works)	Сумма в \$ (Amount in USD)
1	Молочко косметическое, 100 мл (<i>"Mirra" cosmetic milk, 100 ml</i>)	3304990000	5	2,08	10.40
2	ЛОСЬОН очищающий, 125 мл (<i>Cleansing lotion, 125 ml</i>)		55	2,67	146.85
3	КРЕМ - МАСКА с отшелушивающим эффектом, 50 мл (<i>Peeling cream-mask, 50 ml</i>)		3	1,93	5.79
4	ПЕНКА для умывания, дисп. 100 мл (<i>Washing foam, 100 ml</i>)		3	1,93	5.79
5	Гель для снятия макияжа "СЕЛЕНА", дисп. 75 мл (<i>"Selena"- gel removing make up, 75 ml</i>)		3	1,93	5.79
6	ЛОСЬОН тонизирующий, 125 мл (<i>Tonic lotion, 125 ml</i>)		55	2,15	118.25
7	Гель - тоник для жирной кожи, 75 мл (<i>Tonic-gel for face, 75 ml</i>)		3	2,37	7.11
8	Крем "МАДОННА", 30 мл (<i>"Madonna" cream, 30 ml</i>)		50	1,78	89.00
9	Крем "ГИДРООЛЬ ПОЛИСАХАРИДНЫЙ", 30 мл (<i>Hydroole polysaccharide cream, 30 ml</i>)		10	2,97	29.70
10	Крем "ИМИДЖ", 30 мл (<i>"Image" cream, 30 ml</i>)		35	1,93	67.55
11	Крем "ГИДРООЛЬ МАСЛЯНЫЙ", 30 мл (<i>Hydroole oily cream, 30 ml</i>)		10	2,97	29.70
12	Крем "МИРРА-ЛЮКС", 30 мл (<i>"Mirra-Lux" cream, 30 ml</i>)		35	1,78	62.30
13	Бальзам для БЮСТА, 50 мл (<i>Bust balm, 50 ml</i>)		25	2,67	66.75
14	Крем для ВЕК, 30 мл (<i>Eye lid cream, 30 ml</i>)		75	3,34	250.50
15	Крем для РУК, 75 мл (<i>Hand cream, 75 ml</i>)		40	1,71	68.40
16	Крем для НОГ, 75 мл (<i>Foot cream, 75 ml</i>)		40	2,37	94.80
17	Бальзам "САРГАССУМ", 30 мл (<i>"Sargassum" balm, 30 ml</i>)		25	2,37	59.25
18	Крем с МУМИЕ, 30 мл (<i>"Mummiyo" cream, 30 ml</i>)		50	2,30	115.00
19	Крем "МИРРА - де - ЛЮКС", 30 мл (<i>"Mirra-de-Lux" cream, 30 ml</i>)		10	3,34	33.40
20	Крем "НОЧНОЙ", 50 мл (<i>"Night" cream, 50 ml</i>)		30	2,97	89.10
21	Бальзам "БЕТАКРИН", 30 мл (<i>"Betakrin" balm, 30 ml</i>)		35	2,08	72.80
22	Бальзам "РЕВЕНТОН", 50 мл (<i>"Reventon" balm, 50 ml</i>)		5	2,37	11.85
23	Бальзам "МИРРАЛГИН", 50 мл (<i>"Mirralgin" balm, 50 ml</i>)		25	2,97	74.25
24	Бальзам "АНТИЦЕЛЛЮЛИТНЫЙ", 50 мл (<i>"Anticellulite" cream-balm, 50 ml</i>)		25	2,45	61.25
25	Бифидо-бальзам "БИФИРОН", 75 мл (<i>"Bifiron" balm, 75 ml</i>)		40	2,97	118.80
26	УМА-БАЛЬЗАМ, 30 мл (<i>"Uma-balm" regenerating, 30 ml</i>)		60	4,82	289.20

27 Гель "ТИНЕЙДЖЕР", 30 мл (<i>"Teenager" gel, 30 ml</i>)		25	1,71	42.75
28 Гель "СЕРЕБРЯНЫЙ", 30 мл (<i>"Silver" gel, 30 ml</i>)		5	3,49	17.45
29 Лосьон "ШЕЛКОВЫЙ ПУТЬ", 125 мл (<i>"Silk way" Lotion, 125 ml</i>)		3	2,67	8.01
30 Маска очищающая для жирной кожи, 50 мл (<i>Oily skin cleansing mask, 50 ml</i>)		3	2,67	8.01
31 Маска грязевая для жирной кожи, 200 мл (<i>Oily skin mud mask, 200 ml</i>)		3	7,05	21.15
32 Маска водорослевая, 200мл (<i>Algae mask, 200 ml</i>)		3	8,60	25.80
Итого (total):	штук (pcs):	794	ам.долл. (USD):	2106,75
Кол-во мест (number of cartons): 3 Вес нетто (net weight): 73 кг (kg) Вес брутто (gross weight): 76 кг (kg)				
33 Гель - тоник для жирных волос, 125 мл (<i>Tonic-gel for oily hair, 125 ml</i>)	3305909000	3	1,93	5.79
34 Гель - тоник для сухих волос, 125 мл (<i>Tonic gel for dry hair, 125 ml</i>)		3	1,93	5.79
35 МИРТ средство для укрепления волос, дисп. 150 мл (<i>"Mirt"- for strengthening hair, 150 ml</i>)		3	3,34	10.02
36 Бальзам для ВОЛОС, 125 мл (<i>Hair balm, 125 ml</i>)		5	1,93	9.65
Итого (total):	штук (pcs):	14	ам.долл. (USD):	31,25
Кол-во мест (number of cartons): часть места Вес нетто (net weight): 3 кг (kg) Вес брутто (gross weight): 4 кг (kg)				
37 Шампунь "АКТИНИУС", 150 мл (<i>"Aktinius" shampoo, 150 ml</i>)	3305100000	8	2,15	17.20
Итого (total):	штук (pcs):	8	ам.долл. (USD):	17,20
Кол-во мест (number of cartons): часть места Вес нетто (net weight): 1 кг (kg) Вес брутто (gross weight): 2 кг (kg)				
38 МИРРАФИЛМ-КН, 5 мл (<i>"Mirrafilm-KN" nail care, 5 ml</i>)	3304300000	3	1,48	4.44
Итого (total):	штук (pcs):	3	ам.долл. (USD):	4,44
Кол-во мест (number of cartons): часть места Вес нетто (net weight): 0,5 кг (kg) Вес брутто (gross weight): 1 кг (kg)				
39 Средство для душа "ЗЕЛЕНЫЙ ШУМ", 150 мл (<i>"Green rustle" douch gel, 150 ml</i>)	3307300000	3	2,08	6.24
Итого (total):	штук (pcs):	3	ам.долл. (USD):	6,24
Кол-во мест (number of cartons): 1 Вес нетто (net weight): 0,5 кг (kg) Вес брутто (gross weight): 1 кг (kg)				
ИТОГО ex-works:	штук (pcs):	822	ам.долл. (USD):	2165.88
Стоимость транспортировки: (<i>Cost of transportation</i>)			ам.долл. (USD):	369.00
Стоимость страхования: (<i>Cost of insurance</i>)			ам.долл. (USD):	11.00
ВСЕГО CIP Лос-Анжелес (Total CIP Los-Angeles) :			ам.долл. (USD):	2545.88

Вся продукция российского производства (All products are of russian origin).

Общее кол-во мест (total number of cartons): 4
Общий вес нетто (total netto weight): 78 кг (kg)
Общий вес брутто (total gross weight): 84 кг (kg)
Условия поставки (Delivery terms): CIP-Лос-Анжелес (CIP Los-Angeles)
Условия платежа: 100% авансовый платеж (100% advance payment)

Генеральный директор
(General director)



А.Б.Мантиков
(A.B.Mantikov)

MIRRA-M Ltd.
105082, Moscow, Perevedenovskiy per. Dom 2
tel.fax (095) 784-75-37

"05" апреля 2005г.
(April 05, 2005)

Corporation "TransitWave International Inc."
25 Greystone Manor, Lewes.DE.19958-9776

Счет № 8 от 05.04.2005 (Invoice No.8 of 05.04.2005.)
Контракт № Exp/5313/03 от 15.07.03 (Contract No.Exp/5313/03 of 17.07.03.)

Дополнение № 8 от 05.04.2005. (Addendum No.8 of 05.04.2005.)

Банковские реквизиты Продавца (Bank of the Sellers):

АК Сберегательный Банк РФ, Стромьинское отделение 5281 (Savings Bank of the Russian Federation, Stromynskoe branch 5281)
117997 Москва, ул.Вавилова, 19 (117997 Moscow, Vavilova Str., 19)

Транзитный валютный счет в долларах США № 40702840538290203143, SWIFT: SABRRUMM
(Transit Account in US Dollars: 40702840538290203143)

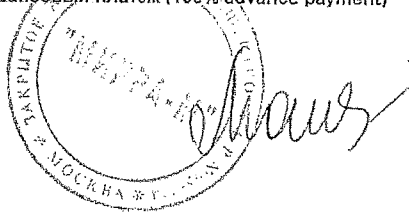
N/N	Наименование продукции (Item)	Код по ТНВЭД (Customs code)	Кол-во штук (Number of pcs)	Цена в \$ за 1шт. (Price in USD for 1 pcs ex-works)	Сумма в \$ (Amount in USD)
1	ОМ-МИРРА маска сорбент-пилинг, 35 мл (<i>"OM-Mirra" peeling mask, 35 ml</i>)	3304990000	5	1,78	8.90
2	ЛОСЬОН ОЧИЩАЮЩИЙ, 125 мл (<i>Cleansing lotion, 125 ml</i>)		45	2,67	120.15
3	ЛОСЬОН ТОНИЗИРУЮЩИЙ, 125 мл (<i>Tonic lotion, 125 ml</i>)		45	2,15	96.75
4	МАДОННА крем, 30 мл (<i>"Madonna" cream, 30 ml</i>)		50	1,78	89.00
5	ГИДРООЛЬ ПОЛИСАХАРИДНЫЙ крем, 30 мл (<i>Hydrooole polysaccharide cream, 30 ml</i>)		20	2,97	59.40
6	ИМИДЖ крем, 30 мл (<i>"Image" cream, 30 ml</i>)		30	1,93	57.90
7	ГИДРООЛЬ МАСЛЯНЫЙ крем, 30 мл (<i>Hydrooole oily cream, 30 ml</i>)		5	2,97	14.85
8	МИРРА-ЛЮКС крем, 30 мл (<i>"Mirra-Lux" cream, 30 ml</i>)		15	1,78	26.70
9	БАЛЬЗАМ ДЛЯ БЮСТА, 50 мл (<i>Bust balm, 50 ml</i>)		20	2,67	53.40
10	КРЕМ ДЛЯ ВЕК, 30 мл (<i>Eye lid cream, 30 ml</i>)		80	3,34	267.20
11	КРЕМ ДЛЯ РУК, 75 мл (<i>Hand cream, 75 ml</i>)		72	1,71	123.12
12	КРЕМ ДЛЯ НОГ, 75 мл (<i>Foot cream, 75 ml</i>)		15	2,37	35.55
13	САРГАССУМ бальзам, 30 мл (<i>"Sargassum" balm, 30 ml</i>)		5	2,37	11.85
14	КРЕМ С МУМИЕ, 30 мл (<i>"Mummivo" cream, 30 ml</i>)		20	2,30	46.00
15	ПМ-1-МИРРА маска, 90 таб (<i>"PM-1-Mirra" nourishing mask, 90 tab</i>)		3	2,67	8.01
16	МИРРА-де-ЛЮКС крем, 30 мл (<i>"Mirra-de-Lux" cream, 30 ml</i>)		5	3,34	16.70
17	НОЧНОЙ крем, 50 мл (<i>"Night" cream, 50 ml</i>)		30	2,97	89.10
18	ПМ-2-МИРРА маска, 90 таб (<i>"PM-2-Mirra" nourishing mask, 90 tab</i>)		3	2,67	8.01
19	БЕТАКРИН бальзам, 30 мл (<i>"Betakrin" balm, 30 ml</i>)		30	2,08	62.40
20	РЕВЕНТОН бальзам, 50 мл (<i>"Reventon" balm, 50 ml</i>)		5	2,37	11.85
21	МИРРАЛГИН бальзам, 50 мл (<i>"Mirralgin" balm, 50 ml</i>)		30	2,97	89.10
22	АНТИЦЕЛЛЮЛИТНЫЙ бальзам, 50 мл (<i>"Anticellulite" cream-balm, 50 ml</i>)		35	2,45	85.75
23	БИФИРОН бифидо-бальзам, 75 мл (<i>"Bifiron" balm, 75 ml</i>)		50	2,97	148.50
24	УМА-БАЛЬЗАМ, 30 мл (<i>"Uma-balm" regeneratina, 30 ml</i>)		150	4,82	723.00
25	ТИНЕЙДЖЕР гель, 30 мл (<i>"Teenager" gel, 30 ml</i>)		25	1,71	42.75
26	АЛЬБИНА крем, 30 мл (<i>"Albina" cream, 30 ml</i>)		5	2,37	11.85
27	МИРРА-ДЕО крем, 30 мл (<i>"Mirra-Deo" Cream, 30 ml</i>)		3	1,19	3.57
28	АКРИМ крем-маска, бан. 200 мл. (<i>"Acrim" cream mask, 200 ml</i>)		4	10,23	40.92
29	МОЛОЧКО ОЧИЩАЮЩЕЕ для сухой кожи, 300 мл (<i>Cleansing milk for dry skin, 300 ml</i>)		4	5,49	21.96

30 ГЕЛЬ-ПИЛИНГ для сухой кожи, 50 мл (<i>Peeling gel for dry skin, 50 ml</i>)		4	5,49	21.96
31 КРЕМ-СКРАБ для сухой кожи, 250 мл (<i>Peeling cream for dry skin, 250 ml</i>)		4	10,23	40.92
32 ЛОСЬОН ОЧИЩАЮЩИЙ, 300 мл (<i>Cleansing lotion, 300 ml</i>)		4	5,49	21.96
33 ГЛИКОЛИМ 25 лосьон для пилинга, 50 мл (<i>Peeling lotion "Glycolim 25", 50 ml</i>)		2	6,30	12.60
34 ГЛИКОЛИМ 1 пенка очищающая, 300 мл (<i>Cleansing foam "Glycolim 1", 300 ml</i>)		4	5,49	21.96
35 ГЛИКОЛИМ 0,5 средство пре-пилинг, 30 мл (<i>Pre-peeling "Glycolim 0,5", 30 ml</i>)		2	6,30	12.60
36 ГЛИКОЛИМ 0,1 средство пост-пилинг, 250 мл (<i>Post-peeling "Glycolim 0.1", 250 ml</i>)		2	9,42	18.84
37 ГЛИКОЛИМ-Н лосьон для нейтрализации, 200 мл (<i>Neutralizing lotion "Glycolim-N", 200 ml</i>)		2	4,67	9.34
38 ЛОСЬОН-ТОНИК для сухой кожи, 300 мл (<i>Tonic lotion for dry skin, 300 ml</i>)		4	7,05	28.20
39 МАСКА ВОДОРΟΣЛЕВАЯ, 200 мл (<i>Herbal mask, 200 ml</i>)		4	8,60	34.40
40 КРЕМ ДЛЯ БЕК, 150 мл (<i>Cream for eyelids, 150 ml</i>)		4	9,42	37.68
41 УМА крем-маска косметическая, 250 мл (<i>"Uma" cosmetic cream-mask, 250 ml</i>)		5	17,28	86.40
42 КОСМЕТИЧЕСКАЯ СМЕТАНКА, бан. 200 мл (<i>Cosmetic sour cream, 200 ml</i>)		4	4,08	16.32
Итого (total):	штук (pcs):	854	ам.долл.(USD): 2737,42	
Кол-во мест (number of cartons): 4				
Вес нетто (net weight): 81 кг (kg)				
Вес брутто (gross weight): 85 кг (kg)				
43 ГЛАЗНОЙ КОНТУР-БАНДАЖ, 5*3 мл (<i>"Eye contour bandage", 5*3 ml</i>)	3301903000	30	15,43	462.90
44 ЭЛИТА массажное масло, 200 мл (<i>"Elita" massage oil, 200 ml</i>)		5	19,80	99.00
Итого (total):	штук (pcs):	35	ам.долл. (USD): 561,90	
Кол-во мест (number of cartons): часть места				
Вес нетто (net weight): 3 кг (kg)				
Вес брутто (gross weight): 4 кг (kg)				
45 ЛОРИОЛ профилактико-гигиенический спрей, фл. 30 мл (<i>"Lorial" gel-spray, 30 ml</i>)	3306900000	3	1,93	5.79
Итого (total):	штук (pcs):	3	ам.долл. (USD): 5,79	
Кол-во мест (number of cartons): часть места				
Вес нетто (net weight): 1 кг (kg)				
Вес брутто (gross weight): 2 кг (kg)				
46 ЗЕЛЕНЫЙ ШУМ средство для душа, 150 мл (<i>"Green rustle" douch gel, 150 ml</i>)	3307300000	5	2,08	10.40
Итого (total):	штук (pcs):	5	ам.долл. (USD): 10,40	
Кол-во мест (number of cartons): 1				
Вес нетто (net weight): 1 кг (kg)				
Вес брутто (gross weight): 2 кг (kg)				
ИТОГО ex-works:	штук (pcs):	897	ам.долл. (ам. долл) 3315.51	
Стоимость транспортировки: (<i>Cost of transportation</i>)			ам.долл. (USD): 410,00	
Стоимость страхования: (<i>Cost of insurance</i>)			ам.долл. (USD): 16,00	
ВСЕГО CIP Лос-Анжелес (Total CIP Los Angeles) :			ам.долл. (USD): 3741.51	

Вся продукция российского производства (All products are of russian origin).

