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THE
BEAUTY
INDUSTRY
REPORT

A MONTHLY NEWSLETTER FOR EXECUTIVES IN THE PROFESSIONAL BEAUTY BUSINESS

YOUR COMPLETE 2012 BEAUTY SHOW CALENDAR

I notice a busy booth with a distinctive blue and orange color theme. I read the literature, studied the product closely and then introduced myself to the owner, who told me about the wonderful qualities of argan oil. As they say, the rest is history. If I had not been at that show, I would have missed a huge and life-changing opportunity.

A few years before that, I witnessed the introduction of **Keratin Complex**, which launched a major new salon service category.

The formula for success is simple. The beauty business is driven by "What's New," and the ideal place to be the first to spot the next big hit is at trade shows. Just like dating where you have to see a lot of "frogs" before meeting a prince or princess, you might have to attend a few shows that are not worthwhile before you discover a profitable new opportunity.

Our industry is blessed with shows every month covering both the domestic and international marketplaces. With the **2012 Beauty Industry Report Show Calendar**, you have a valuable tool to assist you with determining which shows to attend next year. So get your yellow highlighter, a cup of coffee and start marking! A few tips to guide your strategy:

Pre-Planning: Pre register to avoid the hassle of standing in line; have a goal for what you want to accomplish, such as which vendors to visit, what items you need to purchase, what seminars to attend and which new product lines you'd like to see; and know your inventory needs before the show.

At the show: Before going on the floor, get the directory and review the layout. Circle key vendors. I always start at the back of the show. It's an ideal location to find new exhibitors who lack seniority and end up in a less-than-desirable location. Take notes on exhibitors that are of interest.

Networking: Bring plenty of business cards; attend seminars and manage your time by focusing only on companies that pose potential new partnerships.

Good luck at finding your own "Moroccanoil" in 2012. One good meeting can lead to a great year and future!

Mane St.

guest columnist



We at **Beauty Industry Report** are delighted to share our comprehensive 2012 show, conference and special event beauty industry calendar with you.

We print our calendar and also make it available at www.bironline.com, where we post changes and additions all year. Please send us your updates about 2012 and 2013 events, so we can share details with **BIR's** readers as quickly as possible.

In addition, our team attends more shows every year to inform you about what's hot, what's new and who is where in our exclusive reports—all vital information for growing your business— every month.

Enjoy and see you on the show floor!

Regards,

VISIT US ONLINE

www.bironline.com

BIR welcomes your feedback!

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I invite you to connect with me on Facebook and follow me on Twitter @MikeNave

What will you discover at your next show?

By Mike Nave

I admit I am a trade show junkie. I love them for many reasons: Discovering the next "Moroccanoil," connecting and networking, finding out about the newest trends and gathering information for **Beauty Industry Report** and for my clients are just a few of the reasons. In addition, the excitement and energy at a show keep me feeling energized and young.

Trade show attendance is not only an important aspect of smart business practices, it is vital to keeping pace with the professional beauty market's rapidly changing landscape. Of the many ingredients that contribute to the salon industry's success, "What's New" is at the top of the list. The ideal place to find out about what's new is at trade shows.

"What's New" comes in a variety of forms, including style trends, business trends, salon services and products.

People have asked me how I got involved with Moroccanoil before anyone had heard of the soon-to-be phenomenon. Turn the clock back five years to the **New York International Beauty Show**. As I was prowling the show floor,

