

# Beauty & Scents

A Publication of Alexander Perfumes & Cosmetics... "Where Your Beauty is Our Business"

## Escada debuts two fragrances perfect for Mother's Day & Father's Day



Lily Chic by Escada is a new limited edition fragrance for the Spring/Summer 2000 season. Escada is the only fashion fragrance house to create and launch a limited edition fragrance every spring season creating exclusive fragrances for the truly fashion conscience consumer.

**Mother's  
Day is  
May 14!**

This year Escada packaged its elegant floral fragrance in a limited edition bottle which contains a miniature lily.

**Special Edition Bottle:**  
1.7oz Eau de toilette - \$52

**Limited  
Edition**

The perfect Mother's Day or Bridal Shower Gift - **3.4 oz** Lily Chic Spray Eau de Toilette, Shower Gel and Body Lotion in a lime green gift bag! Only \$79



**Escada's Casual Friday** for men introduces a cotton flower note for the first time in the history of fragrances. It makes you feel as comfortable with wearing a fragrance as you do when you wear your favorite pair of Khakis. Casual Friday makes every day feel as good as Friday.

Prices start at \$45 for a 2.5 oz Eau de Toilette Spray

## Annick Goutal's Ce Soir ou Jamiais "Tonight or Never" A Best Bet for Gift Giving This Season



*Tonight or Never* is Annick Goutal's strongest single fragrance this spring. This luxurious fragrance comes in a hand-polished glass interpretation of her Goutal's signature fabric pouch. The flacon is then packaged in a red velvet hatbox carton. Everything about this fragrance is special and is a perfect way to say I love you with a gift.

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Order *Tonight or Never* from Alexander  
Perfumes & Cosmetics by calling (800) 326-1632 or (858) 454-2292.

## Our Feature Perfume Cabotine

Cabotine has been on the market since 1990 and remains a staple fragrance for Spring and has a tremendous consumer following.

Cabotine starts out with top notes of citrus and ylang ylang, followed by distinctive middle notes of rare ginger, lily, tuberose and iris. The warm base notes of sandelwood, musk and black currant, gives it more body and takes care of the long lasting properties of this special fragrance.



### Special prices for Beauty & Scents readers.

<b>Eau de Parfum spray</b> 1.7 oz	<del>\$55</del>	\$39
<b>Eau de Parfum spray</b> 3.4 oz	<del>\$65</del>	\$49
<b>Eau de Toilette spray</b> 1.7 oz	<del>\$42</del>	\$33
<b>Eau de Toilette spray</b> 3.4 oz	<del>\$63</del>	\$42
<b>Body Lotion</b> 6.6 oz	<del>\$42</del>	\$34
<b>Shower Gel</b> 6.6 oz	<del>\$40</del>	\$30

Complimentary gift wrapped for mother's day  
and special occasions!

## Planning a wedding?

### Let Alexander Perfumes & Cosmetics assist with your beauty needs

Your wedding day is one of the most memorable days of your life. When all eyes are upon you and the flash bulbs are flashing, creating photos that will last a lifetime, you will want to look flawless.

Alexander Perfumes & Cosmetics has three skin care and make-up packages available to the bride and the entire wedding party.

Let our staff of professional make-up artists and skin care experts worry about the details so you can just relax, enjoy your special day and be your most beautiful!

- ❖ **Silver Package includes:** Skin care analysis, Color selection, Make-up application
- ❖ **Gold Package includes:** Silver Package, plus Radiant Facial
- ❖ **Platinum Package includes:** Gold Package, plus Make-up application on site

*To make your appointment today call Alexander  
Perfumes & Cosmetics at (800) 326-1632 or (858) 454-2292*

## MICRO DERMABRASION

### Reveals Younger, Healthier Looking Skin



If you are preparing for a wedding, vacation, family reunion or any special occasion this spring/summer season you will want your skin to look its very best. Micro dermabrasion is thought to be the most innovative and effective treatment available to professional estheticians to fight almost any kind of skin problem and symptoms of aging. The technique actually makes the skin look younger by helping replace the collagen - making you look and *feel* your best!

#### Benefits of Micro Dermabrasion

- < **Reduces fine lines, crow's feet, blackheads, scars, stretch marks, cellulite, sun damaged skin, oily skin and age spots**
- < **Substitutes all types of skin peelings**
- < **Fast regeneration**
- < **100% control over peeling depth**
- < **Visible results after very first treatment**

*Micro Dermabrasion offered by Alexander Perfumes & Cosmetics  
by calling 1-800-326-1632 or (858) 454-2292*

# To Order Call 1-800-326-1632

**NEW!**

## Perle de Caviar combines the infinite delicateness of pearl and the vital energy of caviar

**NEW!**

Perle de Caviar draws the essential elements of long-lasting beauty and a youthful complexion from the depths of the ocean. Ingrid Millet uses marine collagen, chitine (extract of crustacian shells), squalene, urea, hyalauronic acid, fine vitamized oils and vegetal extracts to produce a regenerating and moisturizing line for mature or temporarily unbalanced skin.