Общее кол-во мест (total number of cartons): 5
Общий вес нетто (total netto weight): 86 кг (kg)
Общий вес брутто (total gross weight): 93 кг (kg)
Условия поставки (Delivery terms): CIP Лос-Анжелес (CIP Los Angeles)
Условия платежа: 100% авансовый платеж (100% advance payment)

Генеральный директор
(General director)



А.Б.Мантиков
(A.B.Mantikov)

Добавочный лист (ТД 2) 17182625

2. Отправитель:	3. Получатель:	№	1. Тип декларации
№	№	№	3. Доб. лист
			3

31. Грузовые места и описание товаров	Маркировка и количество - номера контейнеров - описание товаров	32. Товар №	33. Код товара	34. Код страны происхождения	35. Вес брутто (кг)	36. Преференции
				37. ПРОЦЕДУРА	38. Вес нетто (кг)	39. Квота
40. Общая декларация/предшествующий документ						
41. Доп. единица измерения		42. Фактурная стоимость		43.		

44. Дополнительная информация для представления документа	45. Таможенная стоимость		
	46. Статистическая стоимость		

31. Грузовые места и описание товаров	Маркировка и количество - номера контейнеров - описание товаров	32. Товар №	33. Код товара	34. Код страны происхождения	35. Вес брутто (кг)	36. Преференции
				37. ПРОЦЕДУРА	38. Вес нетто (кг)	39. Квота
40. Общая декларация/предшествующий документ						
41. Доп. единица измерения		42. Фактурная стоимость		43.		

44. Дополнительная информация для представления документа	45. Таможенная стоимость		
	46. Статистическая стоимость		

31. Грузовые места и описание товаров	Маркировка и количество - номера контейнеров - описание товаров	32. Товар №	33. Код товара	34. Код страны происхождения	35. Вес брутто (кг)	36. Преференции
				37. ПРОЦЕДУРА	38. Вес нетто (кг)	39. Квота
40. Общая декларация/предшествующий документ						
41. Доп. единица измерения		42. Фактурная стоимость		43.		

44. Дополнительная информация для представления документа	45. Таможенная стоимость		
	46. Статистическая стоимость		

Вид	Основы начисления	Ставка	Сумма	СП	Вид	Основы начисления	Ставка	Сумма	СП
Всего:					Всего:				
Основы начисления		Ставка	Сумма	СП	Сумма		Ставка	Сумма	СП
Всего:					Итого:				



**SURFACE
PURCHASE ORDER**

Date	P.O. Number	VENDOR	FOB	Terms
9/25/2006	S-0906-200	Mirra Skincare www.mirraskincare.com email - info@twaveint.com Tel: 866-816-8679 Fax: 805-968-1778	Surface - Nashville	30 Days

SHIP TO: Surface Attn: Dr. Melvin Elson 2020 21st. Avenue South Nashville, TN 37210 Tel: 615-441.5227 Fax: 615-740-1772 drmelson@bellsouth.net

BILL TO: Surface Attn: Maren Scoggins 2020 21st. Avenue South Nashville, TN 37210 Tel: 615-620-7727 maren.scoggins@bh1.org
--

Units	Item Code	Description	Unit Price	Total Price
8	1003	Cleansing lotion 4.2 fl. oz.	\$13.50	\$108.00
8	2001	Tonic lotion 4.2 fl. oz.	\$13.50	\$108.00
8	3001	Madonna 1 fl. oz.	\$15.00	\$120.00
8	4012	Night Cream 1.7 fl.oz.	\$18.00	\$144.00
8	5009	Bifron Balm 2.5 fl. oz.	\$15.50	\$124.00
8	4003	Eye Cream 1 fl. oz.	\$26.00	\$208.00
15	5016	Eye Micro-Emulsion .1fl. oz.	\$15.00	\$225.00
8	3003	Image 1 fl. oz.	\$22.00	\$176.00
15	5010	Uma Balm 1 fl. oz.	\$28.00	\$420.00
12	4002	Bust Balm 1.7 fl. oz.	\$30.00	\$360.00
12	5025	Decollete Micro-Emulsion .17 fl. oz.	\$18.00	\$216.00
5	403	Caviar Cream Mask-Professional 250 ml.	\$105.00	\$525.00
			TOTAL	\$2,734.00

Special Instructions
Please deliver early the week of October 9, 2006.

Authorized Signature

Melvin Elson, M.D.

Date

9/25/2006

MIRRA-M Ltd.
107082, Moscow, Perevedenovskiy per. Dom 2
tel.fax (095) 784-75-37

"30" октября 2006г.
 (October 30, 2006)

Corporation "TransitWave International Inc."

Счет № 1 от 02.11.2006 (Invoice No.1 of 02.11.2006.)
 Контракт № Exp/30/05/06 от 30.12.2005 (Contract No.Exp/30/05/06 of 30.12.2005)
 Дополнение № 1 от 02.11.2006. (Addendum No.1 of 02.11.2006.)
 Банковские реквизиты Продавца (Bank of the Sellers):
 АК Сберегательный Банк РФ, Стромьинское отделение 5281 (Savings Bank of the Russian Federation, Stromynskoe branch 5281)
 117997 Москва, ул.Вавилова, 19 (117997 Moscow, Vavilova Str., 19)
 Транзитный валютный счет в Евро № 40702978138290203143, SWIFT: SABRRUMM
 (Transit Account in Euro: 40702978138290203143)

N/N	Наименование продукции (Item)	Код по ТНВЭД (Customs code)	Кол-во штук (Number of pcs)	Цена евро за 1шт. (Price in Euro for 1 pcs ex-works)	Сумма в евро (Amount in Euro)
1	ЛЮСЬОН ОЧИЩАЮЩИЙ, 125 мл (Cleansing lotion, 125 ml)	3304990000	55	1,84	101,20
2	СЕЛЕНА гель для снятия макияжа, дисп. 75 мл ("Selena"- gel removing make up, 75 ml)		4	1,33	5,32
3	ЛОСЬОН ТОНИЗИРУЮЩИЙ, 125 мл (Tonic lotion, 125 ml)		55	1,48	81,40
4	МАДОННА крем, 30 мл ("Madonna" cream, 30 ml)		30	1,23	36,90
5	ИМИДЖ крем, 30 мл ("Image" cream, 30 ml)		30	1,33	39,90
6	МИРРА-ЛЮКС крем, 30 мл ("Mirra-Lux" cream, 30 ml)		4	1,23	4,92
7	БАЛЬЗАМ ДЛЯ БЮСТА, 50 мл (Bust balm, 50 ml)		30	1,84	55,20
8	КРЕМ ДЛЯ ВЕК, 30 мл (Eyelid cream, 30 ml)		90	2,30	207,00
9	КРЕМ ДЛЯ РУК, 75 мл (Hand cream, 75 ml)		34	1,17	39,78
10	КРЕМ ДЛЯ НОГ, 75 мл (Foot cream, 75 ml)		59	1,63	96,17
11	САРГАССУМ бальзам, 30 мл ("Sargassum" balm, 30 ml)		60	1,63	97,80
12	КРЕМ С МУМИЕ, 30 мл ("Mummy" cream, 30 ml)		60	1,58	94,80
13	НОЧНОЙ крем, 50 мл ("Night" cream, 50 ml)		50	2,04	102,00
14	БЕТАКРИН бальзам, 30 мл ("Betakrin" balm, 30 ml)		30	1,43	42,90
15	РЕВЕНТОН бальзам, 50 мл ("Reventon" balm, 50 ml)		4	1,63	6,52
16	МИРРАЛГИН бальзам, 50 мл ("Mirralgin" balm, 50 ml)		4	2,04	8,16
17	АНТИЦЕЛЛЮЛИТНЫЙ бальзам, 50 мл ("Anticellulite" cream-balm, 50 ml)		4	1,69	6,76
18	БИФИРОН бифидо-бальзам, 50 мл (Bifiron balm, 50 ml)		46	1,63	74,98
19	УМА-БАЛЬЗАМ, 30 мл ("Uma-balm" regenerating, 30 ml)		210	3,32	697,20
20	ТИНЕЙДЖЕР гель, 30 мл ("Teenager" gel, 30 ml)		70	1,17	81,90
21	ДЕРМА-БЮСТ, 5*5 мл ("Derma-bust" intensive care, 5*5 ml)		36	7,91	284,76
22	ГЕЛИОС-22 крем солнцезащитный, 100 мл ("Gelios-22" sun protective cream, 100 ml)		70	1,02	71,40
23	РЕПАРИРУЮЩИЙ гель-бальзам, 50 мл (Gel-balm repairing, 50 ml)		4	1,43	5,72
24	Гель косметический с бактериофагами, Дисп. 30 мл (Cosmetic gel with bacteriophages, 30 ml)		4	1,84	7,36
25	Отбеливающий крем, Дисп. 15 мл. (Whitening cream, 15ml)		2	1,80	3,60
26	МОЛОЧКО ОЧИЩАЮЩЕЕ для сухой кожи, 300 мл (Cleansing milk for dry skin, 300 ml)		3	3,78	11,34

27 КРЕМ-СКРАБ для сухой кожи, 250 мл (<i>Peeling cream for dry skin, 250 ml</i>)	3	7,05	21,15
28 ЛОСЬОН ОЧИЩАЮЩИЙ, 300 мл (<i>Cleansing lotion, 300 ml</i>)	6	3,78	22,68
29 МАСКА ОЧИЩАЮЩАЯ для жирной кожи, 50 мл (<i>Oily skin cleansing mask, 50 ml</i>)	6	1,84	11,04
30 ЛОСЬОН-ТОНИК для сухой кожи, 300 мл (<i>Tonic lotion for dry skin, 300 ml</i>)	6	4,85	29,10
31 МАСКА ГРЯЗЕВАЯ для сухой кожи, бан. 200 мл. (<i>Dry skin mud mask, 200ml</i>)	3	5,92	17,76
32 МАСКА ГРЯЗЕВАЯ для жирной кожи, бан.200мл. (<i>Oily skin mud mask, 200ml</i>)	3	4,85	14,55
33 МАСКА ТРАВЯНАЯ, бан.200мл. (<i>Herbal mask, 200ml</i>)	3	5,92	17,76
34 МАСКА ВОДОРОСЛЕВАЯ, бан. 200 мл. (<i>Algae mask, 200ml</i>)	6	5,92	35,52
35 КРЕМ-МАСКА С ГИАЛУРОНОВОЙ КИСЛОТОЙ, 250 мл (<i>Cream mask with hyaluronic acid, 250 ml</i>)	3	9,19	27,57
36 ХВОЯ крем-маска косметическая, 250 мл (<i>Pine cream mask, 250 ml</i>)	6	8,63	51,78
37 КРЕМ ДЛЯ ВЕК, 150 мл (<i>Cream for eyelids, 150 ml</i>)	6	6,48	38,88
38 УМА крем-маска косметическая, 250 мл (<i>"Uma" cosmetic cream-mask, 250 ml</i>)	36	11,90	428,40
39 ЭКОЛА гель-маска для жирной кожи, 250 мл (<i>"Ecola" gel mask for oily skin, 250 ml</i>)	3	7,05	21,15
Итого (total):	штук (pcs): 1138	евро (euro): 3002,33	
Кол-во мест (number of cartons): 6			
Вес нетто (net weight): 112 кг (kg)			
Вес брутто (gross weight): 123 кг (kg)			

ИТОГО EX-WORKS:	штук (pcs): 1138	евро (euro): 3002,33	3002,33
Стоимость транспортировки: (<i>Cost of transportation</i>)		евро (euro):	570,42
Стоимость страхования: (<i>Cost of insurance</i>)		евро (euro):	15,36
Всего :		евро (euro):	3588,11

Вся продукция российского производства (All products are of Russian origin).