2012 BIR Beauty Industry Show Calendar

| WHEN | WHAT | WHERE | CONTACT |
|-------------------|---|--------------------------|------------------------------------|
| January 8-9 | Institute of Salon Business Management: Part 1 | Reading, PA | raylon.com |
| January 8-10 | 15th Beauty Expo USA—Seminars/Show | Las Vegas, NV | beautyexpousa.com |
| January 8-10 | Accessories, The Show | New York, NY | accessoriestheshow.com |
| January 8-11 | The Strategies Incubator | Centerbrook, CT | strategies.com |
| January 9 | Toni & Guy London/Label.m Intl. Artistic Team | Los Angeles, CA | beautysolutions.com |
| January 11-17 | Winter Gift & Home Accessories Show | Seattle, WA | pacificmarketcenter.com |
| January 11-18 | Atlanta Intl. Gift & Home Market | Atlanta, GA | americasmart.com |
| January 13-15 | Winnipeg Wellness Expo | Winnipeg, MB, Canada | wellnessexpo.com |
| January 14-17 | Seattle Gift Show | Seattle, WA | seattlegiftshow.com/urban-expo.com |
| January 15 | NovaLash MidAtlantic Regional Class | Timonium, MD | 443-536-6300 |
| January 15-18 | National Retail Federation's Annual Convention & Expo/Retail's Big Show | New York, NY | nrf.com |
| January 15-22 | Nail those Profits at Sea Cruise 2012 | | vickipeters.com |
| January 16-17 | WBRA Western Buying Conference | Las Vegas, NV | westernbuyingconference.com |
| January 18-21 | Mercedes-Benz Fashion Week Berlin | Berlin, Germany | mbfashionweek.com |
| January 18-24 | Dallas Total Home&Gift Mkt/Holiday&Home | Dallas, TX | dallasmarketcenter.com |
| January 18-24 | California Gift Show | Los Angeles, CA | californiagiftshow.com |
| January 21-22 | Cosmetica Hannover | Messe Hannover, Germany | www.ki-online.de/en/messe/ |
| January 21-23 | Orlando Gift Show | Orlando, FL | orlandogiftshow.com |
| January 22 | Tour of Beauty with Nick Arrojo | Phoenix, AZ | mastersofbeauty.com |
| January 22-23 | Serious Business 2012: What's the Future? | New Orleans, LA | seriousbusiness.net |
| January 22-23 | 2nd Annual Spa Marketplace | Honolulu, HI | the-spamarketplace.com |
| January 25-29 | Winter Gift & Home Accessories Show | Seattle, WA | pacificmarketcenter.com |
| January 26-29 | Dallas Apparel & Accessories Market | Dallas, TX | dallasmarketcenter.com |
| January 28-29 | The Spa & Salon Expo | Las Vegas, NV | bestvalueexpos.com |
| January 28-30 | International Salon & Spa Expo (ISSE) | Long Beach, CA | probeauty.org/isse |
| January 28-Feb. 2 | NY International Gift Fair | New York, NY | nyigf.com |
| January 29-Feb. 2 | ECRM-EPPS Cosmetics, Fragrance & Bath | Denver, CO | ecrm-epps.com |
| January 30-31 | Elements Showcase | New York, NY | elements-showcase.com |
| February 4-5 | International Makeup Artist Trade Show | London, England | imats.net |
| February 5-7 | Natl. Assoc. of Chain Drug Stores Reg. Conf. | Naples, FL | nacds.org |
| February 5-9 | Spring Fair International | NEC, Birmingham, England | springfair.com |
| February 8-9 | PCD—Perfumes, Cosmetics & Design Congress | Paris, France | pcd-congress.com/en |
| February 9-16 | Mercedes-Benz Fashion Week New York | New York, NY | mbfashionweek.com |
| February 10-12 | Saskatoon Wellness Expo | Saskatoon, SK, Canada | wellnessexpo.com |
| February 10-12 | AMLIP International Sales Meeting | Austin, TX | armstrongmccall.com |
| February 11-13 | Cosmobelleza & Wellness Intl. Beauty Fair | Barcelona, Spain | cosmobelleza.com/feria.cosmo |
| February 12-13 | Institute of Salon Business Management: Part 2 | Reading, PA | raylon.com |
| February 12-14 | Accessories The Show | Las Vegas, NV | accessoriestheshow.com |

