

COMPANY PROFILE



Aloe ferox

HOUSE OF ALOES (PTY) LTD
T/A ALCARE

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INDEX

COMPANY PROFILE	PAGE NO.
Introduction	2
The Aloe ferox Plant	4
Company History	5
Alcare Product Range	6
Specifications	14
Company Credits	21



Introduction

The following people are on the management of the factory:

General Manager	Sid Finlayson
Production Manager	Graham Pettitt
Administrative Manager	Shirley Pettitt
Marketing Manager	Cor Laubscher
Sales Manager	Ria Laubscher



Aloe Factory and Shop



View of the shop in Albertinia

The Aloe ferox Plant

Our alCare Aloe Products are made from various parts of the Cape Aloe Plant, the botanical name being Aloe ferox. The indigenous Cape Aloe Plant is found in abundance in the Mossel Bay – Albertinia area of the Cape Province and is known for its high concentration of bitters (aloin), which has been exported to Europe for many years.

Whereas Aloe vera products are derived from the Aloe vera species, Aloe ferox, from which alCare products are produced, occurs naturally in South Africa and contains two principle ingredients, namely aloe bitters (not readily available from Aloe vera) and the white inner fleshy part of the leaf used in the manufacture of products similar to Aloe vera derived products.

Historical evidence taken from archives relating to Egyptian, Greek and Roman times, show that African Aloes have been used for many centuries in treating various ailments such as burns, sunburn, injuries to the skin, stomach ailments and as protection against the elements. Even the San have recorded their association with the plant in numerous cave artwork. Bitters have also been ingested by ancient people for their medicinal properties to help with gout, rheumatism and arthritis.

Many recent Dutch remedies such as Lennon's medicines contain large concentrations of the Cape Aloe. Today's trend is to move back to natural remedies and products resulting in alCare Aloe Products, manufactured in South Africa, are becoming increasingly popular as more and more people experience the benefits of physical well-being by using these products.

The Aloe Plant has 3 usable parts, which are:

- 1. The green epidermis as fibre**
- 2. The yellow, aloin rich bitter juice, which is found in the vascular bundles just under the skin.**
- 3. The white inner flesh, which is rich in minerals, vitamins, amino acids, polysaccharides, enzymes and lipids.**



The tapping process to obtain the bitter juice



Derivates of the Aloe ferox plant

The bitters are extracted from the plant and then processed to produce crystals or a powder. These by-products are used in various forms as a great natural detoxifier.

The remainder of the leaf, which is the white inner flesh, is then further processed to produce an aloe juice, or a 200:1 white aloe powder. A large amount of the powder is added to produce Alcare Aloe Gel as well as all our skin care products.



White powder, aloe gel and aloe drink produced from the white inner fleshy part of the aloe leaf



Selected Alcare Aloe Products

Company History

Until 15 years ago all Aloe gel used in South African Health and Skin Care Products was imported. Yet, Africa and particularly South Africa, has an abundance of indigenous Aloes. The possibility of the establishment of a local Aloe Industry began in the 1970's when Dr Leon du Plessis, a Chemical Engineer, visited the United States of America in 1978 and noticed the gel which was being produced from the Aloe vera plant. He knew that the Cape Aloe, *Aloe ferox*, contained rich deposits of gel and that for hundreds of years local tappers had been making a living from the bitter section of this plant. He was convinced that he could also extract raw products from the inner white flesh of the plant, and produce an Aloe powder of equal quality, if not better than that of the Aloe vera powder produced in the U.S.A. To this end he persuaded Advocate Dan Nesor and various investors in Gauteng, as well as selected farmers in Albertinia, on whose land the Aloe is found, to invest in this project. The inclusion of selected farmers whose plants have been researched and tested, has ensured that a constant supply of high quality, naturally occurring plants, is available for reaping.

In 1986 the investors erected the first Aloe Factory on the Garden Route at Albertinia, South Africa. This has become known as the Original Aloe Factory.