This pure energy concentrate, 20 times richer than a cell, contains all the vital elements - trace elements, proteins, mineral salts, amino acids, phospholipids and essential fatty acids - essential to the skin's balance, beauty and youth.

***Each product provides an intense treatment designed to hydrate and regenerate.***



***Stop by Alexander Perfumes & Cosmetics for a demonstration of how these products can improve your complexion or call (858) 454-2292 for more information or to order.***

### Make-Up Tips by Pamela

- ❖ *Prepare skin for concealer* - Before applying concealer prepare the eye area by smoothing on eye creme such as Ingrid Miller Perle de Caviar and let it soak in for 1-2 minutes. Blot with a sponge to remove excess. This will enable the concealer to adhere to skin without slipping or looking dry or caked-on.
- ❖ *Application is key* - Lightly dab concealer with a brush or tap a small dot on the inside corner of nose by tear duct and two more dots on inside hollow toward lower lash area. Softly blend outward, stopping short of outer corner (this is where concealer will accentuate fine lines!)
- ❖ *Creases look good in pants, not in eye shadow* - Before applying shadow on eye lid, try ADM Disguise for the eyes to prevent creasing or fading of shadow, and to keep those shadows where they belong!
- ❖ *Long lashes can be yours* - Apply mascara closest to base of lash and zig zag gently with the wand, then up and out toward your temples. This will give you a wide-eyed look with sweeping lashes!

### Fragrance Tips by Melissa

- ❖ Apply fragrance directly to skin, especially on pulse points — throat, inner wrists, elbows, behind ears, knees and ankles.
- ❖ Keep your fragrances away from extreme heat. This will damage the integrity of the fragrance.
- ❖ Layer on fragrance. Use a shower gel, body powder, body cream or lotion for a longer lasting effect.
- ❖ Your clothes can also become a fragrance layer by tucking sachet bags in your closets and drawers. Try sprinkling powder sachet in lingerie, travel bags, pillows, bed sheets and shoes. Tip: Spray Eau de Toilette/ Cologne on your ironing board before pressing your blouse or shirt.
- ❖ There are as many fragrances as there are moods - Build a complete fragrance wardrobe in a variety of scents to match any occasion.

*Pamela and Melissa are Alexander Perfumes and Cosmetics beauty consultants and are always available to assist with your questions about fragrance, make-up and skincare products.*

or go to [www.BeautyAndScents.com](http://www.BeautyAndScents.com)

# Your Favorite Fragrances Always in Stock!

## For Her...

AV, Acqua di Gio, Acte 2 En Fleurs, Action Sport, Aimez-moi, Alexandra, Alchimie, Alfred Sung, All About Eve, Allure, Amarige, Anaïs Anaïs, Angel, Animale, Annick Goutal, Apres l'Ondee, Aqaba, Aqua Allegoria, Arpege, Axis, Azzaro 9, Baby Doll, Baby Rose Jeans, Bal a Versailles, Balmain de Balmain, Bandit, Bellodgia, Bill Blass, Birmane, Blonde, Boucheron, Bulgari, Burberry, By, Byblos, Byzance, Cabochard, Cabotine, Calandre, Caleche, Carrera, Carolina Herrera, Casmir, Cassini, Chamade, Champs Elysees, Chanel 5, 19, Cheap and Chic, Chloe, Climat, Coco, Comptoir Sud Pacifique, Coolwater, Coriandre, Creed, Cristalle, D & G Feminine, Dalimix, Dalissime, Detchema, Diorella, Dioressence, Diorissimo, Diva, Dolce & Gabbana, Dolce Vita, D Orsay, Dupont, Dune, Eau de Charlotte, Eau d Eden, Eau de Givenchy, Eau d Hadrien, Eau d Orlane, Eau de Patou, Eau de Rochas, Eau de Sud, Eau Dynamisante, Eau Svelte, Eden, Elysium, Emporio Elle, Empreinte, Enigma, Envy, Escada, Essential, Exquise, Extravagance d Amarige, Fantasia, Fath de Fath, Femme, Fendi, Ferre by Ferre, Fidji, First, Fleur d Eau, Fleur d Orlane, Fleurs de Rocaille, Fracas, Galore, Gardenia Passion, Gem, Gianfranco Ferre, Gianni Versace, Gio, Giorgio, Giorgio Aire, Givenchy III, Goodlife, Grand Amour, Guepard, Habanita, Halston, Hanae Mori, Hiris, Hugo, Hypnotic Poison, Il Bacio, Indecence, Indiscret, Infini, Intoxication, IO, Issey Miyake, Ivoire, J ai Ose, Jaipur, Jardins de Bagatelle, Je Reviens, Jean Louis Scherrer, Jean Paul Gaultier, Jessica McClintock, JIL, Jil Sander 3, 4, Joop, Joy, Jungle, KL, Kenzo, Kumquat, La Peria, Lalique, Lancaster, L Air du Temps, Laura, Lauren, L Eau par Kenzo, Le Baiser, Le Feu d Issey, Le Long, Le Roy Soleil, L Heure Bleue, L Interdit, Lolita Lempicka, Lou Lou, Lou Lou Bleu, Loving Bouquet, Ma Griffe, Mackie, Madame Rochas, Magic, Mariella Burani, Marina de Bourbon, Miss Dior, Mitsouko, Molinard de Molinard, Moment Supreme, Montana, Moschino, Muguet de Bonheur, Must de Cartier, Mystere, Nahema, Narcisse Noir, Nicole Miller, Niki de St. Phalle, Noa, Nocturnes, Norell, Nuit de Noel, O de Lancome, OH! de Moschino, Ombre Bleue, Ombre Rose, Opium, Organza, Oscar de la Renta, Paloma Picasso, Paco, Panthere, Paris, Parfum d Ete, Parfum d Hermes, Parfum Prive, Paradox, Parure, Passion, Pastel Cabotine, Patou Forever, Perle de Silences, Petite Cherie, Petit Guerlain, Pheromone, Poeme, Polo Sport, Popy Moreni, Quartz, Quelques Fleurs, Red Jeans, Rive Gauche, Roma, Romance, Romeo Gigli, Rush, Royal Bain de Champagne, Royal Secret, St. John, Safari, Salvador Dali, Samsara, Scherrer 2, Sexual, Shalimar, Silences, Sonia Rykiel, So Pretty, Soir de Paris, Sotto Voce, Spring Flower, Sublime, Sun, Sunwater, Tabac Blond, Tamango, Tea Rose, Tempore, Tentations, Theorema, Tiffany, Tilleul, Tocade, Touch, Tresor, True Love, Truete, Trussardi, Un Amour, V E, Valentino, Van Cleef, Venezia, Versus, Very Valentino, Vice Versa, Vicky Tiel, Vol de Nuit, Weekend, Wings, Wish, White Jeans, Y, Yellow Jeans, Yendi, Yohji Yamamoto, Ysatis, Yvresse, Zaharoff, 1000, 1881, 212, 24 Faubourg