Общее кол-во мест (total number of cartons): 6
 Общий вес нетто (total netto weight): 112 кг (kg)
 Общий вес брутто (total gross weight): 123 кг (kg)
 Условия поставки (Delivery terms): CIP Los Angeles
 Условия платежа: 100% авансовая предоплата
 (100% advanced payment)

Генеральный директор
(General director)



А.Б.Мантиков
(A.B.Mantikov)

From: fairviewdns@aol.com
Sent: Sunday, March 04, 2007 9:31 PM
To: sales@twaveint.com
Subject: Online Order Placed With Mirra Skin Care

The following order was placed with Mirra Skin Care:

Order Number : 1050
Placed : 03/04/2007 21:30:32 EDT

Ship To:
faina solodar
fairviewdns@aol.com
718-415-4262

Bill To:
faina solodar
fairviewdns@aol.com
718-415-4262

1444 east 99 st
brooklyn NY 11236

84 corbin pl
brooklyn NY 11235

Code	Name	Quantity
Price/Ea.	Total	

ECM	Eye Contour Micro-Emulsion Intensive Eye	
rejuvenator with homogenized caviar 		2 \$35.00
\$70.00		
M14	Mummiyo Anti-aging cream 	1
\$37.00	\$37.00	
ground:	\$0.00	Shipping: Free Shipping-UPS
Tax:	\$0.00	Sales

Total:	\$107.00	

From: hau1054@aol.com
Sent: Tuesday, August 14, 2007 10:51 PM
To: sales@twaveint.com
Subject: Online Order Placed With Mirra Skin Care

The following order was placed with Mirra Skin Care:

Order Number : 1053
Placed : 08/14/2007 22:50:31 EDT

Ship To:
Alice Upchurch
hau1054@aol.com
706 561-9879

Bill To:
Alice Upchurch
hau1054@aol.com
706 561-9879

5500 Emily Drive
Columbus GA 31909

5500 Emily Drive
Columbus GA 31909

Code	Name	Quantity
Price/Ea.	Total	

R	Reventon Anti-varicose vein treatment 	2
\$45.00	\$90.00	
ground:	\$0.00	
		Shipping: Free Shipping-UPS
Tax:	\$0.00	Sales

Total:	\$90.00	

From: franteo2003@yahoo.com
Sent: Wednesday, September 05, 2007 9:21 PM
To: sales@twaveint.com
Subject: Online Order Placed With Mirra Skin Care

The following order was placed with Mirra Skin Care:

Order Number : 1055
Placed : 09/05/2007 21:21:05 EDT

Ship To:
mary f ayala
franteo2003@yahoo.com
614-818-2570
614-455-0837

Bill To:
mary f ayala
franteo2003@yahoo.com
614-818-2570
614-455-0837

4784 coachford drive
columbus OH 43231

4784 coachford drive
columbus OH 43231

Code	Name	Quantity
Price/Ea.	Total	
M14	Mummiyo Anti-aging cream 	1
\$37.00	\$37.00	
EC	Eye Cream Daily protector / hydrator 	1
\$43.00	\$43.00	
HP	Hydro-Emulsion Polysaccharide Moisturizing cream 	
1	\$28.00 \$28.00	
UB	Uma Balm Intensive rejuvenating cream with 10%	
homogenized caviar	1 \$55.00 \$55.00	
HE	Hydro-Emulsion Moisturizing cream 	1
\$25.00	\$25.00	
ground:	\$0.00	
Tax:	\$0.00	
Shipping: Free Shipping-UPS		
Sales		
Total:	\$188.00	

From: tvillone1@yahoo.com
Sent: Wednesday, September 26, 2007 10:12 AM
To: sales@twaveint.com
Subject: Online Order Placed With Mirra Skin Care

The following order was placed with Mirra Skin Care:

Order Number : 1056
Placed : 09/26/2007 10:12:11 EDT

Ship To:
Thomas Villone
tvillone1@yahoo.com
941-465-0862

Bill To:
Thomas Villone
tvillone1@yahoo.com
941-465-0862

5662 Marquesas Cir
Sarasota FL 34233

6926 Honeysuckle Trl
Bradenton FL 34202

Code	Name	Quantity
Price/Ea.	Total	
HC	Hand Cream Hand rejuvenator 	2
\$22.00	\$44.00	
Ground:	\$7.00	Shipping: UPS
Tax:	\$0.00	Sales

Total:	\$51.00	

From: tipiindianart@yahoo.com
Sent: Tuesday, October 23, 2007 2:01 PM
To: sales@twaveint.com
Subject: Online Order Placed With Mirra Skin Care

The following order was placed with Mirra Skin Care:

Order Number : 1057
Placed : 10/23/2007 14:00:35 EDT

Ship To:
Eva Mueller
tipiindianart@yahoo.com
505.459.5765

Bill To:
Eva Mueller
tipiindianart@yahoo.com
505.459.5765

tipi indian art
3202 Jane Circle SE
Rio Rancho NM 87124

tipi indian art
3202 Jane Circle SE
Rio Rancho NM 87124

Code	Name	Quantity
Price/Ea.	Total	

UB	Uma Balm Intensive rejuvenating cream with 10% homogenized caviar	1
		\$55.00 \$55.00
I	Image Anti-aging moisturizer 	1
\$37.00	\$37.00	
EC	Eye Cream Daily protector / hydrator 	1
\$43.00	\$43.00	
	Shipping: Free Shipping-UPS	
ground:	\$0.00	
		Sales
Tax:	\$0.00	

Total:	\$135.00	

EXHIBIT 5

MIRRA

PURE & NATURAL SKIN CARE

ENTER

If you don't see the animation above, please
download the free Flash player **HERE**

Introducing Mirra skin care, representing cutting edge Russian research technology, with an emphasis on natural remedies for aging skin. Utilizing wild crafted herbs and caviar, Russian microbiologists and doctors have created a complete skin care line that delivers noticeable and long-term improvements in skin texture, appearance, and overall health. Mirra products are cold processed and are packaged in unique hermetically sealed containers.

All of Mirra's herbs are ecologically wild crafted by Orthodox Nuns living in remote regions of the Altai Mountains of Russia.

Mirra represents the ideal combination of science and nature and the future of anti-aging solutions.

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MIRRA

PURE & NATURAL SKIN CARE





FROM MOTHER NATURE TO THE LABORATORY

Mirra is a private Russian company manufacturing a broad range of Mirra brand cosmetics. The Company was established in 1992 in cooperation with the Applied Microbiology Center (Moscow Region).

The prime aim of Mirra cosmetics is to restore the human body's protective functions, stave off old age and preserve beauty and health. Mirra's unique work has brought international acclaim (over 50 awards to date) and fantastic results.

RESPECTING MOTHER NATURE

Mankind has never been able to surpass the richness and diversity of natural components. Likewise, mankind has never been able to do without them. With the looming threats of climate change and ecological mayhem, mankind has now realized how important it is to respect our Mother Nature.

MIRRA has always kept things simple, drawing on the exceptional properties of plants, their extracts, essential oils, amino acids and vitamins. MIRRA respects the ecological environment by extracting the best properties of plants without destroying or altering them. Although essential for our health, these natural plant-derived components are particularly fragile. They can only develop in a pure environment and their properties can only be preserved under certain conditions that need to be cherished and controlled.

In the Altai Mountains, to the north of the Siberian plains, Mother Nature offers unique plant diversity in a very propitious climate. The air is pure and completely pollution-free. Plants are handpicked deep in the wilderness. The scent of myrrh is quite common in orthodox churches, but this is the first time that its hitherto unknown properties have been used for cosmetic purposes. Nuns living in the most remote regions of Russia carefully and delicately gather the rarest plants one by one. The natural components in these plants are then extracted for use in MIRRA products.



EXPERTISE IN BIOTECHNOLOGY

MIRRA products are primarily composed of exceptionally fragile natural ingredients, it is particularly important to ensure that their enhancing properties are preserved. This is why our skin creams, gels and lotions come in hermetically sealed packaging to prevent air and microbes from contaminating the products. Some of our products, composed of delicate oils, come in glass packaging. All skincare oils are cold emulsified through a patented process of micronizing. MIRRA does not test its products on animals; instead MIRRA relies on human volunteers to test all of its products.

MIRRA uses special machines to **cold emulsify** bioactive components in a unique and original process that blends the various ingredients in MIRRA **creams** and **balms**. This technology makes it possible for aqueous elements to bind with heavier elements such as oils and essential oils without increasing the temperature. Heat would destroy the plant-derived active principles, vitamins and amino acids, whose effectiveness must be fully preserved. As a result, MIRRA products are composed of emulsions of molecules that are **500 times smaller** than skin cells. These molecules are absorbed instantly and work deeply inside the skin. Another of MIRRA's exclusive patented processes is homogenization of **caviar** (Russian white sturgeon eggs) and salmon roe (salmon eggs). Homogenization ensures that only whole raw **Russian caviar** is added to MIRRA's select products. Extremely rich in immunizing albumin, proteins, and amino acids, all powerfully regenerative and restorative, these precious gifts of Mother Nature remain intact thanks to MIRRA's cold emulsification technology.

MIRRA'S SECRET

One of the most fantastic secrets of MIRRA's beauty products is **ultra-fast absorption**. Never oily, MIRRA products do not stain clothing. The skin quickly absorbs MIRRA creams, lotions and gels. The beneficial properties of the ingredients are immediately and directly released deep inside the skin, enhancing your natural beauty. Protected, nourished and firmed, your skin shines thanks to the natural active principles contained in MIRRA beauty products.



The Prime
aim of Mirra
Cosmetics is to Re-
store the Human
Body's Protective
Functions

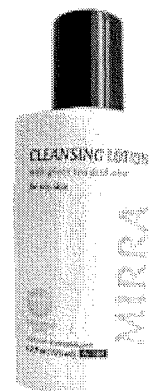
CLEANSING, TONING & REPAIRING

CLEANSING LOTION

Herbal cleanser

Effectively removes excessive oil, cleans pores softly and safely, without changing the acid-alkaline balance of the skin. The lotion has anti-inflammatory properties.

- alcohol free
- clover and alfalfa (both natural soft cleansers)
- celandine (soothing and relaxing effect)
- St. John's Wart (astringency and protection)
- lavender essential oil and milfoil extract (both stimulants)
- aloe (moisture retention)
- preserves the skin's natural pH and regulates sebum levels.
- contains green tea extract (antioxidant).



TONIC LOTION

Clarifying toner

Provides a cleansing and revitalizing effect. Helps to stimulate cell regeneration and metabolism. The toner has an antimicrobial action.

- ginseng (stimulating and smoothing effect, skin elasticity improvement)
- rich in antioxidant polyphenols and flavonoids extracted from green tea
- fights against bacteria
- contains sea salt (antimicrobial)
- moisturizing provitamin A and vitamin C

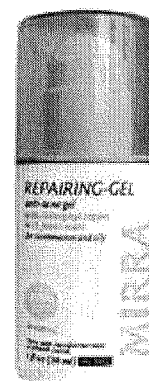


REPAIRING-GEL

Anti-acne gel

Recommended for acne prone skin, both body and face. Provides an anti-inflammatory and drying effect. Can help reduce acne and fight against future breakouts and inflammation.

- aloe (moisture retention)
- clover and alfalfa extracts (both natural soft cleansers)
- absinth (toner)
- milfoil (stimulant)
- refreshing menthol
- helps reduce acne and further break outs



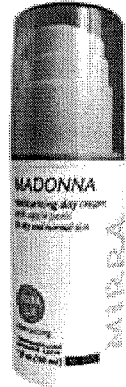
MOISTURIZING

MADONNA

Moisturizing day cream

Apple peel extracts give this cream a rich moisturizing effect, combined with capillary strengthening and regenerating properties. Assists in improving the complexion and elasticity of the skin.

- fruit extracts (apple peel extract)
- moisturizing coconut and grape seed oils
- essential oils of ylang-ylang (calming effect)
- myrrh (astringent and stimulant for the upper layer of the epidermis)
- helps protect and revitalize skin



HYDRO-EMULSION POLYSACCHARIDE

Moisturizing cream

Recommended for sensitive skin. Assists the skin in retaining moisture in times of hot or cold weather.

- protective layer of plantain sap polysaccharides (anti-inflammatory effect)
- extracts of coltsfoot (effect of repairing skin cells)
- flaxseed (rich in vitamins, minerals and essential fatty acids)
- several essential oils: sweet orange (vitamin C, toner), lemon (stimulant, rich in vitamins), ylang-ylang (calming effect), patchouli (effect of reinforcing skin tonicity) and sandalwood (cosmetic action to soothe irritated skin)



HYDRO-EMULSION

Moisturizing cream

Helps the epidermal cells stay hydrated, improves elasticity, and can assist in reviving the skin.

- myrrh (astringent and stimulant for the upper layer of the epidermis)
- lavender and rosemary (stimulants)
- jasmine (calming effect)
- palm kernel (emollient, effect of restructuring skin cells)
- jojoba (skin moisturizer)
- musk rose (restorative)
- milk thistle (antioxidant and toner)
- tamanu oil (very good at protecting damaged skin)



MOISTURIZING

BIFIRON

Intensive skin softener with cultured bifidus

Excellent nourishing moisturizer, recommended for damaged and pigmentation inclined skin.

- liquorice extract (soothing and softening effect)
- polyvitaminic and fermentative complex containing bifidus bacterial culture filtrate
- wormwood (anti-microbial)
- calendula oily extract (soothing and restorative)



NIGHT CREAM

Nighttime nourishing cream

Restructures and strengthens the skin. Nourishes and moisturizes, smoothes out fine lines and wrinkles. Slows down the appearance of new visible signs of skin aging.

- extracts of melissa (effect of restoring balance, soothing and relaxing)
- bee propolis (protective, stimulant)
- milk thistle oil (antioxidant and toner)
- Siberian cedar nuts (fresh toner)
- moisturizing provitamin A and vitamins C and E.

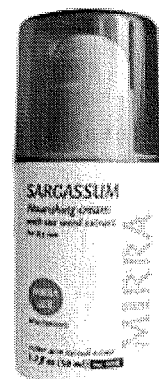


SARGASSUM

Nourishing cream

Helps stimulate metabolism in skin cells, due to its high content of sea weed, mineral salts, and macro-and micro-elements. Vitalizes dry and aging skin. Provides a wonderful nourishing effect.

- sea weed
- milk thistle (antioxidant and toner)
- aloe (moisture retention)
- clover and lucerne (both natural soft cleansers)
- contains sea salt (antimicrobial)



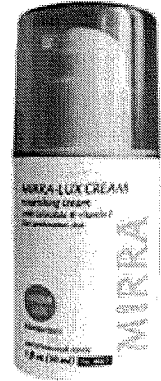
MOISTURIZING

MIRRA-LUX

Nourishing cream

Nourishes and improves elasticity of the skin. Can help protect the skin from daily stress and adverse environments.

- mullein (saponin, astringent)
- oils of apricot pit (very rich in polyunsaturated fatty acids, help in softening and smoothing the skin)
- jojoba (moisturizing and nourishing effect)
- coltsfoot (vitamin C, Zinc, calcium and tannins)
- alecost extract (rich in flavonoids)
- thyme (rich in flavonoids)
- fish based phospholipids (omega-3 and omega-6)

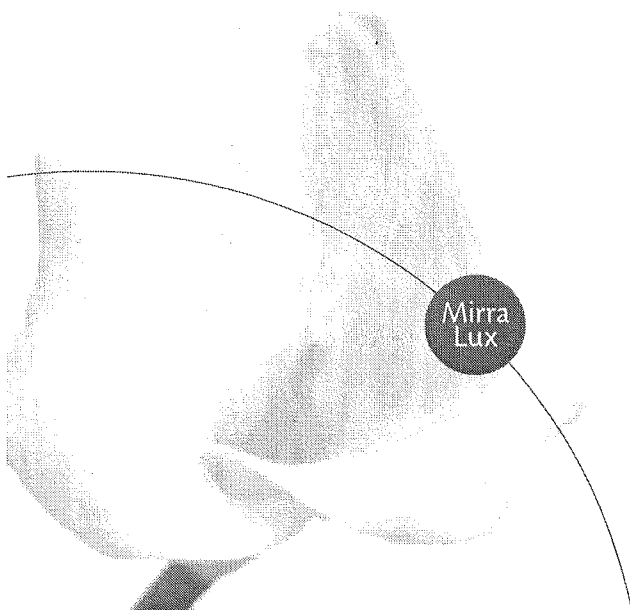
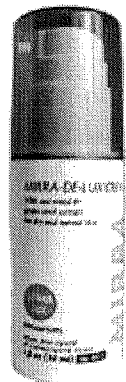


MIRRA-DE-LUX

Moisturizing day cream

Helps soften skin and balance the moisture content. Revitalizes skin with sea weed extracts.

- grape seed oil (rich in vitamins, minerals and essential fatty acids)
- brown algae concentrate (effect of slowing down imperceptible loss of moisture, rich in minerals, iodine and vitamins)
- oils of apricot pit (rich in polyunsaturated fatty acids, helps in softening and smoothing the skin)
- jojoba (moisturizing and nourishing effect)
- lavender (stimulant)
- alecost extract (rich in flavonoids)



EYE CARE

EYE CREAM

Daily protector/hydrator

The cream has good hydrating and toning properties, providing optimal conditions for regeneration and recovery. Unique herbal complex protects the skin from environmental stress and pollution, which may cause premature aging.