The official opening of the Aloe Factory



Refining of the process and further research continued at the new factory under the guidance of Professor M.C. Botha, one of the investors and world-renowned pathologist (who was a member of the first heart transplant team). Professor Botha, together with the present Production Manager through continued research finally solved many problems until they were able to produce a high quality raw product, (the 200:1 aloe powder) which the Cosmetic and Health industry requires. The Aloe Raw Product Specification indicates the comparative studies between Aloe ferox and Aloe vera.

The House of Aloes trading as **alCcare Aloe** has stood the test of time and is today a leader in manufacturing, marketing and distribution of a natural, high content aloe product.

**We manufacture a complete Skin/Hair/Bath/Health and
Animal Care Range of products
(Proven & Tested for more than 15 years – Skincare/Healthcare)**

alCcare Product Range

alCcare for Physical Health

Health and Energy Drinks

1. **Aloe Drink**
A refreshing drink with a slightly acid taste. Contains no bitters and is made from the freshly harvested aloe leaves.
2. **Aloe Drink with Vitamin C**
Boosts energy levels, provides soluble fibre and soothes the mucous membrane of the intestine.

Reported uses:

Lethargy, insomnia, chronic tiredness, headaches, indigestion, heartburn, stomach ulcers, spastic colon, colitis, bladder infections, prostate infections, vaginal infections, liver conditions, irregular menstruation, psoriasis, hypertension, tonsillitis, sore throat, mouth ulcers and diabetes.

Detoxifying Care

3. Aloe Bitter Crystals

Made from the natural bitter juice which is boiled to form the dark brown crystal. A natural laxative that detoxifies the body. These crystals contain a high concentration of aloin with antibiotic and antifungal properties.

Reported uses:

Arthritis, rheumatism, gout, chronic constipation, intestinal parasites, tennis elbow, osteoporosis, goitre problems and detoxification of the liver.

4. Aloe Bitter Powder

The yellow aloe juice is collected and spray dried to form the yellow, aloin rich Bitter Powder which is a powerful laxative with antifungal and antibiotic properties.

Reported uses:

Relief of hay fever and sinusitis.

Diet Range

5. Aloe Fat Magnets

Absorbs fat and prevents fat absorption by the body.

6. Aloe Lean Capsules

Suppresses the appetite and is safe for diabetics. Prevents constipation during diet and helps with the detoxification of the body.

A combination of tested additives that increase the body's metabolism to change fat into sugar, which is then burnt up by the body.

7. Aloe Health Fibre

Gluten-free fibre providing bulk that gives a full feeling.

Treatment of Specific Health Problems/Conditions

8. Aloe Bitters Arthro-Detox

Helps bone formation, prevents cholesterol accumulation in arteries, relief of arthritis, detoxification of body, immune and energy booster.

9. Aloe Joint Flex

Nutritional supplement for joints with Chondroitin Sulphate and Glucosamine and MSM

10. Aloe Pro-Prostrate

Vitamin B complex. Protects against, alleviates symptoms and treats BPH – is therefore a natural immunity builder against bacterial infections.

Skin Care

For the Face

Cleansers

1. Soap Bars

- ❑ Facial Soap Perfumed
A gentle glycerine base soap.
- ❑ Facial Soap Perfume Free
A gentle glycerine base soap for those who are allergic to perfume.
- ❑ Facial Soap with Aloe Bitters
Antiseptic properties for problem skin

2. Foaming Cleanser

Gently washes away all traces of grime and may be used as a body cleanser for sensitive and allergic skin conditions.

3. Cleansing Cream

Softly cleanses and moisturises the skin.

4. Eye Make-up Remover

Gently removes all traces of eye make up.

Exfoliant

5. Refining Scrub

Removes dead cells and impurities.

Masks

6. Cream Mask

Nourishes and rejuvenates the skin.

7. Oatmeal Mask

Gently purifies and refines oily and blemished skin.

