## Puerto Rico General Distributing Co.



# **Beauty Supplies Distribution**

Hair Salons Day Spas Dermatologists Cosmetologists Beauty Schools

Julio N. Matos Ind. Park, Warehouse Plaza I Lot 26 Bo. Martín González - Carolina, Puerto Rico 00987 Tel: (787)757-3333 Fax: (787)757-5544 www.prgdco.com

### Puerto Rico General Distributing Co.



### **Beauty Supplies**

Please allow me to introduce Puerto Rico General Distributing Company and myself, Tino Arias, President of PRGD.

For the past 27 years I have developed globally with consumer product companies such as Procter & Gamble, GlaxoSmithKline Beecham and Alberto Culver. Based out of Puerto Rico, I held increasing executive responsibilities, developing solid commercial relationships throughout Latin America and the Caribbean. In 2001, I engaged in the integration of business development programs for the industries of Grocery and Health & Beauty Care, Gaming and Leisure, Beauty Products and Healthcare in Puerto Rico, the Caribbean and Latin America. Utilizing these experiences has allowed me the opportunity to create a company with the focus and objectives for these industries.

PRGD is a Distribution Company that sells beauty supplies to hair salons, day spas, Dermatologists and Cosmetologists. It also serves the beauty schools directly through proprietary marketing initiatives and designs the execution of integrated marketing alliances with Beauty wholesalers to secure synergistic tactics and market development strategies supported by our solid capital structure and in house resources. To develop these unique programs, PRGD has a staff of industry veterans with a successful background and focus in education, including James Negron, a three time Organisation Mondiale Coiffure World Champion in both hair styling creativity and hair fashion design achieving several gold, silver and bronze cups. OMC is the world's biggest beauty organization with over 60 member countries and 500,000 Salon owners worldwide. Succeeding for over 20 years in the business, James has also been recognized as one of the top styling masters in the world by the OMC. His understudies have recently achieved the Triple Crown in both styling and creativity at the 2008 Hong Kong World Championship. The members of our team have had successful careers prior to joining PRGD and their inclusion will ensure PRGD'S success.

With over 700 Class A and B Beauty Salons, Day Spas, Dermatologists, and Cosmetologists, Puerto Rico boasts its retail sales above \$1 billion annually. Puerto Rico is also one of the largest sales per square foot and per capita markets in the Western Hemisphere. This diverse market of four million consumers on top of an annual floating population of seven million travelers is geared towards new brands and consistent supply. To this end, PRGD has entered the beauty supplies distribution and focuses on bringing new branded products to Puerto Rico.

The Beauty Supplies market grew steadily and has recently further developed with the reconstitution, consolidation and repositioning of locally owned salon and spa chains. Meanwhile the small business format salon and spas segment continues to gather new strength and is in a spiral growth momentum provided a strong financial support structure is available by a solid distributor with character, capacity and credibility. PRGD is positioned to fuel the segments growth and consumer demand by developing brands strategically aligned to this market trend supplying the needs based on request with the support of a strategic alliance structure geared to provide education via its own central education center and seven regional locations throughout the island.

Small business format salons and spas as well as Dermatologists and Cosmetologists are vital to their neighborhoods economy where the Hispanic consumers continue to spend three times more than the average American. With today's busy households, consumers are staying closer to home rather than getting their hair done at Big Box chain salons that add time and cost constraints. Small business format salons serve the community better with a broader range of products and services. Typically, small business format accounts are more costly to service and PRGD simplifies the order processing systems with a financial backing support program. It is also organized and structured to work effectively with these types of salons, spas and skincare centers despite the fact that they are more expensive to maintain.

PRGD has personal business relationships with owners of the most successful salon and spa as well as Dermatologists, and Cosmetologists, facilitating distribution/supply relationship processes. Our Company prides itself in maintaining its goals of Excellence in service and innovations. Attached is a presentation of our Company and the market it serves. To this extent, we invite you and your colleagues to visit us in Puerto Rico to further understand our approach to the Market. We can show you how PRGD can impact your business through our marketing and distribution capabilities.