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|---------------------|--|------------------------------|--|
| February 12-19 | Destination Education by Joico/ISO | Caribbean Cruise | salon52.ca/destinationeducation/ |
| February 13 | Super Monday at the Pacific Market Center | Seattle, WA | pacificmarketcenter.com |
| February 13-15 | WWD Magic | Las Vegas, NV | magiconline.com |
| February 14-16 | WestPack 2012 | Anaheim, CA | canontradeshows.com/expo/ |
| February 14-17 | Informex USA Global Chemical Marketplace | New Orleans, LA | informex.com |
| February 16 | ICMAD Technical/Regulatory Forum | Newport Beach, CA | icmad.org |
| February 16-17 | American Massage Therapy Association | Chicago, IL | amtamassage.org |
| February 17-22 | London Fashion Week | London, England | mbfashionweek.com |
| February 18-21 | Bronner Bros. Intl. Hair Show | Atlanta, GA | bronnerbros.com |
| February 19-21 | Inspiring Champions Cash Flow Camp | Dallas, TX | inspiringchampions.com |
| February 19-22 | ECRM/EPPS European Beauty/Personal Care | Monte Carlo, Monaco | ecrm-epps.com |
| February 19-22 | Alberta Gift Show | Edmonton, AB, Canada | cgta.org |
| February 20-22 | ECRM/EPPS Prestige Beauty Care | Monte Carlo, Monaco | ecrm-epps.com |
| February 20-22 | Beauty Asia 2012, including Spa Asia, Health Asia & Natural Asia | Singapore | beautyasia.com.sg |
| February 20-23 | Beauty & Wellness Exchange | Laguna Beach, CA | exchangeevents.net/beauty |
| February 21-23 | Accessories The Show | New York, NY | accessoriestheshow.com |
| February 21-24 | Focus on Future Trends/Strategy Forum | Scottsdale, AZ | focusonthefuture.net |
| February 22-24 | Personal Care Products Council An. Meeting | Naples, FL | personalcarecouncil.org |
| February 23-March 1 | Fashion Week—Milan | Milan, Italy | mbfashionweek.com |
| February 26 | Barristar Beauty School Forum | Kissimmee, FL | barristar.com |
| February 26-27 | Esthetique Spa International | Vancouver, BC, Canada | spa-show.com |
| February 27-29 | PCHi 2012 | Beijing, China | pchi-china.com/en/home |
| March TBD | Day Spa Expo & Business Forum | Las Vegas, NV | dayspaexpo.com |
| March TBD | L'Oréal Fashion Week Toronto | Toronto, ON, Canada | mbfashionweek.com |
| March 1-3 | Guangzhou International Beauty Expo | Guang-Zhou, China | gzbeautyexpo.com |
| March 1-6 | Lakmé Fashion Week Mumbai | Mumbai, India | mbfashionweek.com |
| March 3-5 | America's Beauty Show | Chicago, IL | americasbeautyshow.com |
| March 3-5 | Face & Body Midwest Spa/Conf/Expo | Chicago, IL | faceandbody.com/midwest |
| March 4 | BehindtheChair Stylist Choice Awards | Chicago, IL | behindthechair.com |
| March 4-5 | Hairstyle 2.0 | Ahoy, Rotterdam, Netherlands | hairstyle.be |
| March 4-5 | Professional Beauty 2012 ExCel London | London, England | professionalbeauty.co.uk |
| March 4-5 | International Congress of Esthetics & Spa | Miami Beach, FL | miami.skincareshows.com |
| March 4-6 | NACDS Natl. Assoc. of Chain Drug Stores | Orlando, FL | nacds.org |
| March 8-11 | Natural Products Expo West | Anaheim, CA | expowest.com |
| March 9-11 | Beauty International Dusseldorf | Dusseldorf, Germany | beauty-international.com |
| March 9-12 | Cosmoprof Worldwide & Cosmopack | Bologna, Italy | cosmoprof.com/en |
| March 10-13 | International Home & Housewares Show | Chicago, IL | housewares.org |
| March 11-12 | Art of Business Seminar | Philadelphia, PA | raylon.com |
| March 11-12 | Allied Beauty Show | Montreal, QC, Canada | abacanada.com |