Toner

8. Balancing Toner

Gentle toner that is alcohol free, closes the pores, tones the skin, stimulates blood flow to the skin and restores the acid balance of the skin.

Treatments

Contains the highest proportions of the polysaccharide rich aloe gel which contains numerous minerals, vitamins, amino acids, lipids and enzymes necessary for your skin.

- 9. Aloe Gel**
Heals and regenerates.
- 10. Aloe Spray**
Heals and regenerates.
- 11. Aloe Gel Plus**
With vitamin A and Comfrey. Enhances skin rejuvenation, restores moisture to dehydrated skin, counteracts ageing, relieves skin irritation and acne, and reduces puffiness around the eyes.
- 12. Bitter Aloe Gel**
Rich in antifungal and antiseptic properties.

Reported uses:

Sun burn, burns, radiation burns, fever blisters, candidacies, abscesses, acne, piles, corns, warts, moles, stretch marks, sun blotches, itches, insect bites, allergies, rashes, eczema, psoriasis, chicken pox, athletes foot, varicose veins, muscle spasm, leg cramps and shingles.

Moisturisers

- 13. Moisturising Day Lotion**
Very lightly textured moisturiser for oily and younger skins. The aloe gel provides a very small amount of protection against the sun's harmful rays.
- 14. Moisturising Day Cream**
Perfect balance of Aloe and Almond oil for normal skins.
- 15. Enriched Day Cream**
Rich and nourishing moisturiser providing extra protection for dry and very dry skins.
- 16. Night Cream**
Light, gentle nourishment for normal skins which is absorbed easily by the skin.
- 17. Enriched Night Cream**
Extra nourishment of drier skins.
- 18. Super Enriched Night Cream**
An especially rich nourishing cream for very dry skins.

Area Specific

19. **Eye Cream**
Gently smoothes away those fine lines.
20. **Neck and Chest Cream**
Special nourishment for this delicate area as it firms the skin and smoothes wrinkles.
21. **Lip Balm Jar or Tube**
Light vanilla scent which brings quick relief to dry and chapped lips.

For the Body

Healing and Regenerating

1. **Aloe Gel**
2. **Aloe Gel Spray**

A multipurpose gel / spray essential for every household. Soothes and relieves burns, insect bites, rashes, ulcers and sprains. Helps with the healing of scars and blemishes. Easily absorbed and promotes better blood circulation.

3. **Aloe Gel Plus**
With Comfrey and Vitamin A.
4. **Bitter Aloe Gel**
With Aloe Bitters, an antiseptic and anti-fungal treatment.

Nourishment

5. **Hand and Body Lotion**
Lightly moisturises and nourishes the skin.
6. **Hand and Body Cream**
A rich easily absorbed cream which leaves your skin supple and velvety soft.
7. **Heel Balm**
Heals and softens chapped and rough heels and is enriched with camphor and glycerine.

Treatment

8. **Cellulite Reducing Gel**
Easily absorbed, stimulates circulation and improves areas where cellulite occurs in excess.
9. **Cellulite Reducing Soap**

Contains special grains that stimulate the blood supply in these problematic areas.

aLcare for the Bath and Shower

1. **Top-to-Toe Aloe Wash**
Refreshing and is gently perfumed with a herbal scent. Special formula for psoriasis, acne and other skin problems.
2. **Bitter Top-to-Toe Aloe Wash**
All purpose health wash with antibiotic and antifungal properties.
3. **Bath Oil**
A gentle and milky oil with delicately scented herbal extracts that leaves the skin supple without the greasy feel.
4. **Luxury Foam Bath**
Lightly scented with herbal extracts. Mild and soothing combination of Aloe Gel Glycerine and Coconut oil which may also be used as a liquid body wash.