## For Him...

Acqua di Genova, Acqua di Gio, Action Sport, A-Men, Ambro, Annick Goutal, Antaeus, Aqua Di Selva, Aqua Lavanda, Armani, Azzaro, Balenciaga, Baryshnikov, Bel Ami, Black Jeans, Blue Jeans, Booster, Boss, Boucheron, Bulgari, Bulgari Black, Burberry, By, Cacharel, Carolina Herrera, Caron, Cassini, Chanel, Chevalier, Chrome, Comptoir Sud Pacifique, Coolwater, Coriolan, Creed, D&G, D-Dunhill, D Orsay, Dalimix, Davidoff, Declaration, Derby, Dolce & Gabbana, Dreamer, Drakkar Noir, Dune, Dunhill, Dupont, Eau du Coq, Eau de Fleurs de Cedrat, Eau de Guerlain, Eau de Rochas, Eau d Orange Verte, Eau Sauvage, Emporio Lui, Envy, Equipage, Escada, Escada Light Silver, Fahrenheit, Ferragamo, Fresco, Gendarme, Gianni Versace, Givenchy Verte Gentleman, Goodlife, Grabazzi, Green Irish Tweed, Green Jeans, Habit Rouge, Halston, Heritage, Hermes, Horizon, Hugo, Imperiale, Iquitos, Issey Miyake, Jacquar, Jazz, Jil Sander, Joop, Jungle, Kenzo, Kouros, Krizia Uomo, L Uomo-Trussardi, Lagerfeld, Lalique, Lanvin, Le Dandy, Le Male, Life Essence, Live Jazz, Monsieur Balmain, Monsieur Givenchy, Montana, Moschino, Nautica, Nightflight, Opium, Paco, Paco Rabanne, Paradox, Pasha, Patou Prive, Pino Silvestre, Polo, Polo Sport, Pour Lui, Relax, Ricci Club, Rocabar, Rochas, Roger & Gallet, Roma, Royal Secret, Romance Carrera Royal Water, Safari, Salvador Dali, Salvatore Ferragamo, Sander, Santos, Sculpture, Sexual, Signorici, Silver Mountain Water, Tabac, Tabarome, Tiffany, Trussardi, Tsar, Uomo-Moschino, Van Cleef & Arpels, Vetiver, Weekend, What About Adam?, Xeryus, Xeryus Rouge, Yatagan, YSL, Zino, 273, 1881, 4711.

## Skin Care...

Christian Dior, Clarins, Lancaster, Orlane, Darphin, Jan Marini, Terme di Saturnia, Alexandra de Markoff, Phytomer, GlyDerm, Ingrid Millet, Barielle, Badedas, Mavala.

All New Swarovski Jewelry Collection now at Alexander Perfumes & Cosmetics. Gifts that will be appreciated for Mother's Day, graduation, showers and birthdays—Choose from a large selection including topaz necklaces and the latest rage — crystal tattoos!

# More Than 450 Fragrances!

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**1-800-326-1632**

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Need a gift for a bride, wedding attendants, mother of the bride or groom?  
**Call Alexander Perfumes & Cosmetics**  
 for special wedding party gifts!