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|------------------|--|---------------------|------------------------------|
| March 11-12 | Spa & Salon Expo | Las Vegas, NV | bestvalueexpos.com |
| March 11-12 | Irish Beauty Show 2012 | Dublin, Ireland | beautyserve.com |
| March 14-17 | Spatec Spring North America | Grande Lakes, FL | spatecna.com |
| March 16-20 | 70th Amer. Academy of Dermatology | San Diego, CA | aad.org |
| March 17-18 | The Makeup Show LA | Los Angeles, CA | themakeupshow.com |
| March 17-18 | Body Mind Life Expo 2012 | Minneapolis, MN | bodymindlifeexpo.com |
| March 17-18 | Look & BeautyVision Cosmetic Forum | Poznam, Poland | look-beautyvision.mtp.pl/en/ |
| March 18 | Barristar Beauty School Forum | Phoenix, AZ | barristar.com |
| March 18 | Tour of Beauty with Nick Arrojo | Louisville, KY | mastersofbeauty.com |
| March 18 | Beauty Enterprises Trade Show | Secaucus, NJ | beautyenterprises.com |
| March 18-19 | Galveston Fashion Focus | Galveston, TX | fashion-focus.net |
| March 18-19 | Spectrum International Beauty Expo | Los Angeles, CA | sibe.us |
| March 18-19 | Ponce, The Professional Beauty Show | Ponce, Puerto Rico | www.sanjuanbeautyshow.com |
| March 19-21 | Society of Dermatology Skin Care Specialists | San Diego, CA | sdss.tv |
| March 19-23 | Mercedes-Benz Fashion Week Tokyo | Tokyo, Japan | mbfashionweek.com |
| March 22-25 | Dallas Total Home & Gift Market | Dallas, TX | dallasmarketcenter.com |
| March 23-25 | Brandon Wellness Expo | Brandon, MB, Canada | wellnessexpo.com |
| March 24-25 | NEBRA Show | East Rutherford, NJ | nebrashow.com |
| March 24-27 | Hair Brasil | Sao Paulo, Brazil | hairbrasil.com |
| March 25 | Scottish Beauty 2012 | Edinburgh, Scotland | beautyserve.com |
| March 25-26 | Nashville Fashion Focus | Nashville, TN | fashion-focus.net |
| March 25-26 | Discovery 2012 A Pro Beauty Supply Event | Ellicott City, MD | pbs-beautysupply.com |
| March 25-28 | ASD Las Vegas | Las Vegas, NV | asdonline.com |
| March 29-31 | Aesthetic Anti-Aging Medicine World Congress & Medispa | Monte Carlo, Monaco | euromedicom.com |
| March 31 | Canadian Hairdresser Mirror Awards | Toronto, ON, Canada | canhair.com |
| March 31-April 1 | Fargo Evolve | Fargo, ND | cosmoprofbeauty.com |
| April TBD | Mercedes-Benz Fashion Week Moscow | Moscow, Russia | mbfashionweek.com |
| April 1-2 | Expressions | Lombard, IL | saloncentricmw.com |
| April 1-2 | Allied Beauty Show | Toronto, ON, Canada | abacanada.com |
| April 1-3 | Spring Gift & Home Décor Show | Seattle, WA | pacificmarketcenter.com |
| April 2-3 | Modern Salon Artist Session | New York, NY | jalverio@vancepublishing.com |
| April 3-4 | LuxePack Shanghai | Shanghai, China | luxepackshanghai.com |
| April 9-15 | National Spring Spa Week | New York, NY | spaweek.com |
| April 12-15 | The Aesthetics Show | Las Vegas, NV | miinews.com |
| April 14-15 | Peel's The Edge Spring 2012 | Council Bluffs, IA | 800-777-3335 |
| April 14-15 | International Makeup Artist Trade Show | New York, NY | imats.net |
| April 14-16 | Maritime Beauty Supply Carnival of Beauty | Halifax, NS, Canada | maritimebeauty.com |
| April 15-16 | Esthetique Spa International | Las Vegas, NV | spa-show.com |
| April 15-16 | Discover Show 2012 | Austin, TX | statebeauty.com |
| April 15-16 | Barristar Beauty School Forum | Anaheim, CA | barristar.com |