aLcare for the Hair

1. **Regular Shampoo**
Aloe gel blended with extracts of coconut.
2. **Conditioning Shampoo**
A special combination of Aloe and Hydrolysed vegetable oils.
3. **Bitter Shampoo**
Contains Aloe Bitters, which has antiseptic and anti-fungal properties that help combat dandruff and other scalp irritations. Stimulates the growth of new hair.
4. **Conditioner**
A combination of Aloe Gel, vegetable proteins and waxes.
5. **Hair Rebuilder**
Special restorative treatment for damaged hair.
6. **Aloe Gel**
For extra nourishment of the hair. Can be used as a styling gel, improves hair texture and gives hair volume. Feeds dry, split ends and revitalizes and repairs damaged hair. Reduces oiliness on scalp. Stimulates hair growth. Relieves itchy scalp and eczema.

aLcare for Men

1. **Facial Soap Bars**
 - Facial Soap Perfumed
A gentle glycerine base soap.

- Facial Soap perfume Free
A gentle glycerine based soap for those who are allergic to perfume.
- Facial Soap with Aloe Bitters
Antiseptic properties for problem skins.

2. After Shave Lotion

Lightly scented with a herbal extract. Gentle alcohol-free combination of Aloe Gel, Witch hazel and Comfrey.

3. After Shave Gel

Soothes shavers' rash, itchy, burning, acne, eczema and other skin irritations. Lightly scented with herbal extracts.

5. After Shave Cream

Gentle, non greasy cream with that masculine touch.

6. Aloe Pro-Prostate

Treatment and alleviation of symptoms of BPH plus Vitamin B. A natural immune builder against bacterial infections.

Alcare for Sport

1. Aloe Drink

Health drink that boosts energy levels

2. Aloe Gel

3. Aloe Spray

Soothes and heals tired muscles, blisters and burnt skin.

4. Arthro-Detox Tablets

Energizes and detoxifies the body.

Alcare for Sun Protection and Sunburn Treatments

1. Sun Protection Lotion – SPF 17

Sun protection and treatments with Vitamin E, contains extra nourishment.

2. Lip Balm

Vanilla flavoured leaving the lips soft and supple.

3. Aloe Gel

4. Aloe Spray

In gel or liquid form. A must for sunburn treatment. Gives instant relief, soothes and heals the skin and prevents blister formation.

aLcare for Mothers and Babies

1. **Aloe Drink**
2. **Aloe Drink with Vitamin C**
Energy restorer
3. **Aloe Gel**
4. **Aloe Spray**
In a gel or liquid form. Helps soothe sore nipples and heals postnatal abdominal scars. Excellent for nappy rash.

aLcare for Animals

1. **Bitter Crystals**
Deworms and prevents internal parasites.
2. **Bitter Aloe Spray**
Anti flea and antiseptic bitter gel spray.
3. **Bitter Powder**
Anti-flea and antiseptic powder.
4. **Bitter Shampoo**
Conditions coat and protects against ticks and fleas.

aLcare Tasty Treats

1. **Exotic Aloe Rusk Mix**
Enhance your coffee break with this delicious and healthy treat.
2. **Aloe Jam**
A novel and delicious condiment. After peeling off the green skin of the aloe leaf, the inner white flesh is cooked in a syrup of sugar to form a non-bitter sweet aloe jam.
3. **Aloe Tea**
Relax with a friend whilst cleansing and detoxifying your body. This fibre rich tea is made from sun dried aloe leaves which has a mild laxative effect.

The House of Aloes – Specifications of Aloe Raw Materials In Alcare Products

OVERVIEW

The House of aloes utilizes the *Aloe ferox* species (more commonly known as the Cape Aloe), grown in its natural habitat, to produce the following 3 extracts:

1. **Aloe Gel Powder Concentrate 200:1**
2. **Aloe Gel Liquid Concentrate 50:1**
3. **Aloe Bitter Powder**

PRODUCTION PROCESSES

1. Gel Powder

In this extraction process, whole fresh aloe leaves are pulped and pressed to obtain a golden liquid containing a mixture of both the gel juice and bitter sap. After fine filtration, a self-sterilizing organic solvent is used to remove the bitter sap and then to precipitate out the gel juice solids. This bitter-free precipitate is then spray-dried to produce a fine powder containing only unique aloe gel nutrients.