- milfoil (stimulant)
- mullein (saponin, astringent)
- raspberry (toner, rich in pectin, vitamins and minerals)
- coltsfoot (vitamin C, Zinc, calcium and tannins)
- melissa (soothing effect)
- lime blossom (refreshing and soothing effect)
- thyme (rich in flavonoids)
- myrrh (astringent and stimulant for the upper layer of the epidermis)
- rosemary (revitalizing effect)
- peppermint (stimulant and toner)
- wipes away the under-the-eyes rings and bags, and eyes can look younger



SUN CARE

HELIOS-22

Sunscreen

SPF 22-water resistant

Provides protection against UV radiation and sunburn. Contains a special complex of sun block filters and plant extracts.

- contains green tea extract (antioxidant)
- ascorbic acid (vitamin C)
- fir needle CO2-extract (protective, healing, and antiseptic qualities)
- castor oil (softening effect, emulsifier)
- extracts of melissa (effect of restoring balance, soothing and relaxing)



Mirra
Lux

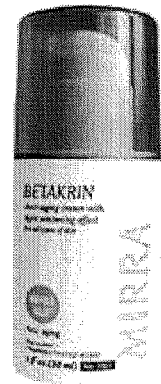
ANTI-AGING

BETAKRIN

Anti-aging cream

Nourishes and moisturizes, replenishing the skin with essential anti-oxidant vitamins (C and E) and staves off premature aging of cells in the upper layer of the epidermis.

- St. John's Wart (astringent and protective)
- oils of grape seed (rich in vitamins, minerals and essential fatty acids)
- coconut (vitamins, moisturizing and softening effect)
- sesame (effect of maintaining skin tissue integrity, restructuring)
- myrrh (stimulating effect in the upper layer of the epidermis)
- moisturizing provitamin A



MUMMIYO

Anti-aging cream

Mummio (shilajit) is a naturally occurring semi-soft substance found in the Altaian mountains (bordering northern Mongolia), flowing from the layers of rock. A homeopathic remedy that can help in stimulating metabolic and regenerating processes in skin cells. Shilajit (mummio) can naturally help strengthen anti-toxic and anti-inflammatory properties of the skin. A unique natural remedy for aging skin.

- an exclusive MIRRA innovation containing Mummio (also known as shilajit), a resin used in India and Russia as a 100% natural regenerator.
- alfalfa extract (rich in vitamins and mineral salts)
- essential oil of ylang-ylang (calming effect)
- stimulates and regenerates tired skin

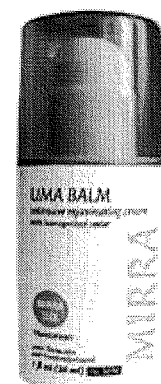


UMA BALM

Intensive rejuvenating cream with homogenized caviar

Homogenized caviar (whole white sturgeon caviar) revitalizes skin cells with essential vitamins, minerals and proteins. Caviar helps to speed up the natural production of collagen. It can help to plump up and thicken the skin and thus give a younger, firmer appearance.

- homogenized **caviar** (rich in proteins and restorative nucleic acids)
- grape seed (rich in vitamins, minerals and essential fatty acids)
- milk thistle (antioxidant)
- essential oils of tea tree (stimulant and toner)
- lavender (stimulant)
- helps rejuvenate the epidermis, it actively regenerates, nourishes, moisturizes and strengthens your skin



ANTI-AGING

IMAGE

Anti-aging moisturizer

Contains hyaluronic acid that hydrates the skin and restores its natural moisture balance. Helps protect skin from damage associated with aging.

- hyaluronic acid (hydrating and rejuvenating)
- clover and lucerne (both natural soft cleansers)
- myrrh (astringent and stimulant for the upper layer of the epidermis)
- lactic acid (softening and refreshing)

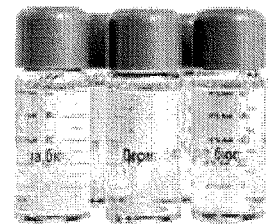


DECOLLETE MICRO-EMULSION

Invigorating rejuvenator for the bust, neck and chest with homogenized caviar

Homogenized caviar (whole white sturgeon caviar) revitalizes skin cells with essential vitamins, minerals and proteins. Intensive skin care that has a firming action. Helps reduce stretch marks and fine lines. Nourishes, moisturizes and invigorates the sensitive skin of the bust, neck and chest.

- homogenized **caviar** (rich in proteins and restorative nucleic acids)
- lavender and myrrh (both stimulants)
- moisturizing provitamin A and vitamins C and E
- grape seed (rich in vitamins, minerals and essential fatty acids)
- milk thistle (antioxidant and toner)
- helps aid the natural cell reproduction process and resists early aging

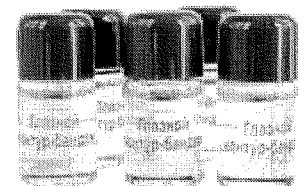


EYE MICRO-EMULSION

Intensive eye rejuvenator with homogenized caviar

Homogenized caviar (whole white sturgeon caviar) revitalizes skin cells with essential vitamins, minerals and proteins. Intensive eye care. Helps reduce rings and bags from forming under and around the eyes (as a result of water retention). Can help invigorate cells in the upper layer of the epidermis and stimulate micro circulation of blood in the subcutaneous capillaries of the fragile zone around the eyes.

- homogenized **caviar** (rich in proteins and restorative nucleic acids)
- grape seed (rich in vitamins, minerals and antioxidants)
- jojoba (moisturizing and nourishing effect)
- myrrh (astringent and stimulant for the upper layer of the epidermis)
- ylang-ylang (calming effect)
- wild rose oily extract (rich in vitamins and rich in Omega-3 and Omega-6)
- exclusive micro-emulsion has the general effect of lifting and invigorating the skin
- the epidermis recovers its ideal moisture level and the skin begins to rejuvenate



HOLISTIC THERAPY

FOOT CREAM

Intensive foot care

Provides an antimicrobial and antifungal action. Lessens sweating, eliminates unpleasant smell, and softens rough areas of the sole and heel.

- kaolin clay (natural moisturizer)
- sea weed
- Siberian fir-needles (strong restorative properties)
- provides a bacteriostatic effect while soothing tired and heavy feet
- Soybean (Non-GMO) and palm kernel oils (effect of moisturizing and nourishing the skin)
- eliminates unpleasant odours and regulates perspiration.



HAND CREAM

Hand rejuvenator

The cream assists in reducing skin irritation and reddening, while moisturizing and nourishing the skin. The cream is wonderful for minor wounds, damages and scratches on the hands. Mummio (shilajit) is a naturally occurring semi-soft substance found in the Altaian mountains (bordering northern Mongolia), flowing from the layers of rock. A homeopathic remedy that can help in stimulating metabolic and regenerating processes in skin cells. Shilajit (mummio) can naturally help strengthen anti-toxic and anti-inflammatory properties of the skin. Can help soften rough and dry areas of the hands.

- an exclusive MIRRA innovation containing Mummio (also known as shilajit), a resin used in India and Russia as a 100% natural regenerator.
- alfalfa extract (rich in vitamins and mineral salts)
- lemon (stimulant, rich in vitamins)
- jasmine (refreshing effect)
- provides a bacteriostatic effect while soothing and preventing hands skin from dehydrating and drying out



ANTI-CELLULITE BALM

Anti-Cellulite treatment

Can lessen and reduce effects of cellulite, helps blood micro circulation, and assists in improving skin elasticity and vitality.

- essential oils of tea tree (stimulant and toner)
- horse chestnut (helps strengthens the walls of the blood vessels and promotes the circulation in the finest vessels. It also helps remove excess fluid from the tissues and makes them firmer.)
- chlorophyll-copper complex (cleansing)
- milk thistle oil (antioxidant and toner)
- cypress (astringent and toner)



BUST BALM

Bust firming cream

Regular application can help improve skin elasticity and increase firmness. A homeopathic remedy designed to nourish skin cells and bust tissues. A natural remedy assisting in the reduction of painful swelling of the mammary gland associated with PMS.

- rosemary (effect of revitalizing and stimulating the skin)
- lavender (stimulant)
- peppermint (refreshing toner)
- grape seed (rich in vitamins, minerals and essential fatty acids)
- milk thistle (antioxidant and toner)
- milfoil and absinth extracts (both toners)
- moisturizing provitamin A
- fish based phospholipids (Omega-3, Omega-6)



REVENTON

Anti-varicose vein treatment

Assists in increasing and normalizing blood micro circulation. Can help decrease swelling, fatigue, feeling of heaviness in limbs, and capillary net (varicose veins).

- horse chestnut (helps strengthens the walls of the blood vessels and promotes the circulation in the finest vessels. It also helps remove excess fluid from the tissues and makes them firmer.)
- liquorice extract (soothing and softening effect)
- fish based phospholipids (Omega-3, Omega-6)
- essential oils of tea tree (stimulant and toner)
- extracts of coltsfoot (effect of repairing skin cells)
- milk thistle oil (antioxidant and toner)



MIRRALGIN

Restoring balm for muscle strain

Helps reduce muscular swelling after injury. Can help with joint pain asso with aging.

- clove (relaxing)
- cypress (astringent and toner)
- clary sage (astringent, firming effect)
- tea tree (stimulant and toner)
- eucalyptus and peppermint (stimulant and toner)
- liquorice extract (soothing and softening effect)
- this balm is used for intense sports activities
- moisturizing provitamin A, vitamins E, Omega-3 and Omega-6



COMPOSITION

CLEANSING LOTION

Distilled water; extracts: celandine*, hypericum* (St. John's wart), alecost*, milfoil*, clover*, alfalfa*, aloe vera*; dry green tea extract*; lavender essential oil; PEG-7 glyceryl cocoate (derived from coconut oil); citric acid; lactic acid.

REPAIRING GEL

Distilled water; extracts: hypericum* (St. John's Wart), celandine*, absinth*, milfoil*, aloe vera*, clover* and alfalfa*; carbomer; chlorophyll copper complex* (derived from plants); menthol*.

TONIC LOTION

Distilled water; ethyl alcohol; ginseng* extracts (Panax ginseng C.A. Mey); glycerin (derived from plant oils); natural sea salt; carbamide; citric acid; dry green tea* extract; ascorbic acid (vitamin C); succinic acid; glutamic acid; Beta-Carotene.

MADONNA

Distilled water; extracts: clover* & alfalfa*; oils: coconut & grape seed; glycerin (derived from plant oils); stearic acid and palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); fatty alcohols (cetearyl alcohol); PEG-9 stearate & distearate; apple peel wax; ylang-ylang essential oil; myrrh essential oil; ascorbyl palmitate; methylparaben (food grade preservative); propylparaben (food grade preservative).

HYDRO-EMULSION POLYSACCHARIDE

Distilled water; extracts of burdock* and coltsfoot*; glycerin (derived from plant oils); soybean oil (Non-GMO); plantain sap polysaccharides*; stearic & palmitic acid; coconut and grape seed oils; glyceril stearate & glyceryl palmitate; beeswax; palm kernel oil; emulsion wax; PEG-9 stearate & distearate; flaxseed extract; sweet orange and lemon essential oils; succinic acid; ascorbyl palmitate; lactic acid; ylang-ylang essential oil; acetic acid ex vinefera (derived from vinegar); patchouli essential oil; sandalwood essential oil; methylparaben (food grade preservative); propylparaben (food grade preservative).

HYDRO-EMULSION

Distilled water; soybean oil (Non-GMO); clover extract*; palm kernel oil; cold pressed jojoba oil; glycerin (derived from plant oils); stearic & palmitic acid; musk rose and milk thistle oils; glyceril stearate & glyceryl palmitate; PEG-9 stearate distearate; beeswax; emulsion wax; fatty alcohols (cetearyl alcohol); tamanu oil; myrrh essential oil; lavender*, rosemary essential oils; ascorbyl palmitate; jasmine essential oil; lactic acid; acetic acid ex vinifera (derived from vinegar); methylparaben (food grade preservative); propylparaben (food grade preservative).

BIFIRON

Distilled water; oils: coconut and grape seed; glycerin (derived from plant oils); stearic & palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); fatty alcohols (cetearyl alcohol); PEG-9 stearate & distearate; liquorice extract*; etidronic acid 20% dist.; calendula oily extract*; polyvitaminic and fermentative complex containing bifidus bacterial culture filtrate; wormwood extract*; essential oils: geranium, bergamot and frankincense; ascorbyl palmitate; Beta-carotene; methylparaben (food grade preservative); propylparaben (food grade preservative).

NIGHT CREAM

Distilled water; soybean oil (Non-GMO); stearic & palmitic acid; extracts: melissa*, propolis*, milk thistle*, coconut oil; distilled monoglycerides (glycerin & fatty acids); beeswax; milk thistle oil; emulsion wax; lanolin; nettle extract*; carbamide; glycerin (derived from plant oils); Siberian cedar nuts*; tocopheryl acetate (vitamin E); ascorbic acid (vitamin C); Beta-carotene; methylparaben (food grade preservative); propylparaben (food grade preservative).

SARGASSUM

Distilled water; extracts: clover* & alfalfa*; oils: coconut & grape seed; glycerin (derived from plant oils); stearic acid and palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); fatty alcohols (cetearyl alcohol); PEG-9 stearate & distearate; olive and milk thistle oils; clover* and lucerne* extracts; laminarium saccharidis algae (sea weed); fucus vesiculosos (sea weed); essential oils: cypress, basil and bergamot, bio-stimulated aloe juice*; sea salt; tocopheryl acetate (vitamin E); methylparaben (food grade preservative); propylparaben (food grade preservative).

MIRRA-LUX

Distilled water; oils: coconut and grape seed; glycerin (derived from plant oils); stearic & palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); fatty alcohols (cetearyl alcohol); PEG-9 stearate & distearate; alecost extract*; apricot oil; cold pressed jojoba oil; extracts: calendula*, licorice*, mullein*, raspberry*, coltsfoot*, melissa*, chamomile*, lime blossom*, and thyme*; fish based phospholipids (Omega-3, Omega-6); essential oils: ylang-ylang, myrrh, jasmine, and geranium; Beta carotene; methylparaben (food grade preservative); propylparaben (food grade preservative).

MIRRA-DE-LUX

Distilled water; glycerin (derived from plant oils); grape seed and soybean oils (Non-GMO); clover extract*; stearic & palmitic acid; coconut oil; distilled monoglycerides (glycerin & fatty acids); beeswax; palm kernel oil; emulsion wax; apricot pit oil; alecost extract*; PEG-9 stearate & distearate; distilled fatty alcohols (cetearyl alcohol); sesame and cold pressed jojoba oils; myrrh essential oil; lavender and eucalyptus essential oils; tocopheryl acetate (vitamin E); ascorbyl palmitate; brown algae concentrate; frankincense and jasmine essential oils; acetic acid ex vinifera (derived from vinegar); Beta-carotene; methylparaben (food grade preservative); propylparaben (food grade preservative).

EYE CREAM

Distilled water; grape seed and coconut oils; glycerin (derived from plant oils); stearic & palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glyceril stearate & glyceryl palmitate); fatty alcohols (cetearyl alcohol); milfoil extract; PEG-9 stearate & distearate; cold pressed jojoba oil; oily extract of wild rose*; extracts: liquorice*, calendula*, mullein*, raspberry*, coltsfoot*, melissa*, chamomile*, lime blossom* and thyme*; essential oils: myrrh, jasmine and lavender; rosemary essential oil; natural sea salt; ascorbyl palmitate; ylang-ylang and peppermint essential oils; Beta-Carotene; methylparaben (food grade preservative); propylparaben (food grade preservative).