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|-------------|--|---------------------------|--------------------------------|
| April 15-17 | Intl. SalonSpa Business Network Conf. | Rancho Palos Verdes, CA | salonspanetwork.org |
| April 17-19 | In-Cosmetics | Barcelona, Spain | in-cosmetics.com |
| April 18-21 | Spatec Europe | Marbella, Spain | spatecna.com |
| April 19-21 | Cosmobeaute Vietnam | Ho Chi Minh City, Vietnam | cosmobeauteasia.com |
| April 21-23 | American Assoc. of Cosmetology Schools Spring Management/Financial Aid Conference | Las Vegas, NV | beautyschools.org |
| April 22-23 | Cleveland Color Evolve | Sandusky, OH | cosmoprofbeauty.com |
| April 22-23 | 65th Annual Spring Style Show | San Jose, CA | springstyleshow.net |
| April 22-23 | Allied Beauty Show Winnipeg | Winnipeg, MB, Canada | abacanada.com |
| April 22-24 | International Beauty Show (IBS) New York | New York, NY | ibsnetwork.com |
| April 22-24 | Intl. Esthetics, Cosmetics & Spa Conference | New York, NY | iecsc.com |
| April 28-29 | World Natural Hair Health & Beauty Show | College Park, GA | naturalhairshow.org |
| April 29 | Bee Beauty Expo | Niles, IL | beesales.com |
| April 29-30 | Bellevue Fashion Focus | Bellevue, WA | fashion-focus.net |
| April 29-30 | Esthetique Spa International | Toronto, ON, Canada | spa-show.com |
| April 29-30 | Allied Beauty Show Vancouver | Vancouver, BC, Canada | abacanada.com |
| April 30 | FiFi Awards (Fragrance Foundation Awards) | New York, NY | fragrance.org |
| May TBD | Mercedes-Benz Fashion Week Australia | Sydney, Australia | mbfashionweek.com |
| May TBD | International Beauty Exhibition | Charlotte, NC | arosa-exhibitions.com |
| May 2 | 2012 Beauty Symp. hosted by Fashion Group | New York, NY | newyork.fgi.org |
| May 2-3 | SouthPack 2012 | Charlotte, NC | canontradeshows.com/expo/ |
| May 4-6 | Cosmofarma Exhibition | Bologna, Italy | cosmofarma.com/eng/ |
| May 4-6 | China Beauty Expo | Shanghai, China | chinabeautyexpo.com |
| May 5-6 | Peerless Beauty Supply Spring Show | Sandy, UT | peerlessbeauty.com |
| May 5-6 | Cosmetica Stuttgart | Stuttgart, Germany | www.ki-online.de/en/messe/ |
| May 5-7 | Proud Lady Beauty Show | Tinley Park, IL | proudlady.org |
| May 6 | Barristar Beauty School Forum | Minneapolis, MN | barristar.com |
| May 6-7 | Allied Beauty Show Edmonton | Edmonton, AB, Canada | abacanada.com |
| May 6-7 | Miami Beauty Show | Miami Beach, FL | ibeautyshow.com |
| May 6-7 | Baltimore Fashion Focus | Baltimore, MD | fashion-focus.net |
| May 6-7 | Discover Show 2012 | St. Louis, MO | statebeauty.com |
| May 6-7 | Esthetique Spa International | Montreal, QB, Canada | spa-show.com |
| May 6-7 | Intl. Congress of Esthetics & Spa | Dallas, TX | dallas.skincareshows.com |
| May 6-9 | ECRM-EPPS Private Label Health/Beauty Care | Miami, FL | ecrm-epps.com |
| May 7-9 | Accessories The Show | New York, NY | accessoriestheshow.com |
| May 8-11 | Personal Care Prod. Coun.—Legal/Regulatory | Charleston, SC | personalcarecouncil.org |
| May 13-14 | The Makeup Show | New York, NY | themakeupshow.com |
| May 13-14 | BeautyWorld Hair & Beauty | Frankfurt, Germany | hair-beauty.messefrankfurt.com |
| May 13-14 | BeautyUK 2012 | Birmingham, England | beautyserve.com |
| May 13-14 | Holistic Health 2012 | Birmingham, England | beautyserve.com |
| May 14-16 | BeautyWorld Japan | Tokyo, Japan | beautyworldjapan.com |