Sincerely,

Tino Arias, President Puerto Rico General Distributing Co., LLC

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### **PRGD** Distribution

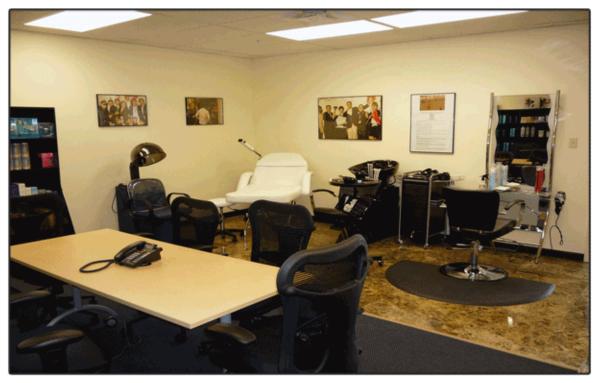


PRGD's Office and Warehouse Facilities with Over 50,000 Square Feet.

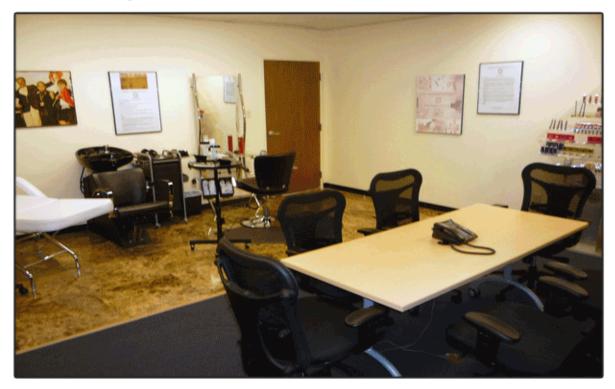


PRGD Reception Area. We Welcome You to Puerto Rico.

### Salon Training Center



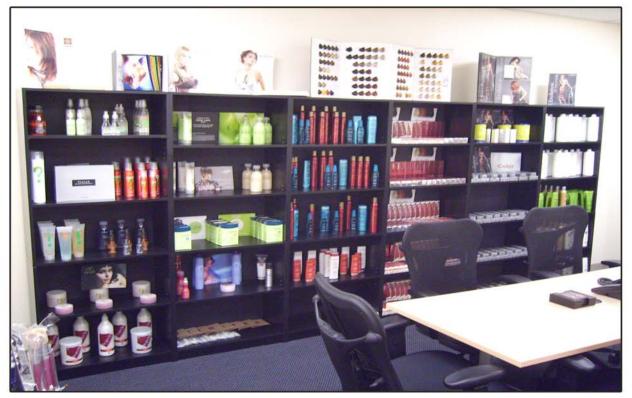
PRGD's Training Center Is Equiped With a Full Service Salon to Train Stylists and Estheticians on Our Lines.



# Salon Training Center



PRGD Distributes Perfecta, an Exclusive Italian Creme Color Line With a Professional Selection of Retail Support Products.



Perfecta's Color Line Is the First Permanent Amonia Free Color Line in the World.

# Salon Training Center



We Offer Innovative Marketing Programs to Salons, Day Spas, Dermatologists and Cosmotologists.

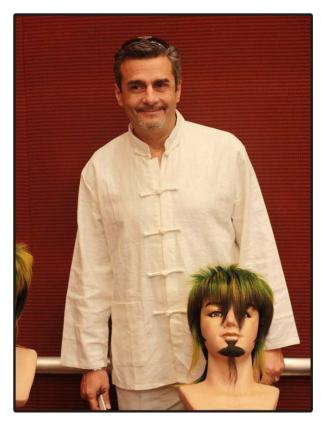




James Negron Was Selected as the Chinese Team Trainer at the OMC World Championship, Hong Kong 2008



Winners of the Triple Crown Gold, Silver and Bronze Cups.