2. Gel Liquid

In this patented process; water, heat and a natural compound are added to fresh aloe leaf pulp to remove the bitter sap and release the gel nutrients from the leaf fibres. By adjusting the water content, various concentrates containing entirely soluble aloe nutrients are produced.

3. Bitter Powder

In this alternative process to the traditional crystal producing method, bitter sap collected from freshly harvested leaves is filtered and spray dried to produce a fine powder.

PRODUCT: Aloe Gel Powder Concentrate 200:1
CODE: GPC200

GENERAL: Aloe Gel Powder, produced by the process described in Production Processes no 1, is blended with lactose to achieve a user-friendly final product that matches the USA aloe extract model. This commercial starch replaces the mass of common free sugars and salts which are too fine to precipitate, as well as the mass of unwanted bitter sap. It also serves to improve the solubility of the aloe gel solids which are partially insoluble in pure water. This final product is Aloe Gel Powder Concentrate 200:1.

ALOE DERIVED CONTENT: (Drying Analysis)	Polysaccharides	7000mg/100g
	Minerals	5000mg/100g
	Proteins	2000mg/100g
	Simple sugars	1000mg/100g

SPECIFICATIONS:	Appearance	Fine powder
	Consistency	Homogenous Powder
	Colour	Off-white/white
	Taste	Bland
	Odour	Nil
	Moisture	3.3%
	Ash	4.0 - 5.0%
	Mucopolysaccharides	15 000mg/100g
	Aloin	Absent
	Dispersion rate	<15 minutes
	Coliforms	Absent
	Pathogenic bacterial	Absent
	Microbial count	Nil
	Preservatives	None

APPLICATIONS: Aloe Gel, because of its small molecular structure, penetrates the skin easily bringing soothing, healing and regenerating properties both internally and externally. AGPC200 can be incorporated as is or as a liquid suspension in all types of skin lotions, skin creams, regenerating gels, facial tonics, after shaves, shampoos, suntan lotions, sunburn protections, balms for skin irritation, as well as health beverages and tonics.

STORAGE: Does not support microbial growth and when stored in its airtight container is stable for an unlimited period of time.

PRODUCT: Aloe Gel Beverage Concentrate 50%

CODE: AGBC10

GENERAL: This viscous, liquid extract is produced by the process described in Production Process no 2.

ALOE DERIVED CONTENT:	Polysaccharides	350mg/100g
	Minerals	300mg/100g
	Proteins	70mg/100g
	Simple sugars	10mg/100g

SPECIFICATIONS:	Appearance	Viscous liquid
	Colour	Slightly opaque
	Taste	Bland, vegetable
	Odour	Slight, vegetable
	Moisture	99.0 - 99.2%
	pH	4.0 - 5.0
	Solids	0.8 - 1.0%
	Ash	0.5%
	Aloin	Absent
	Dispersion rate	Immediate
	Coliforms	Absent
	Pathogenic bacteria	Absent
	Microbial count	Nil
	Preservatives	Citric Acid qs Sodium Benzoate .05%

APPLICATIONS: As aloe gel nutrients have a calming effect on the human digestive system, this extract is ideally suited for various applications in the health beverage industry. AGBC10 can be retailed as is, flavoured, combined with Aloe Bitter Powder to produce a potent digestive tonic, or added to any beverage formulation to increase body and health benefits.

STORAGE: The preservative is highly effective over a period of six months if the extract is not exposed to heat or air for extended periods.

PACKAGING: 5 litre or 500ml Plastic Bottles.

COMMENT: This concentrate contains 10 times the natural level of aloe-polysaccharides and provides an opportunity to produce a natural tasting aloe-rich beverage as opposed to the current strongly flavoured herb-cocktail type of aloe drink.