SUNSCREEN

Active Ingredients: octyl methoxycinnamate (sunscreen, 5.5%); titanium dioxide (sunscreen, 3.5%); octyl triazone (sunscreen, 2.5%).
Distilled water; soybean oil (Non-GMO); stearic & palmitic acid; coconut oil; glyceryl stearate; glyceryl palmitate; beeswax; fatty alcohols (cetearyl alcohol); glycerin (derived from plant oils); benzophenone-4; melissa extract*; PEG-7 glyceryl cocoate (derived from coconut oil); castor oil; sodium laureth sulfate (derived from coconut oils); carbamide; crospovidone; ascorbic acid (vitamin C); green tea extract*; lecithin; tocopheryl acetate (vitamin E); fir needle CO2-extract*; methylparaben (food grade preservative); propylparaben (food grade preservative).

*ecologically wild crafted herbs

COMPOSITION

BETAKRIN

Distilled water; grape seed and coconut oils; glycerin (derived from plant oils); stearic & palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); hypericum extract* (St. John's Wart); fatty alcohols (cetearyl alcohol); oily extract of calendula*; sesame oil; PEG-9 stearate & distearate; bergamot essential oil; myrrh essential oil; essential oils: ylang-ylang and patchouli; ascorbyl palmitate; ascorbic acid (vitamin C); lactic acid; Beta-carotene; tocopheryl acetate (vitamin E); methylparaben (food grade preservative); propylparaben (food grade preservative).

MUMMIYO

Distilled water; alfalfa* and clover* extracts; soybean (Non-GMO) and palm oils; glycerin (derived from plant oils); stearic & palmitic acid; distilled monoglycerides (glycerin & fatty acids); PEG-9 stearate & distearate; beeswax; emulsion wax; fatty alcohols (cetearyl alcohol); ylang-ylang essential oil; ascorbyl palmitate; acetic acid ex vinifera (derived from vinegar); geranium essential oil; natural shilajit* (mummio); methylparaben (food grade preservative); propylparaben (food grade preservative).

UMA BALM

Distilled water; 10% homogenized caviar (whole white sturgeon caviar); grape seed and coconut oils; glycerin (derived from plant oils); stearic & palmitic acid; fish based phospholipids (vitamin F); beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); fatty alcohols (cetearyl alcohol); tea tree essential oil; PEG-9 stearate & distearate; myrrh*; lavender essential oil; milk thistle oil; geranium essential oil; monarda essential oil; peppermint essential oil; ascorbyl palmitate; Beta-carotene; methylparaben (food grade preservative); propylparaben (food grade preservative).

IMAGE

Distilled water; extracts: clover* & alfalfa*; oils: coconut & grape seed; glycerin (derived from plant oils); stearic acid and palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); fatty alcohols (cetearyl alcohol); PEG-9 stearate & distearate; clover* and lucerne extracts*; carbamide; hyaluronic acid; myrrh essential oil; lactic acid; acetic acid ex vinifera (derived from vinegar); methylparaben (food grade preservative); propylparaben (food grade preservative).

DECOLLETE MICRO-EMULSION

Grape seed, castor and milk thistle oils; fish oil; fish based phospholipids (Omega-3, Omega-6); caviar (Russian white sturgeon); salmon roe caviar; clove, bergamot*, lavender and peppermint essential oils; vitamin E; myrrh*, jasmine*, monarda and eucalyptus essential oils; ascorbic acid (vitamin C); Beta-Carotene.

EYE MICRO-EMULSION

Grape seed, castor and sesame oils; fish based phospholipids (Omega-3, Omega-6); cold pressed jojoba and milk thistle oils; caviar (Russian white sturgeon); clary sage* and ylang-ylang essential oils; oily extract of wild rose*; essential oils: lavender, jasmine, myrrh, basil; β -carotene.

FOOT CREAM

Distilled water; oils: soybean and palm kernel; Kaolin (China clay); glycerin (derived from plant oils); stearic & palmitic acid; chlorophyll-carotene concentrate*; distilled monoglycerides (glycerin & fatty acids); PEG-9 stearate & distearate; beeswax; emulsion wax; lavender* waxes and lipids; fatty alcohols (cetearyl alcohol); carbonaceous extracts of fir-needles*; salicylic acid; chlorophyll copper complex* (derived from plants); acetic acid ex vinifera (derived from vinegar); ascorbyl palmitate; methylparaben (food grade preservative); propylparaben (food grade preservative).

HAND CREAM

Distilled water; alfalfa* and clover extracts*; soybean (Non-GMO) and palm oils; glycerin (derived from plant oils); stearic & palmitic acid; distilled monoglycerides (glyceril stearate & glyceryl palmitate); PEG-9 stearate & distearate; beeswax; emulsion wax; fatty alcohols (cetearyl alcohol); geranium and lemon essential oils; jasmine essential oil; ascorbyl palmitate; acetic acid ex vinifera (derived from vinegar); natural shilajit* (mummio); methylparaben (food grade preservative); propylparaben (food grade preservative).

ANTI-CELLULITE

Distilled water; grape seed and coconut oils; glycerine; stearic & palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glyceril stearate & glyceryl palmitate); fatty alcohols (cetearyl alcohol); milfoil extract*; PEG-9 stearate & distearate; yellow sweet clover*; milk thistle*; sweet orange oil; fennel oil; horse chestnut*; lemon oil; citric and succinic acid; essential oils: peppermint, rosemary, tea tree and cypress; chlorophyll-copper complex; methylparaben (food grade preservative); propylparaben (food grade preservative).

BUST BALM

Distilled water; coconut and grape seed oils; glycerin (derived from plant oils); stearic & palmitic acid; milfoil extract*; beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); castor oil; fatty alcohols (cetearyl alcohol); fish based phospholipids (Omega-3, Omega-6); absinth extract*; PEG-9 stearate & distearate; lavender essential oil; cold pressed jojoba and milk thistle oils; peppermint*, rosemary and sandalwood essential oils; ascorbyl palmitate; Beta-carotene; carmoisine (C.I. 14720); methylparaben (food grade preservative); propylparaben (food grade preservative).

REVENTON

Distilled water; coconut and grape seed oils; glycerin (derived from plant oils); stearic & palmitic acid; beeswax; emulsion wax; glyceril stearate & glyceryl palmitate; fatty alcohols (cetearyl alcohol); extracts: horse chestnut* and coltsfoot*; PEG-9 stearate & distearate; clary sage and clove essential oils; liquorice extract*; fish based phospholipids (Omega-3, Omega-6); marjoram and tea tree essential oils; carbonaceous concentrate of sweet clover*; milk thistle oil; peppermint, rosemary and monarda essential oils; ascorbyl palmitate; Beta-carotene; methylparaben (food grade preservative); propylparaben (food grade preservative).

MIRRALGIN

Distilled water; oils: coconut and grape seed; glycerin (derived from plant oils); stearic & palmitic acid; beeswax; emulsion wax; distilled monoglycerides (glycerin & fatty acids); fatty alcohols (cetearyl alcohol); PEG-9 stearate & distearate; liquorice extract*; etidronic acid 20% dist.; essential oils: clove, cypress, tea tree, clary sage and eucalyptus; fish based phospholipids (Omega-3, Omega-6); essential oils: monarda and peppermint; milk thistle oil; ascorbyl palmitate; Beta-carotene; tocopheryl acetate (vitamin E); methylparaben (food grade preservative); propylparaben (food grade preservative).

*ecologically wild crafted herbs

	All Skin Types	Combination /Oily	Dry / Normal	Sensitive
CLEANSING LOTION	■■■ ■■ ■■■■■■■■			
TONIC LOTION	■■■ ■■ ■■■■■■■■			
REPAIRING-GEL		■■■ ■■ ■■■■■■■■		
MADONNA			■■■ ■■ ■■■■■■■■	
HYDRO-EMULSION POLYSACCHARIDE				■■■ ■■ ■■■■■■■■
HYDRO-EMULSION			■■■ ■■ ■■■■■■■■	
BIFIRON BALM				■■■ ■■ ■■■■■■■■
NIGHT CREAM	■■■ ■■ ■■■■■■■■			
SARGASSUM			■■■ ■■ ■■■■■■■■	
MIRRA-LUX CREAM		■■■ ■■ ■■■■■■■■		
MIRRA-DE-LUX CREAM				■■■ ■■ ■■■■■■■■
EYE CREAM	■■■ ■■ ■■■■■■■■			
HELIOS-22			■■■ ■■ ■■■■■■■■	
BETAKRIN	■■■ ■■ ■■■■■■■■			
MUMMIYO	■■■ ■■ ■■■■■■■■			
UMA BALM	■■■ ■■ ■■■■■■■■			
IMAGE	■■■ ■■ ■■■■■■■■			
DECOLLETE MICRO-EMULSION	■■■ ■■ ■■■■■■■■			
EYE CONTOUR MICRO-EMULSION	■■■ ■■ ■■■■■■■■			
FOOT CREAM	■■■ ■■ ■■■■■■■■			
HAND CREAM	■■■ ■■ ■■■■■■■■			
ANTI-CELLULITE BALM	■■■ ■■ ■■■■■■■■			
BUST BALM	■■■ ■■ ■■■■■■■■			
REVENTON	■■■ ■■ ■■■■■■■■			
MIRRALGIN	■■■ ■■ ■■■■■■■■			

■■■ ■■ ■■■■■■■■	CLEANSING, TONING & REPAIRING	■■■ ■■ ■■■■■■■■	SUN CARE
■■■ ■■ ■■■■■■■■	MOISTURIZING	■■■ ■■ ■■■■■■■■	ANTI-AGING
■■■ ■■ ■■■■■■■■	EYE CARE	■■■ ■■ ■■■■■■■■	HOLISTIC THERAPY

GUIDELINES FOR PROPER USAGE AND MAINTENANCE OF MIRRA PRODUCTS

At Mirra, we use only the purest natural ingredients and minimal safe preservatives in our fresh, unique preparations. We have prepared for our customers the following guidelines to help maintain the freshness and efficacy of our products for as long as possible:

SUGGESTED USAGE

All of our products have been tested to ensure a two year shelf life; however, as with all cosmetics, our preparations are freshest when used within six months of purchase. Please note: In general, it is a good idea to refrigerate products to extend their lifespan.

CLIMATE CONTROL

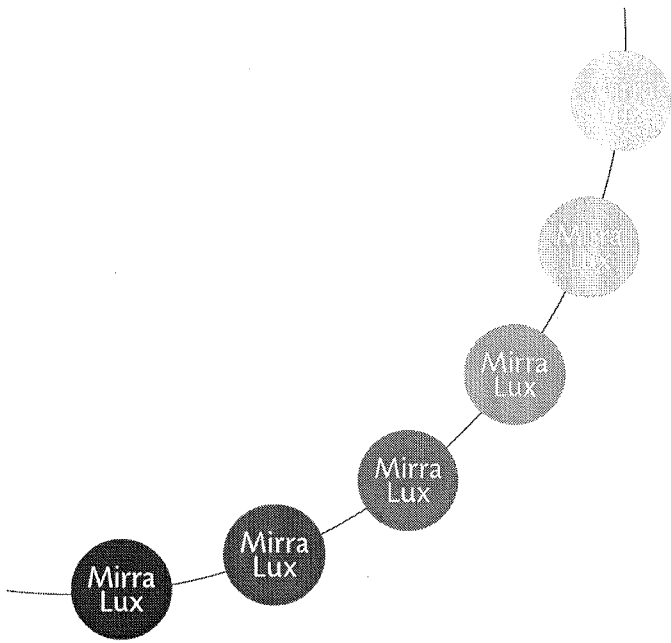
Products should not be exposed to extreme heat, cold, or temperature changes. Try to keep products out of direct sunlight and store them in a cool, dry place. Bathrooms are not usually ideal locations for product storage, because the temperature and humidity levels are constantly changing.

POST-USAGE / MIRRA DISPENSERS

Mirra products are stored in specially designed dispensers to ensure optimal freshness. Please close lids tightly on all dispensers and remove any residue from the spouts on bottles.

A NOTE ON PRODUCT VARIATION

Because we utilize pure and natural ingredients in our unique formulations, Mirra products may vary in color and consistency with each new batch that we make. These natural variations do not in any way affect the quality or efficacy of the product.

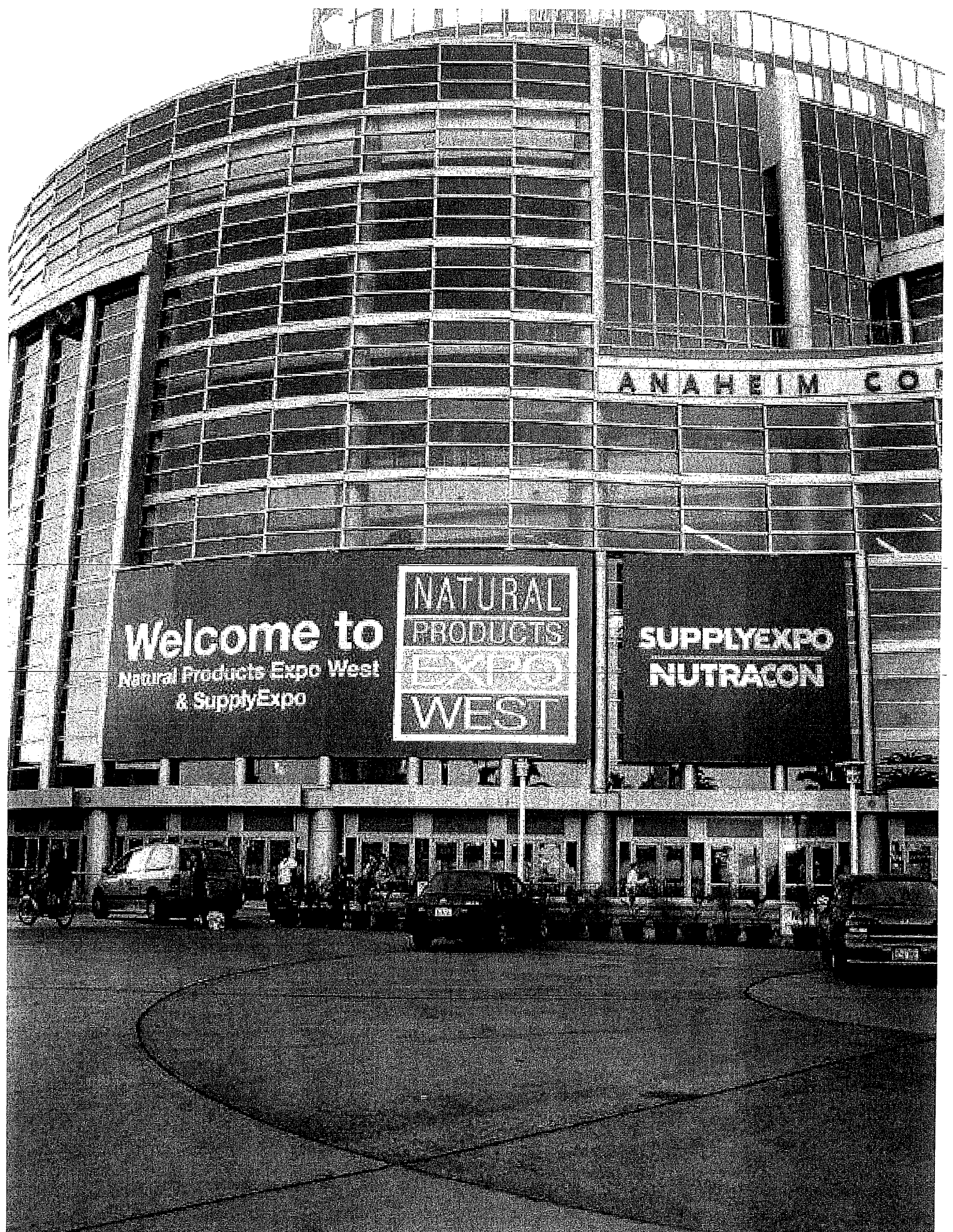


MIRRA

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EXHIBIT 6



ANAHEIM CONVENTION CENTER

Welcome to
Natural Products Expo West
& SupplyExpo

NATURAL
PRODUCTS
EXPO
WEST

SUPPLYEXPO
NUTRACON



2800

Specialty
BIOLOGICAL SUPPLIES

Rich in Vitamins and Antioxidants
Anti-aging Russian Caviar
Gold Emulsion Process
Wild Grated Herbs
Pure Essential Oils
Rapid Absorption