Mr. Negron Is a Three Time Men's World Supreme OMC Gold Medalist and World Record Holder.

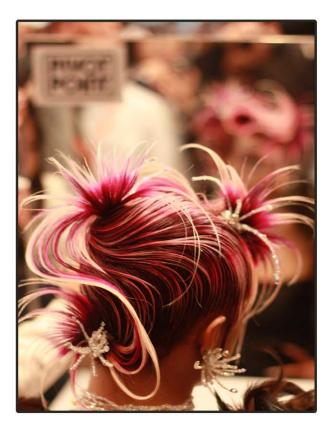




The Chinese Team Won the Triple Crown in Both Categories of Design and Creativity.







Design and Creativity







Master of Masters...Champion of Champions



### James Negron Puerto Rico Olympic Team Trainer



OMC World Championship Chicago, Illinois 2008 Winners of Bronze Medal

### Puerto Rico General Distributing Co.



### James "Jimmy" Negron

Master of Masters, Champion of Champions, three time Men's World Supreme OMC Gold Medalist himself throughout his professional career.

#### **Education:**

Bachelor's Degree of Arts in Hair Styling and Cosmetology: Madrid Syndicated School of Hair Styling. Madrid, Spain: 1980

Continuing Education: Multiple Trainings and Certifications;

VIDAL SASSON School, Hair Styling and Cosmetology.

The Paul Mitchell School of Hair Styling

Jimmy was personally trained by Sal Fodera, the USA Master and OMC World Championship and trainer of the USA Team.

Jimmy was personally trained by Renzo, the Italian Master and OMC World Champion.

Jimmy was personally trained by Tanaka, a Japanese Master and OMC World Champion and Trainer of Japanese Team.

#### **Background:**

#### **Trainer:**

A Hair Styling Master who continues to direct and educate the Puerto Rico Olympic Team as Trainer for the last 25 years has delivered commanding performances at the OMC World Championships. The Team was Winners of Bronze at Verona Italy 1986, Bronze at Berlin Germany in 2000, and Bronze Medal at Chicago Illinois 2008.

Chinese Team Trainer in Hong Kong 2008 OCM World Championship; Winners of the Triple Crown in both categories of Design and Creativity; Gold, Silver, and Bronze Cups.

#### **Personal Competition Accomplishments:**

As a competitor, Mr. Negron has the unique honor of being a three time Men's World Supreme OMC Gold Medalist himself winning at Los Angeles in 1988, at New York in 1992 and 1994 making him the World Record Holder in World Supreme OMC Gold Medals.

Gold Medal winner American Cup Miami 1992.

James has participated as an International Judge at OMC World championships in Las Vegas, Berlin, Milan, Tokyo, Seoul, Paris, Buenos Aires, Chicago, St. Petersburg, and Vienna. Last year at OMC in Russia, Jimmy was named the best Judge in the world.

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# Beauty Salons



Puerto Rico Boasts Salon Retail Sales of Over \$1 Billion Annually.



# **Beauty Salons**



Puerto Rico Salons Represent One of the Largest Sales Per Square Foot and Per Capita in the Western Hemisphere.



# Day Spas - Plastic Surgeons



Puerto Rico Has Over 200 Day Spas, Dermatology and Cosmotology Centers.



Plastic Surgeons Carry PRGD Products and Market Them to Their Patients.

# Education



Team Director James Negron Giving Styling Technique Education Using Perfecta Styling Products.

# **Product Distribution**



PRGD Markets to the Four Areas of Beauty Salons - Retail Section Above Shows Perfecta Products in Center...



...Stylist Stations Use Perfecta Products...

# **Product Distribution**



... The Color and Chemical Room...



... and the Back Bar.

## **Product Distribution**





PRGD Is Positioned to Meet Customer Needs as a Full Line, Full Service Distributor.