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|------------|--|----------------------------|------------------------------|
| May 16-17 | LuxePack New York | New York, NY | luxepack.com |
| May 20 | Empress Spring Show | Duluth, GA | empresshaircare.com |
| May 20-21 | Intercoiffure America/Canada Spring Symp. | Miami, FL | intercoiffure.us |
| May 20-21 | Empire Education Group Future Professionals Expo | Hershey, PA | futureproexpo.com |
| May 20-21 | International Hair & Beauty Show | Secaucus, NJ | ihshow.com |
| May 22-23 | Private Label Manufacturers' Association | Amsterdam, Netherlands | plmainternational.com |
| May 22-24 | EastPack 2012 | Philadelphia, PA | canontradeshows.com/expo/ |
| May 29-31 | Beautyworld Middle East | Dubai, UAE | beautyworldme.com |
| May 29-31 | FCE Cosmetique | Sao Paulo, Brazil | fccosmetique.com.br/en |
| June 3 | BehindtheChair RAW: Uncovering New Talent | Orlando, FL | behindthechair.com |
| June 3-4 | Premiere Orlando/Day Spa Conference/ Spa Business Forum | Orlando, FL | premiereshows.com |
| June 3-6 | ECRM/EPPS Intl. Health & Beauty Care | Miami, FL | ecrm-epps.com |
| June 4-6 | 6th Annual Global Spa Summit | Aspen, CO | globalspasummit.org |
| June 9-11 | International Esthetics, Cosmetics & Spa Conf. | Las Vegas, NV | iecsc.com |
| June 9-11 | International Beauty Show Las Vegas | Las Vegas, NV | ibslasvegas.com |
| June 10-11 | American Board of Certified Haircolorists Energizing Summit | Los Angeles, CA | haircolorists.com |
| June 12-15 | ABA Annual General Meeting | Quebec City, QC, Canada | abacanada.com |
| June 14-15 | Cosmetic Business 2012 | Munich, Germany | cosmetic-business.com |
| June 14-16 | Natural Products Assoc. MarketPlace | Las Vegas, NV | naturalmarketplaceshow.com |
| June 14-16 | Beauty Eurasia by Cosmoprof Worldwide | Istanbul, Turkey | beautyeurasia.com |
| June 16-17 | Renew You Spa & Beauty Expo | Chantilly, VA | renewyouexpo.com |
| June 17-18 | The Makeup Show Chicago | Chicago, IL | themakeupshow.com |
| June 19 | Dallas Total Home & Gift Market | Dallas, TX | dallasmarketcenter.com |
| June 19-20 | Spa & Resort/Medical Aesthetics Expo | New York, NY | spaandresortexpo.com |
| June 19-21 | HBA Global Exposition & Conference | New York, NY | hbaexpo.com |
| June 23-24 | International Makeup Artists Trade Show | Pasadena, CA | imats.net |
| June 23-26 | NACDS Marketplace | Denver, CO | nacds.org |
| June 24-25 | Long Beach International Beauty Expo | Long Beach, CA | international-beautyexpo.com |
| June 26-29 | Expo Pack Mexico | Mexico City, Mexico | expopack.com.mx |
| June 27-29 | Cosme Tokyo: Intl. Cosmetics Trade Fair | Tokyo, Japan | cosmetokyo.jp/en |
| June 29 | Annual ICMAD Meeting/CITY Awards | New York, NY | icmad.org |
| July 8-11 | ECRM/EPPS Sun Care | TBD | ecrm-epps.com |
| July 9-12 | ECRM/EPPS Hair & Ethnic | TBD | ecrm-epps.com |
| July 11 | Atlanta Intl. Gift & Home Market | Atlanta, GA | americasmart.com |
| July 14-18 | Mercedes-Benz Fashion Week Swim | Miami, FL | mbfashionweek.com |
| July 15-16 | Houston Image Expo 2012 | Houston, TX | theimageexpo.com |
| July 16-19 | Cosmobeaute Asia | Kuala Lumpur, Malaysia | cosmobeauteasia.com |
| July 18-21 | 10th Annual Ride to Cosmoprof | Santa Fe, NM-Las Vegas, NV | dwhightmiller@aol.com |