MIRIA

PURE & NATURAL SKIN CARE





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MIRRA
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Plant Oils
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Shiva
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MIRRA

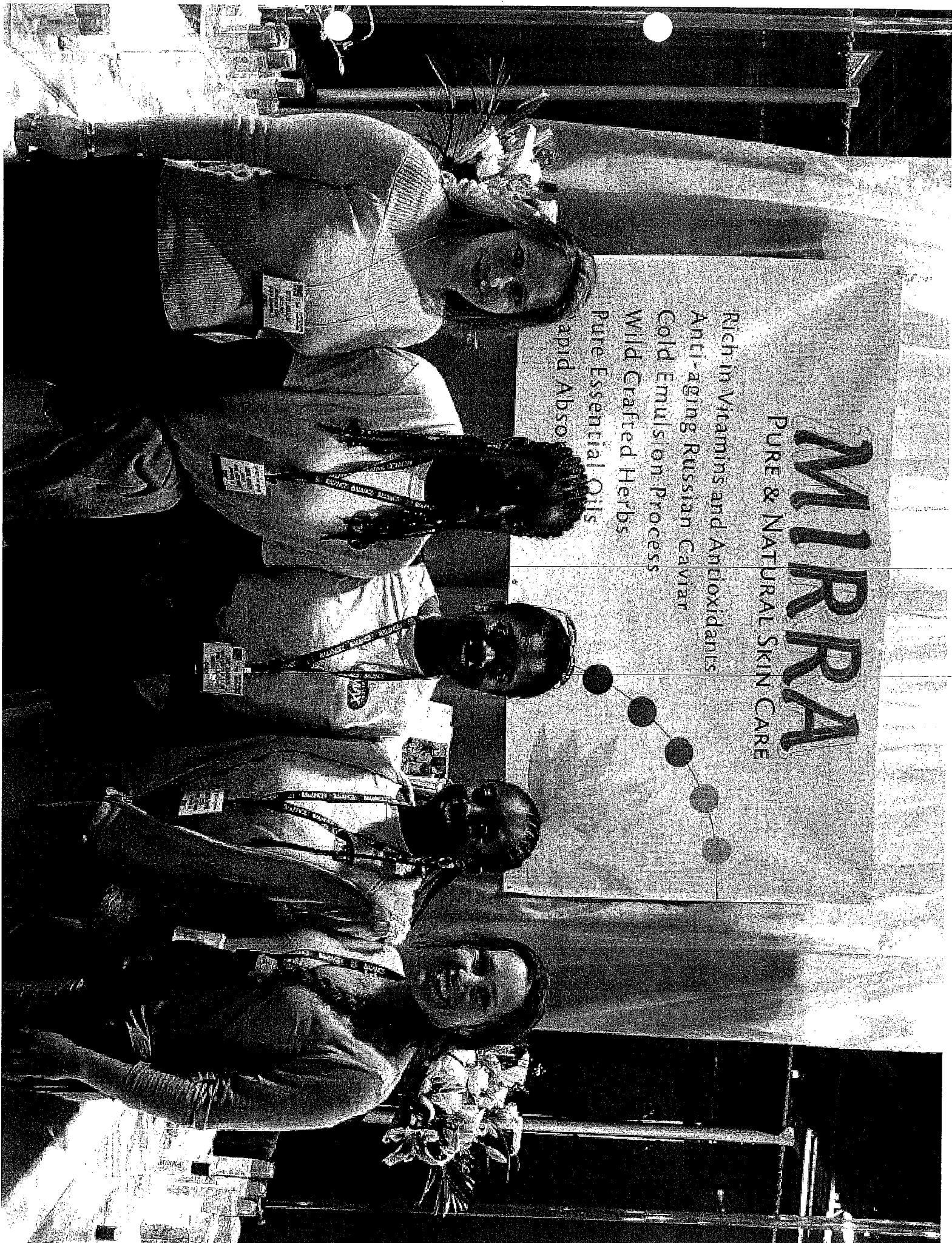
PURE & NATURAL SKIN CARE

Rich in Vitamins and Antioxidants
Anti-aging
Cold Process
Wild Herbs
Pure Oils
Rapid

MIRRA

PURE & NATURAL SKIN CARE

Rich in Vitamins and Antioxidants
Anti-aging Russian Caviar
Cold Emission Process
Wild Crafted Herbs
Pure Essential Oils
Rapid Absorption





Mirra is a precious resinous tree bark from the East Indies, which has been used for centuries in perfumery. It has a warm, spicy, and slightly bitter scent, and is often used in religious and medicinal contexts.

Mirra. Technology

Sold in pressed, (powder) bottled, and in liquid form. The liquid form is available in various concentrations. Mirra is a natural resinous tree bark from the East Indies, which has been used for centuries in perfumery. It has a warm, spicy, and slightly bitter scent, and is often used in religious and medicinal contexts.

MIRRA

ESSENCE OF MOTHER NATURE

For a complete list of products, please contact our sales department. We are happy to provide you with all the information you need to make the best choice for your business.

CLEAR SABLE
MIRRA

WORLDWIDE SKINCARE.COM

THE GREAT
OVERALL

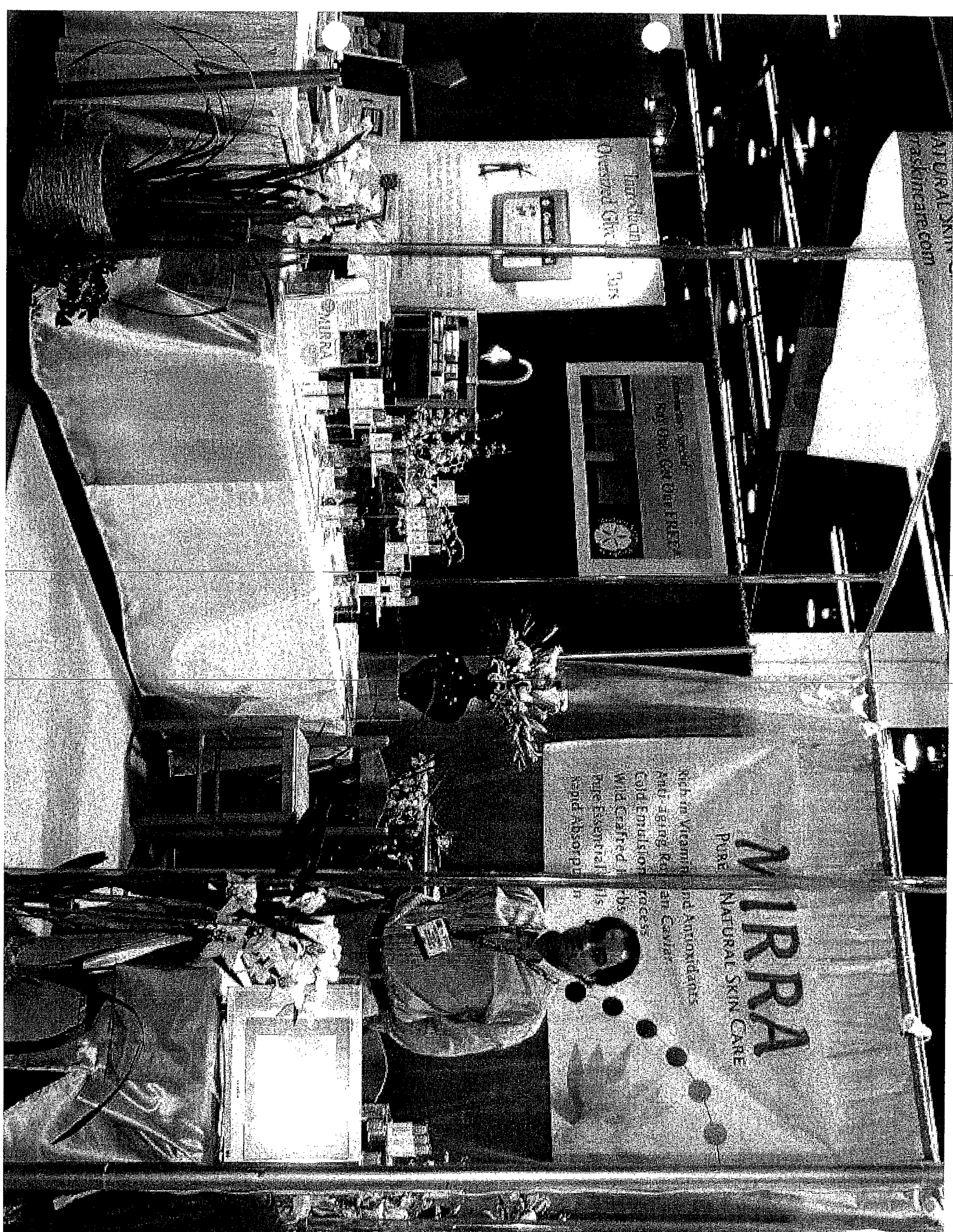
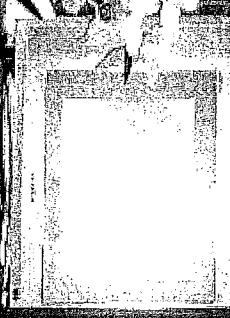
70%

THE GREAT
OVERALL

MIRRA
PURE
NATURAL SKIN CARE

Rich in Vitamin
Anti-aging, Red
Cellulite
Wildcrafted
Pure Essential
Rapid Absorption

and Antioxidants
Anti-Glycation
and Gamma
Linolenic
Acids

MIRRA
PURE & NATURAL SKIN CARE

Rich in Vitamins and Antioxidants
Anti-aging Russian Caviar
Cold Emulsion Process
Wild Crafted Herbs
Pure Essential Oils
Rapid Absorption

MIRRA

EXHIBIT 7

RECEIPT

Name: Ivanova Inessa
Reg Type: General Attendee
Payment Type: VISA
Account No: xxxxxxxx9105
Expiration Date: 1/2010
Payor: gabil allakhverdiev
Payment Date: 07/13/2008
Total Paid: \$60.00

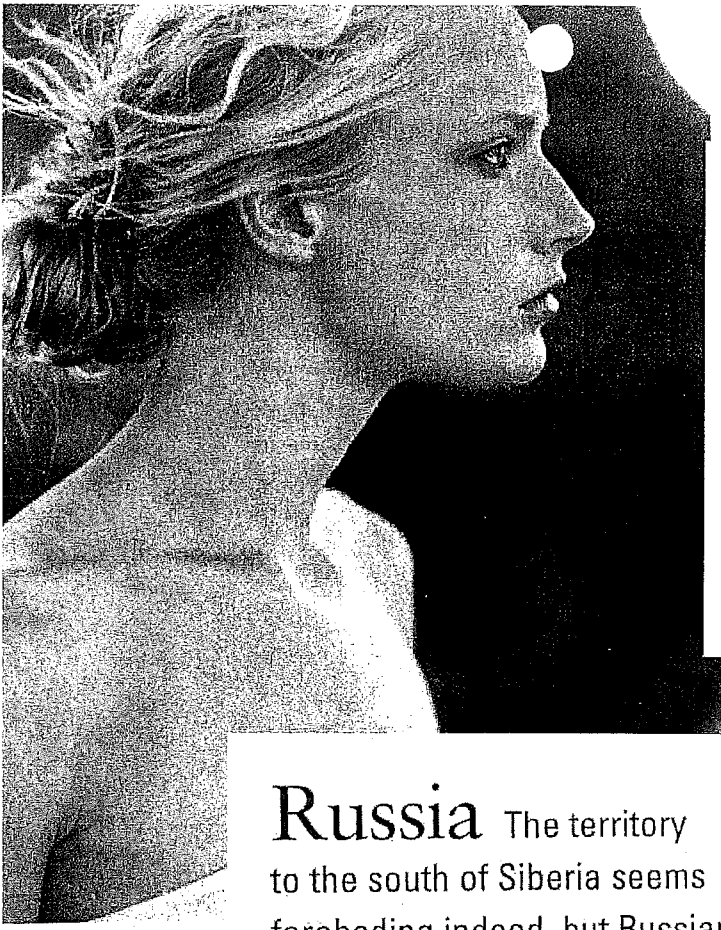
Signature:

Inessa Ivanova
Senior manager of Development department

MIRRA-M JSC
2, Perevedenovski per., 105082, Moscow, Russia
tel. +7 (495) 784 75 31,32...40, fax +7 (495) 784 75 30
e-mail: llvanova@mirra.ru, www.mirra.ru



EXHIBIT 8



Global Peace

While the names on the jars may have foreign accents, the language of beauty is universal in its desire to promote looking and feeling good. A United Nations of new beauty products is bringing indigenous ingredients steeped in tradition and folklore to market—freshly wrapped in new ideas. From high-tech to hand-brewed, treatments with botanical roots are tapping nature to soothe our souls. Find peace this season with an around-the-world tour that gives us an appreciation for the common ground of our brothers and sisters.

Russia The territory to the south of Siberia seems foreboding indeed, but Russian skincare firm **Mirra** has found its softer side. In the remote Altai Mountains, delicate plants and flowers thrive in the pollution-free environment. Myrrh is hand-gathered there by nuns before it is cold-pressed, preserving vital characteristics. One Mirra stand-out, Eye Cream (\$43), uses the plant as a key ingredient to stimulate the upper layers of the epidermis. And Mirra treats its caviar skincare creams, like Uma Balm (\$47) with white sturgeon—rich in regenerative proteins and amino acids—with equal care using gentle techniques of homogenization.

Spa Worldwide Guide 2005

HEALTHY LIVING, TRAVEL & RENEWAL

Blissful Journeys

- The Rejuvenating Calm of Bali
- Hiking to Chilean Hot Springs
- Northern Light: Unwinding in Lapland





Santa Barbara County Wine Guide

- Home & Garden
- Inside Santa Barbara
- The Michael Jackson Case
- Santa Barbara News-Press Coupons
- Valley Living
- Youth Activity Guide

- Local News**
- Breaking News**
- Sports**
- Business**
- Barney Brantingham**
- Editorials**
- Life**
- Obituaries**
- Travel**
- Weather**

- Classified**
- Calendar**
- Celebrations**
- Community**
- City Services & Government
- Community Services & Organizations
- Education
- Elected Representatives
- News-Press in the Community
- Newspapers In Education

- News**
- Features/Series**
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- Award Winning Travel
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- The Michael Jackson Case
- MIXTECS & MAIZE: An American Odyssey
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Life

A-List: Champagne wishes & Caviar dreams

4/25/05

By [Gina Tolleson](#)
NEWS-PRESS CORRESPONDENT

Indulge your skin with the crème de la crème of spa treatments

Aaaaaaaah! ... Can't you hear the clink of crystal flutes filled with golden champagne? And there sits a bulging tin of pricey caviar on ice just waiting for you to dive in.

Lunch with Robin Leach?

Hors d'oeuvres on Paul Allen's boat?

Nah. Just think of indulging your skin. That's right, skin care aficionados. The newest sought-after ingredient in the "plump me up" game is decadent, dreamy caviar cream.

Caviar, like all other eggs, is extremely rich in nutrients and antioxidants. Add it to high-end skin care lines, like Kerstin Florian and La Prairie, and you have wishful, wrinkle-free women emptying their Hermes wallets in droves.



The A-List
Gina Tolleson

Gina Tolleson is lifestyle editor at Santa Barbara magazine. E-mail her at life@newspress.com.