| WHEN | WHAT | WHERE | CONTACT |
|-----------------|--|-----------------------|--|
| July 21 | City of Hope Spirit of Life Award | Las Vegas, NV | cityofhope.org |
| July 21-22 | Intl. Makeup Artist Trade Show (IMATS) | Vancouver, BC, Canada | imats.net |
| July 21-23 | Beacon by Professional Beauty Assoc. | Las Vegas, NV | probeauty.org/beamcon/ |
| July 21-24 | Pro Beauty Week | Las Vegas, NV | probeauty.org |
| July 21-24 | Symposium by Professional Beauty Assoc. | Las Vegas, NV | probeauty.org/symposium/ |
| July 21-24 | Best Practice Club | Las Vegas, NV | probeauty.org/bpc |
| July 22 | North American Hairstyling Awards | Las Vegas, NV | probeauty.org/naha |
| July 22-24 | Cosmoprof North America | Las Vegas, NV | cosmoprofnorthamerica.com |
| July 23-26 | ECRM/EPPS Skin, Cosmetics & Fragrance | TBD | ecrm-epps.com |
| July 25-26 | ECRM/EPPS Prestige Beauty Care | TBD | ecrm-epps.com |
| July 27-30 | American Assoc. of Cosmetology Schools Cosmetology Educators of America Conv. | Orlando, FL | beautyschools.org |
| July 29 | Tour of Beauty with Nick Arrojo | Minneapolis, MN | mastersofbeauty.com |
| August TBD | Mercedes-Benz Fashion Week Sydney | Sydney, Australia | mbfashionweek.com |
| August TBD | Lakmé Fashion Week | Mumbai, India | mbfashionweek.com |
| August TBD | Bronner Brothers Intl. Hair Show | Atlanta, GA | bronnerbros.com |
| August 8-14 | Summer Seattle Market Week: Gift | Seattle, WA | pacificmarketcenter.com |
| August 11-12 | Sydney International Spa & Beauty Expo | Sydney, Australia | internationalbeautyexpo.com.au |
| August 11-13 | AMLPL Intl. Sales Meeting | Austin, TX | armstrongmccall.com |
| August 15-19 | American Academy of Dermatology Meeting | Boston, MA | aad.org |
| August 18 | Spa & Salon Expo Las Vegas | Las Vegas, NV | bestvalueexpos.com |
| August 23-25 | Natural Products Expo Asia | Hong Kong, China | naturalproductsexpoasia.com |
| August 25-27 | Face & Body Spa & Healthy Aging Conference & Expo North California | San Jose, CA | faceandbody.com/california |
| August 26-27 | World's Fair | Austin, TX | armstrongmccall.com |
| August 26-29 | ECRM/EPPS Asian Health & Beauty Care | TBD | ecrm-epps.com |
| September 8-11 | 8th Annual Beauty Fair | Sao Paulo, Brazil | beautyfair.com.br/us/ |
| September 9-10 | International Congress of Esthetics & Spa | Long Beach, CA | longbeach.skincareshows.com |
| September 12-13 | Make Up in New York | New York, NY | www.makeup-in-newyork.com |
| September 13-20 | Mercedes-Benz Fashion Week New York | New York, NY | mbfashionweek.com |
| September 15-16 | Peel's Fall Hair & Beauty Expo | Council Bluffs, IA | 800-777-7335 |
| September 15-16 | Cosmetica Weisbaden | Weisbaden, Germany | www.ki-online.de/en/messe/ |
| September 16 | Empress Fall Show | Troy, MI | empresshaircare.com |
| September 16-17 | Fort Lauderdale Beauty Show | Fort Lauderdale, FL | ibeautyshow.com |
| September 18-20 | Fantastic Sams Salons' Convention | Las Vegas, NV | speace@fantasticsams.com |
| September 19-22 | Natural Products Expo East | Baltimore, MD | naturalproductsexpo.com |
| September 21-22 | Premiere Birmingham | Birmingham, AL | premiereshows.com |
| September 21-26 | London Fashion Week | London, England | mbfashionweek.com |
| September 22-23 | The Makeup Show Europe | Berlin, Germany | themakeupshow.com |
| September 23-24 | Allied Beauty Show Saskatoon | Saskatoon, SK, Canada | abacanada.com |
| September 23-24 | Olympia Beauty | London, England | olympiabeauty.co.uk |