Caviar, like all other eggs, is extremely rich in nutrients and antioxidants. This high-priced jewel of the Caspian Sea is now a



- Classified**
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Special Sections 2005

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- Scene Online
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- Santa Barbara County Wine Guide
- TV Listings
- USA Weekend Online

decadent ingredient in A-List skin care lines such as Kerstin Florian and La Prairie. Above, The Four Seasons Los Angeles in Beverly Hills offers the exclusive KFI Caviar Facial (\$250) at its luxe spa haven.

SLATHER IT ON

L.A.-working/S.B.-living commuters snuggle up at their "home away from home," The Four Seasons Los Angeles in Beverly Hills. Cocktail hour at the schmoozy bar or cabana lunch by the pool seems like you are at the Coral Casino sometimes -- Montecitans everywhere you look.

While you are away, the skin diva in you can also play. The celeb-filled palace offers the exclusive Kerstin Florian International's (KFI) Caviar Facial (\$250), an A-List anti-aging, moisturizing and firming facial.



This luxurious therapy offers immediate results with visibly renewed, soothed and smoothed fine lines. The 90-minute ritual, which includes cleansing (their Rehydrating Neroli Cleansing Milk is a must for dry skin), exfoliating enzyme peel and massaging with a phytolene-infused firming extract and lavender oils, prepares your skin for the caviar infusions. KFI's signature caviar line, including their coveted caviar Eye Crème, Firming Complex, Firming Body Complex, Age-Defense Crème, Night Crème and Eye Rescue, is applied for moisture nirvana.

These age-defying moisturizers are saturated with Sevruga Caviar (from the ancient caviar fishing grounds of the Caspian Sea) and coupled with the Blupeurum Extract (Chinese herb also known as Chai Hu) and healing antioxidant Co-enzyme A. Various testimonials boast improved cell metabolism, increased skin regeneration and deeply nourished, even remineralized skin.

Nothing fishy about that.

GET RENEWED

The Four Seasons Hotel Los Angeles in Beverly Hills

300 S. Doheny Drive

Los Angeles, CA

(310) 273-2222

A-List Picks:

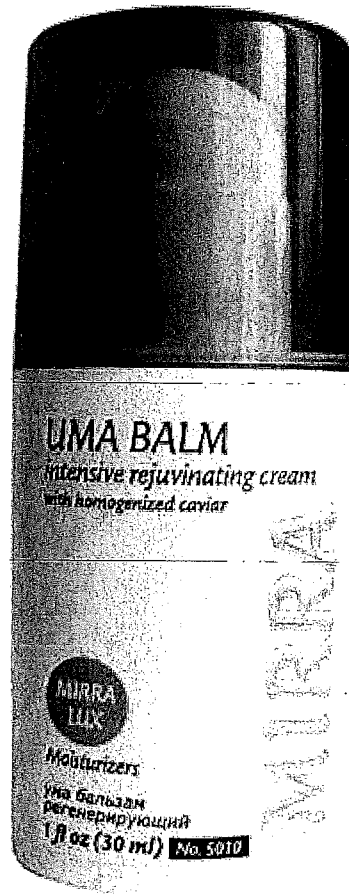
La Prairie Caviar Collection

The La Prairie Skin Caviar Line is made of a concentration of caviar extracts and unique sea proteins to treat loss of skin firmness and elasticity.

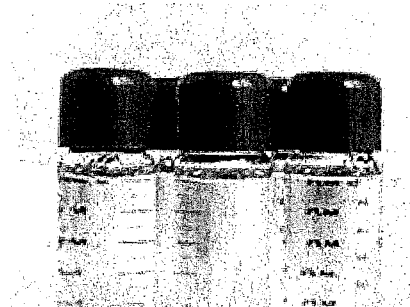
Available locally at:
Nordstrom, 17 W.
Canon Perdido St.
564-8770.
www.nordstrom.com

Mirra Skincare

Mirra Skincare is a private Russian skin care manufacturer but distributed by the S.B. company TransitWave International. Their line uses harvested and homogenized salmon and sturgeon caviar with cold-pressed herbs.



Sold locally at: Lazy Acres, 302 Meigs Road. 564-4410.
www.mirraskincare.com



MIRRA

Laboratory of Molecular Cosmetology

PURE AND NATURAL SKIN CARE FROM RUSSIA.

May 12, 2004

For more information contact:

Polina Stejko

TransitWave International

polina@twaveint.com

ph: 866.816.8679

Fax: 805.968.1778

Caviar on your eyes? Try it! White sturgeon eggs from Russia are homogenized with herbs until they blend into the silkiest cream on earth. A single drop turns your skin to velvet.

Caviar eye cream is only one of the sublime beauty aids offered by MIRRA, a Russian skin care line recently launched in the United States. MIRRA has been chosen as the exclusive exhibitor of skin care products at Point de Vue Salon for their upcoming anniversary celebration of Erewhon's natural health food store in West Hollywood. How did MIRRA come to the U.S.? The story began when a 19-year-old immigrant felt homesick for her native Russia. Polina Stejko loved America, but she missed everything about the life she left back home: her close family, her familiar language, and even the fine natural creams that made her skin glow. One day, Polina's mother sent a surprise gift that brought sunshine back into her heart. The package contained an array of MIRRA skin products and a matrioshka—a Russian "nesting doll."

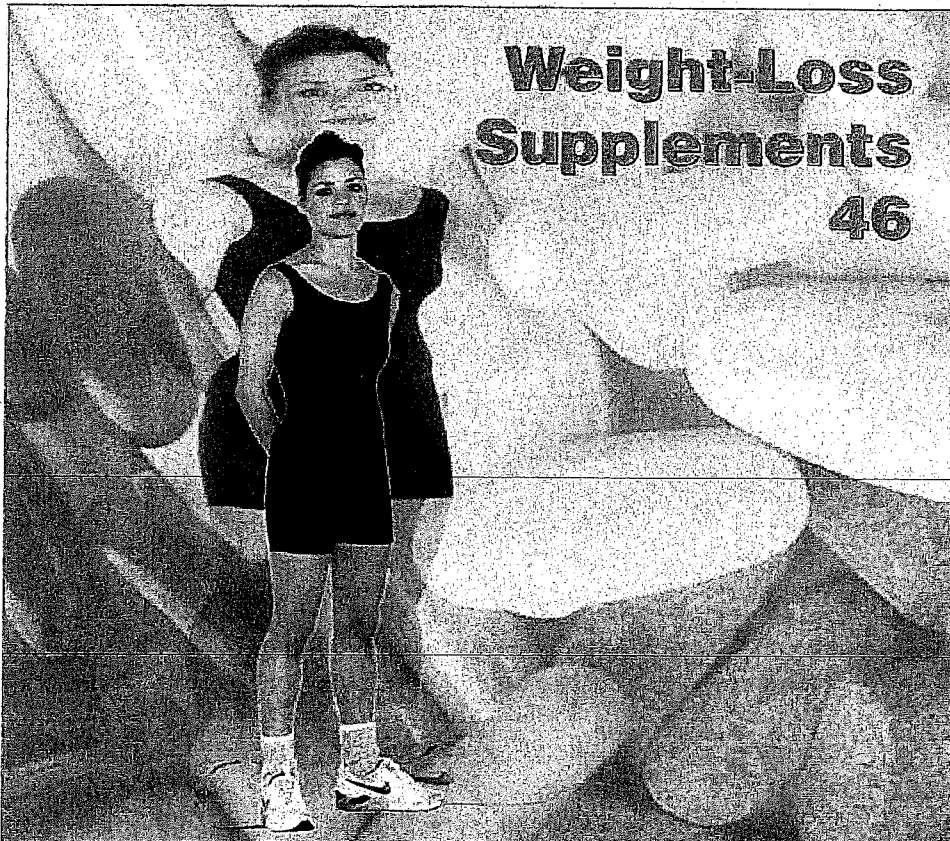
Polina's friends were eager to try her fragrant creams and lotions from across the world. Everyone liked them so much that Polina began ordering supplies directly from MIRRA. She had no thought of selling the products. But as a professional musician who played the balalaika at private parties, she enjoyed giving her hosts a signature gift: one container of MIRRA and a Russian nesting doll. It was Polina's way of sharing a small part of her home country with her new American friends.

Several years have passed, and Polina now finds herself running a lively business importing and distributing her favorite skin beauty aids. Polina works closely with MIRRA'S molecular cosmetology laboratory to design natural compounds ranging from the most delicate moisturizers to the most powerful muscle balms. Each of their 20 products combines the best that science and nature have to offer. MIRRA uses only ecologically wild plants harvested by Orthodox nuns living in remote regions of the Altai mountains. All oils are cold processed—never heated—to retain their rejuvenating powers. Ingredients are emulsified through a patented process that creates molecules 500 times smaller than skin cells. This is why MIRRA creams and lotions melt miraculously into your pores and work their magic.

You can talk with Polina on May 17th at the Point de Vue Salon (152 N. Wetherly Dr., West Hollywood.) You will find her at the table of MIRRA products: sleet white containers crowned with aquamarine. Ask Polina to show you her matrioshka dolls. And try a little caviar on your eyes. You won't be sorry.

WholeFoods MAGAZINE

Informing and Educating Natural Products Retailers On Dietary Supplements, Herbs, HBC, Homeopathy, Foods



Weight-Loss Supplements 46

In the aftermath of FDA's decision to ban ephedra from sale as a weight-loss supplement, the big question on the industry's mind is which products will fill the void. Meanwhile, regulators and the media continue to use the ephedra controversy to bash the entire natural products industry. Illinois Senator Richard Durbin's Senate Bill 722 continues as a potential threat to health freedom. What seems to have been lost in all the wrangling is the fact that America needs weight-loss help, as statistics show major increases in obesity, which both saps productivity and damages lives.

News

Industry Leaders Worry That DSHEA Is in Danger . . . 12

Newport Beach, CA—In New York City, a well-known attorney, commenting on the December 30 press conference announcing the Food and Drug Administration's (FDA's) ephedra ban, noted that Health and Human Services Secretary Tommy Thompson and FDA Commissioner Mark McClellan used the session to also drop some not-so-subtle hints about how hard it is for FDA to act against so-called dangerous products as long as the Dietary Supplement Health and Education Act of 1994 (DSHEA) is in force. Concurring that DSHEA itself might be the next target of opportunity for the regulators, the National Nutritional Foods Association (NNFA), located here, issued an Action Alert asking its members to write letters to their local news media, pointing out inaccuracies with regard to coverage of the natural products industry in general and DSHEA in particular.

UNFI Returns as Primary Distributor for Wild Oats . . . 13

Dayville, CT—United Natural Foods, Inc. (NASDAQ:UNFI), located here, announced in mid-January that it is returning as the primary distributor for the 102-store Wild Oats Markets chain. The two companies have signed a five-year agreement, and, following a three-month transition period, UNFI will be servicing the firm nationwide.

Whole Foods Market Expands into the U.K. . . . 13

Austin, TX—Whole Foods Market, Inc. (NASDAQ:WFMI), located here, made its first foray into international competition in January, when it acquired Fresh & Wild Holdings Limited, a seven-store chain (with another on the way)—all in the U.K. The purchase price was \$38 million, and the Fresh & Wild shareholders had a choice of taking cash or Whole Foods Market common stock, or a combination of both.

- New Low-Carb Section
- Expo West
- Sexual Health
- Skin Care
- Pet Products



The Skin Game

Scientific discoveries advance natural skin care category.

Who would ever believe that the romantic image described in the next column is brought to you courtesy of researchers and estheticians toiling away in laboratories? But that is the case. The wonders wrought by cosmetics and skin care preparations almost always are grounded in science.

This is even true of the natural health and beauty care (HBC) industry. The essential difference is that, unlike mainstream beauty product manufacturers, those in the natural segment are less prone to use objectionable dyes and additives. They are also less likely to test their products on living laboratory animals.

In this article, **WholeFoods** reports on some of the latest and more interesting scientific discoveries that are helping to make skin care products better than ever.

According to Angella Green, marketing and media coordinator for Jason Natural Products, located in Culver City, CA, "Anti-aging and skin care products continue to drive sales up, as consumers look for new ways to improve the look, appearance and feel of their skin. Members of the tremendous baby-boomer population are aging, and they are looking for ways to slow down the process."

Green continues, "The skin is the largest organ of the body—it breathes, excretes, absorbs and protects. Much to our dismay, the skin loses its elasticity over time, causing fine lines and wrinkles. Tiny lines, known as 'crow's-feet' tend to be the first sign of wrinkles. Lines and cracks around the lips and cheeks are also typical early indicators of the skin's vulnerability."

*In pale moonlight,
fresh healthy skin
glows like
a shimmering pearl.
Beauty walks the night,
entrancing all
who see her.*

Among the Jason products aimed at these and other aspects of skin care are the following: Jason Hyper-C Serum, an "intense" skin moisturizer that combats dehydration and other signs of premature aging; Jason Sea Results Two-Night Watch, a concentrated, "super-hydrating" cell repair serum; and Jason Tea Time Anti-Aging Moisturizing Crème, which is enriched with green tea, beta-carotene and pro-vitamins A, C and E. In addition, Jason offers the Orjene Organics line of Anti-Aging Skin Care, which uses not only antioxidants but amino acids to help with cell renewal. Orjene also claims to be one of the first to introduce Carnosine into a line of skin care preparations.

Also playing the anti-aging card is Stephen Strassler, founder and president of Reviva Labs, located in Haddonfield, NJ. He says, "Anti-aging continues to be the foundation of sales growth in the cosmetic industry; and natural antioxidants that help combat past damage as well as help to prevent future dam-

age are a major focal point."

Among the antioxidants available to treat the skin, Strassler cites alpha lipoic acid as a star performer over the past two years—both when applied externally and taken internally. Stores that have promoted alpha lipoic tablets internally along with Reviva's Alpha Lipoic Acid, Vitamin C Ester and DMAE Cream have seen strong sales for both products, he says.

Hyaluronic acid is another ingredient featured by Reviva. Though, as Strassler points out, "it is not new," it is making lots of news nowadays. "In fact," he says, "18 years ago, in 1986, Reviva Labs was the first to introduce hyaluronic acid to health food stores in the United States with our InterCell products. We were so impressed with its action in the skin's intercellular level—building and feeding moisture to skin cells—that we trademarked the name InterCell. Today, hyaluronic acid has won new recognition both internally and externally for its ability to maintain moisture in the battle against wrinkles." As a result, Strassler says, his company plans to include its InterCell Day Cream and InterCell Night Gel in its 2004 advertising.

Rachel's Reaction

Rachel Perry, president and owner of Van Nuys, CA-based Rachel Perry, Inc., also is high on alpha lipoic acid and DMAE, two potent antioxidants that she includes in a list of 17 ingredients that fit her definition of "cosmeceuticals." According to Perry, "Cosmeceuticals represent a marriage between cosmetics and pharmaceuticals. Like cosmetics, they are topi-

Photo courtesy of Rachael Perry

The Skinny on Selling Skin Care

cally applied, but they also contain elements that influence the biological function of the skin."

Perry also has high praise for some of the newer HBC delivery systems, such as liposomes. Utilizing technology in which active ingredients are encased in a protective bubble, liposomes, she says, can be made small enough to penetrate into skin cells.

Calling cosmeceuticals "the fastest-growing segment of the natural personal care industry," Perry says they improve appearance *not* by covering up imperfections, but "by delivering nutrients necessary for healthy skin."