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|---------------------|--|------------------------|--------------------------|
| September 27-Oct. 1 | Milan Fashion Week | Milan, Italy | mbfashionweek.com |
| September 29-30 | Peel's Fall Hair & Beauty Expo | Denver, CO | 800-777-7335 |
| September 30 | Bee Beauty Expo | Niles, IL | beesales.com |
| September 30 | Nail Pro Sacramento | Sacramento, CA | nailpro.com |
| September 30-Oct. 1 | Allied Beauty Show Calgary | Calgary, AB, Canada | abacanada.com |
| October TBD | Moscow Fashion Week | Moscow, Russia | mbfashionweek.com |
| October TBD | Day Spa Expo & Business Forum | Atlanta, GA | dayspaexpo.com |
| October TBD | L'Oréal Fashion Week Toronto | Toronto, ON, Canada | mbfashionweek.com |
| October 3-6 | American Massage Therapy Assoc. Convention | Raleigh, NC | amtamassage.org |
| October 6-8 | Intercharm Milano | Fieramilanocity, Italy | intercharm.it |
| October 7-8 | Premiere Beauty Classic | Columbus, OH | premiereshows.com |
| October 8-9 | Fall Buying Event at Pacific Market Center | Seattle, WA | pacificmarketcenter.com |
| October 13-15 | Intercoiffure Fall Atelier | New York, NY | intercoiffure.com/events |
| October 13-19 | Education on Vacation by The Beauty Council | Eastern Caribbean | ciabc.net |
| October 14 | Tour of Beauty with Nick Arrojo | New York, NY | mastersofbeauty.com |
| October 14-15 | Paramount Runway Show | Uniondale, NY | paramountbeauty.com |
| October 14-15 | INSalon 2012 | St. Paul, MN | insalonpro.com |
| October 14-15 | GR Forum | Grand Rapids, MI | saloncentricmw.com |
| October 15-19 | Mercedes-Benz Fashion Week Tokyo | Tokyo, Japan | mbfashionweek.com |
| October 21-22 | Charlotte Fashion Focus | Charlotte, NC | fashion-focus.net |
| October 21-22 | Indianapolis Fashion Focus | Indianapolis, IN | fashion-focus.net |
| October 21-22 | Allied Beauty Show Moncton | Moncton, NB, Canada | abacanada.com |
| October 21-22 | Barristar Beauty School Forum | Burbank, CA | barristar.com |
| October 21-23 | Cosmobeaute Asia | Jakarta, Indonesia | cosmobeauteasia.com |
| October 26-30 | American Assoc. of Cosmetology Schools Annual Convention | Orlando, FL | beautyschools.org |
| October 28-29 | Glendale Fashion Focus | Glendale, AZ | fashion-focus.net |
| October 28-29 | International Congress of Esthetics & Spa | Philadelphia, PA | lneonline.com |
| October 28-31 | PackExpo | Chicago, IL | packexpo.com |
| November 4-5 | International Salon & Spa Expo Midwest | Rosemont, IL | probeauty.org/isse |
| November 4-5 | Premier Encounter | Lake Geneva, WI | saloncentricmw.com |
| November 4-5 | The Makeup Show Orlando | Orlando, FL | themakeupshow.com |
| November 11-12 | San Juan Beauty Show | San Juan, PR | sanjuanbeautyshow.net |
| November 12 | Super Monday at the Pacific Market Center | Seattle, WA | pacificmarketcenter.com |
| December 2-4 | ECRM/EPPS Health & Beauty Care | TBD | ecrm-epps.com |

Stay up-to-date on what's happening by visiting www.bironline.com, where we post updates all year long!

If you can't attend a major event, you can read our exclusive show reports in every issue of *Beauty Industry Report*.

Please send your corrections, additions and 2013 show listings to lisa@bironline.com.

Please note: All show dates are subject to change and events are subject to cancellation. Please check with each show producer before booking your travel. *Beauty Industry Report* makes every effort to publish correct information provided by event producers and on websites. *Beauty Industry Report*, its publisher and its representatives assume no liability in the event of an error or omission.