In addition to alpha lipoic acid and DMAE, her list of cosmeceutical ingredients encompasses argireline (which she says mimics the effect of Botox injections, but with less potent results); beta glucan (a yeast extract that helps penetrate the epidermis and stimulate and strengthen the immune system); bioflavonoids such as quercetin, rutin and hesperidin; copper (which, applied topically, helps to stimulate growth of the underlying collagen layer); Dead Sea salts; dermochlorella (green algae that is rich in proteins, peptides and amino acids); echinacea; Gatuline age defense (derived from walnut seed); grape seed extract; green tea extract; *Kigelia Africana* extract; Merotaine (a trademarked liposomal ursolic acid that stimulates lipid production); oxysomes (special liposomes that contain vitamins E and C); UGL Complex (a new, proprietary material from marine sources); and Vitaine (a trademarked liposome that contains approximately 5% stabilized Retinol, also known as vitamin A). Some of these, as well as alpha and beta hydroxy acids and coenzyme Q-10, are incorporated in such products as Rachel Perry's Immediately Visible Eye Renewal Gel-Cream with Liposomes and Visible Transition 10% Alpha & Beta Hydroxy Serum with CoQ-10.

At Caraloe Inc./Carrington Laboratories in Irving, TX, President Walt Jones speaks enthusiastically about a trademarked ingredient called Hydrapol. He describes Hydrapol, which is covered under U.S. patents, as "a mixture of naturally-occurring substances rich in *Aloe vera L.*; complex carbohydrates. The aloe gel is cold-processed at all times, and the solids are isolated without any enzymatic or heat treatment, thus conserving the natural components of the living plant. Product consistency is achieved via our patented technology that uses controlled manufacturing parameters and yields lot-to-lot consistency."

Jones says that Hydrapol hydrates the skin

and enhances its immune response to blemishes and irritations. In addition, he says, it is compatible with any cosmetic formulation, especially for the preparation of lotions, creams

- Effective techniques for retailers to use in boosting skin care sales include any and all of the following, according to the sources featured in the accompanying story:
- Use demos, in-store circulars, shelf talkers and other educational and signage techniques to make certain that shoppers know what your store carries and how these products address concerns about unhealthy additives and environmental pollutants.
 - Track customers' buying habits and purchasing patterns through a loyalty card program.
 - Make certain that your store personnel test the products that are placed on sale. And train them so that they are comfortable with the products and can instill confidence in consumers.
 - Work at developing better relationships with your customers by stressing education and customer service.
 - Provide literature, charts and samples whenever possible. Help the consumer understand a specific line by offering as complete a range as shelf space will allow.
 - Feature products that are advertised in the publications that you carry in your store.
 - Improve on the appearance of your selection.
 - Visit the competition and free-standing cosmetic stores to see what is happening within the category.
 - Partner with manufacturers that offer support programs and cooperative advertising. Request displays, literature and samples from the manufacturer when available. Stage in-store demos whenever possible.
 - Display merchandise by product line instead of product type. This will help increase add-on sales, as a consumer who came in for a skin crème sees the matching cleanser, lotion or toner and decides to purchase two or three products instead of just one.
 - Find out customer patterns and provide incentives to make multiple purchases with frequent buyer or loyalty discount programs.
 - Place higher-end products at eye level and value-priced items lower. The higher end items often have larger margins and need the extra attention time that eye level positioning can provide.

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provide a natural alternative to Botox injections, it involves the use of a hexapeptide—amino acids linked in specific ways that can be absorbed into the skin and help to relax fa-

and moisturizers.

Jones also recommends sugar and salt scrubs as an excellent way to pamper the skin. "Natural exfoliating ingredients help slough off dead skin cells to expose softer, smoother feeling skin."

At Valencia, CA-based Desert Essence, part of the Country Life group of companies, David Pollock, brand manager, tells of "two major discoveries," both of which are identified by one name—Miro-FT—and utilized in the company's Age Reversal series. Pollock says that FTR stands for facial tension reducer. Intended to

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The Skin Game

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cial tension, hence smoothing the skin around the eyes, smile and frown lines. Because FTR is safe enough to be used all over the body and face, Pollock says, it actually has an advantage over Botox, which is not authorized for use around the eyes.

The "Micro" in Micro-FTR, Pollock continues, refers to the delivery technology used. By mimicking the skin's own lipid structure, including use of ingredients naturally found in the skin structure, and by creating lipid bi-layer structures, he claims that this delivery system

"melts" or merges into the targeted areas, enhancing the overall delivery of key ingredients and the performance of the product.

According to David Stearn, owner of Derma E Naturally Formulated Bodycare Products, located in Simi Valley, CA, "The most important new scientific discoveries in skin care continue to be new sources of antioxidants from natural derivatives." His company's Age-Defying Crème, he says, combines Pycnogenol (natural pine bark) with Astaxanthin (a form of sea algae). In addition, Derma E recently intro-

duced three new formulas featuring hyaluronic acid—Day Crème, Night Crème and Firming Serum.

Size Matters

Like Perry and Pollock, Adrian Larralde believes that size matters—particularly when it comes to administering skin care ingredients. Larralde, president of TransitWave International, the Santa Barbara, CA-based exclusive U.S. distributor of Mirra Skin Care (a line imported from Russia), says, "I believe one of the most important discoveries has been the reduction in the size of emulsions (rotor cavitation technology). Reducing emulsion size enables topical creams to deliver their healing benefits more effectively." A micrometer is 1,000th of a

"Reducing emulsion size allows topicals to deliver benefits more effectively."

millimeter, and, at .06 micrometers, Larralde claims that Mirra's emulsions are approximately 546 times smaller than the average human skin cell. The smaller the emulsion, the more effective it is at moisturizing and preventing premature aging.

The combination of cold processing and whole raw caviar is another scientific discovery that has led to some of the most advanced and aggressive anti-aging treatments available. Larralde says that whole caviar possesses amino acids (to assist in cell hydration), as well as proteins, DNA and RNA (to assist in cell regeneration). And, he adds, "Cold processing ensures that the caviar and wild herbs are potent and more bioavailable, which means they are rapidly absorbed and utilized by human skin cells." Caviar is an active ingredient in such Mirra products as Uma Balm (a rejuvenating cream) and Eye Micro-emulsion. Fulvic acid, the active principle in shilajit (a natural semi-soft substance used in Ayurvedic medicine) is featured in Mirra's Mummiyo anti-aging treatment.

Walter E. Siegardner, president of The Aurora Group, in South Hackensack, NJ, says his company's entire "V" line—Viviscal, Vivinal and Vivi—is built around a dual approach system, meaning that it utilizes both dietary supplements and topical formulas. Rather than featuring a single "super ingredient," he says, these products rely on a synergy of constituents to provide users with the following functions: cooling, anti-oxidation and moisturizing. WF

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From The [January 2004](#) Issue of *Natural Foods Merchandiser*

Naturals' New Wrinkle: High End HABA

Move pricey purchases from department store to your store

Vicky Uhland



A \$98 night cream, \$24 shower gel, \$56 facial mask, \$50 bust-firming cream—if you think you're at a Saks Fifth Avenue or Neiman Marcus cosmetics counter, guess again. All of these items, and hundreds more, are designed to be sold in natural foods stores.

Once the purview of grocery store-priced cosmetics brands, natural products stores are responding to customer demand by stocking high-end health and beauty care products. And an increasing number of manufacturers are giving retailers those products, with face creams, body scrubs, makeup and even soaps that retail for \$15 or more.

In the past year, more than a half dozen companies, including Dr. Hauschka Skin Care, Annemarie Borlind of Germany and Zia Natural Skincare, have launched health and beauty lines designed to compete with the best-known high-end products that are staples in many natural foods stores. And the stores naturally want to cash in on the success of these lines. Martha Bishop, segment manager for Dr. Hauschka, says that last year her 25-year-old brand's sales increased 22 percent in natural foods stores. So many requests have come in from natural foods retailers that want to stock Hauschka products that "we're turning people down daily" because the company doesn't have enough stock or field representatives to fulfill them.

Linda Upton, vice president of sales and training at Borlind, says her 23-year-old brand has seen no decrease in sales during the recent economic downturn.

The new high-end personal care lines are designed to lure crossover shoppers—women who traditionally shop in department stores for personal care but who also have a social conscience and are knowledgeable about natural and organic ingredients. "We appeal to the LOHAS [lifestyles of health and sustainability] market—a woman who still reads her *Glamour* and her women's magazines, but also reads *Utne Reader* and *Mother Jones* and is concerned with the environment. She's very cognizant of ingredients, reads a lot, educates herself a lot," says Jeny Dowlin, director of marketing for Symco, distributor of the Symbiotics Age Defiance line, three skin care products

priced in the \$30 range that were launched in August 2003.

"The people who are going to Nordstrom and Saks Fifth Avenue to buy their cosmetics are coming [to natural products stores] to buy their food. They're willing to pay a premium price for high-quality, natural, pure products, so why not extend that to [personal care]?" says Adrian Larralde, president of TransitWave Int'l, distributor of Mirra, a Russian skin care line that debuted in the United States in March 2003. Mirra has 25 products priced from \$19 to \$50.

Another market consists of consumers who don't shop in natural foods stores but who have had adverse reactions to harsh ingredients in mainstream personal care products. "As people develop problems, they go to the health food stores to see what they have," Upton says.

Shoppers who buy high-end beauty care are mainly baby-boomer women who have the money and the interest to seek out natural cosmetics, says Lisa Sedlar, vice president of sales, merchandising and marketing for Pharmaca, an eight-store natural pharmacy and personal care chain based in Boulder, Colo. Sedlar says about 70 percent of her stores' facial care products are priced at more than \$15. Pricey skin care lines give Pharmaca an "image of a unique and distinctive marketplace," she says.

Higher-priced products also help increase the average expenditure per customer.

Higher-priced products also help increase the average expenditure per customer, says Borlind's Upton. "Are you making money or are you just moving a lot of items?" Also, she points out, customers who make the price commitment to lines such as Borlind tend to be loyal to their brand and to stores that stock it.

But marketing to these customers, no matter how knowledgeable they may be, can be tricky. "People are going to pick up our \$150 cream and look at it and say, 'Holy cow, why does it cost that much?'" Upton says.

Is It Really Worth It?

Costly products have costly ingredients, manufacturers say. And whereas more than 50 percent of a mainstream health and beauty product's price may be devoted to advertising, that's not the case with most natural personal care products. Instead, the money goes toward ingredients and formulations. Take Symbiotics' Age Defiance line, for instance. It's made with colostrum from New Zealand cows, where the organic standards are strict. Mirra's products contain sturgeon and salmon caviar and hand-harvested herbs. Dr. Hauschka's plant ingredients are raised biodynamically, using a holistic agricultural process.

Formulations are also a value-added factor. Upton points out that Borlind customers are paying for a large research staff that creates cutting-edge technology, such as liposomes, and extensive product testing. "That expertise takes a while to build," she says. Mirra uses a cold emulsification processing technique that produces particles 546 times smaller than the average skin cell, allowing better penetration, the company says.

Cashing In On Knowledge

Women—and the few men—who buy high-end, natural health and beauty products aren't necessarily rich. Store owners and manufacturers both tell tales of cash-strapped college students shelling out \$30 for a Dr. Hauschka moisturizer.

"Price is less of an issue after a product is sampled and tried," says Pharmaca's Sedlar. "When your skin is glowing and moist, you don't care how much it costs." That's why sampling is key to selling high-end products. Many large manufacturers make trial sizes and have training staff available to do in-store demos. In addition, they are anxious to train store staff about the benefits of their products and give them samples to try. The

idea, says Upton, is to have someone knowledgeable nearby when a customer picks up that \$150 cream.

There's another benefit as well, points out Mirra's Larralde. "If you're fighting to keep a customer base and build a relationship, what a perfect reason to talk to your customers and interact with them." This is particularly important in natural products stores, because they frequently carry smaller brands that don't do much advertising. Customers have to depend on sales staffs to acquaint them with the brands.

Upton believes that staff at natural products stores can be "as good as, if not better than, people in department stores. They can have more conviction, belief and knowledge" in natural ingredients. So do their customers. "You need to market more toward ingredients and education. The person who shops in natural foods centers is really savvy, has the knowledge and doesn't need the consultation as much as someone shopping in a department store. Besides, food store shoppers are label readers," says Caren Conrad, general manager of Boscia, a Japanese skin care line priced between \$12 and \$38. Boscia was launched in the United States in fall 2002.

Conrad believes shelf talkers that explain how to use a product and what it's for are key. She suggests that retailers visit their stores' wine sections for inspiration: "Their shelf talkers do a great job of explanation and recommendation." Pharmaca posts signs titled "Why We Believe" in certain products, "Your Choice Naturally" product ingredients primers, and offers "Five-Star Beauty Reviews" in its newsletters.

Grocery Store Stigma

Customers who shop in department stores can be flummoxed by health and beauty aisles in natural foods stores. Where are the glass counters? Where are those ladies in perfect makeup and white coats? "I don't know anyone who can truly counteract the department store image," says Pharmaca's Sedlar. "But you can remove the barriers to make products more accessible so people can try them."

Pharmaca, like some mainstream stores such as Nordstrom and Sephora, has moved away from the department store counter approach and now offers "boutique" areas, where customers can walk the aisles and try products themselves. Boscia's Conrad suggests that natural foods stores emulate these boutiques. "Keep the product in shelves, but [in] clean shelves with lots of testers, and a Kleenex and trash can area nearby so people can try products."

Pharmaca and some natural foods stores lure well-to-do patrons by recreating the spa experience. They have an esthetician and massage therapist on staff or on contract who offer facials and massages in a room in the store.

When it comes to display, although most manufacturers prefer that their lines be blocked, they want their products on shelves, rather than in glass cases, and displayed next to other lines of all prices. "If you put all the high-end lines separately, you might miss out on a lot of customers who would actually purchase them. It's like saying these products aren't for everyone," says Mirra's Larralde. Putting a product behind glass can be a hassle for customers who have to search for a sales associate with a key, says Dr. Hauschka's Bishop.

But some retailers opt for glass cases to reduce stealing. Theft of high-end beauty products is a serious problem for Pharmaca, Sedlar says. A year ago, the store installed Sensormatic strips on all products over \$25. Sedlar wouldn't say how much the Sensormatic program cost, but says it has already paid for itself in theft reduction. Pharmaca also places its high-end lines near cash registers. Other stores put mirrors at the ends of personal care aisles and make sure aisles are constantly staffed with at least one salesperson.

Vicky Uhland is a freelance writer and editor based in Denver. Reach her at vuhand@mindspring.com.



Growing up Getty

Anna Getty is no stranger to the Hollywood social scene, where fashionistas, celebrities and socialites flaunt their stuff, sip soy lattes and talk trends. When she was 24-years-old, Anna found the path to yoga, which felt like taking a breath of fresh air. "I have always thought that it is possible to have a spiritual and conscious life and still be into fashion and trends. They are not mutually exclusive," Anna explains. She sees herself as a "Jill of many trades" including writer, Kundalini Yoga teacher, health food cook, producer and recent graduate of a Master's program in Spiritual Psychology. A passionate world traveler (a trait passed down to her from her mom), Anna lives in Los Angeles with her husband and black lab, Tennessee. Unlike other well-known Hollywood socialites, her perfect day consists of a morning meditation, a hike with her dog, teaching a yoga class, a great meal with friends and stopping by Barney's department store to peruse the latest trends. In this issue Anna shares her latest fashionable finds as she embarks on yet another path as a regular contributor to Fit Yoga.

Consciously Trendy Tips

By Anna Getty



SKIN CARE THE WAY NATURE INTENDED

At The Natural Products Expo West, I learned about a skin care line—called Mirra Natural Russian Skin Care. Plants are grown in the pure climate of the Northern Siberian plains. Picked by nuns and then extracted and cold pressed to create ultra-fast absorption creams such as Mirra-Lux Nourishing cream, made with thyme and oils of apricot, Betakrin Anti-aging Cream made with St. John's Wart and Myrrh, and Bust Balm Bust Firming Cream made with lavender, milk thistle, and grape seed oil. Mirra's motto is: Respecting Mother Nature. My new motto is: Respect Your Skin By Using Mirra. For

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