PRODUCT: Aloe Bitter Powder

CODE: ABP

GENERAL: This fine powder extract is produced by the process described in Production Process no 3.

ALOE DERIVED CONTENT: Spray-dried Aloe Bitter Sap 99g/100g

SPECIFICATIONS:	Appearance	Fine powder
	Consistency	Homogenous powder
	Colour	Yellow
	Taste	Extremely Bitter
	Odour	Slight, unique
	Moisture	< 1%
	Solids	99%
	Ash	<1%
	Aloin	21 - 27%
	Solubility	Soluble at < 1%
	Coliforms	Absent
	Pathogenic bacteria	Absent
	Microbial count	Nil
	Preservatives	None

APPLICATIONS: 100mg of ABP taken internally produces a natural laxative effect; it is also believed to relieve the symptoms of irritable bowel syndrome (IBS) and arthritis. Its pesticidal/fungicidal nature also has the effect of eliminating parasitic organisms in the digestive system. Applied externally it stimulates hair growth, exhibits an insecticidal tendency and appears to enhance healing when combined with aloe gel nutrients. Ideal for digestive tonics, insecticidal preparations, per treatment, pet shampoos and body lotions.

STORAGE: Does not support microbial growth and is thus stable for an unlimited period if kept moisture free.

PACKAGING: Sealed plastic containers of varying size.

COMMENT: Mossel Bay-Albertinia bitter aloe crystals, due to their extensive use in the international taste and veterinary fields, are known for their extremely high concentration of aloin - thought to be the active ingredient in the compound. This aloin-rich substance, in user-friendly powder form, opens the way for controlled, accurate and consistent usage in both internal and external applications.

SPECIFICATIONS / COMPARATIVE STUDY

The table below allows an easy comparison of our ALOE GEL POWDER specifications with those provided by the major producers from the USA, whose imported products and specifications are available in South Africa.

	<u>Our Specs</u>	<u>Ref. Powder 1</u>	<u>Ref. Powder 2</u>	<u>Ref. Powder 3</u>
Appearance	Fine Powder		Off white to tan powder	Fine Powder beige to light cream
Colour	Off-white to white	Off-white		Yellow-green to light amber (0.5% solution)
Odour	Nil	Odourless		Vegetable
Moisture	1.1 – 3.6%		5% Max.	8% Max.
Taste	Bland	Bland		
Borntraeger Reaction	Negative	Negative		
Emodin		Negative		
Aloe leaf fibres	None	None		
S.G. (0.5% soln.)	1.0013 – 1.0019	1.002 – 1.015		1.02 ± 0.005
Total microbial count	Nil	Less than 1 000/g	Less than 50 colonies/g	>500 cfu/g
Pathogenic bacteria	Absent	None	Negative	Nil
pH (0,5% soln)	4.5 – 5.5	4.5 – 7.5		4.0 – 5.0
Acid insoluble ash	3.7%	Max. 0.6		
Water insoluble matter	Max. 0.066%	Max. 0.050%	Max. 0.10%	

We believe that most major manufacturers have perfected their production methods to the extent that they, like us, can produce a stable and pure aloe gel powder. We do not believe that anyone will be able to prove scientifically that one is more effective than the other.

However, as has been stated above, that the final product consists of a pure powder or genuine aloe gel powder containing a necessary carrier. What we believe matters most is the amount of genuine aloe gel powder in the product.

The more the carrier, the less effective the product. The more the genuine aloe gel powder, the more effective the product.

With this principle in mind we approached the SABS to conduct an analysis of two gel powder samples obtained from USA. The analysis concentrated on sugar identification due to the fact that all carriers consist almost entirely of simple sugars. Based on the results of this analysis the House of Aloes' factory has adjusted the production process, and the quality and quantity of carrier added, to ensure that our final product contains more genuine aloe gel powder than other commercially available aloe gel powders.

FEROX AS SOURCE OF BITTER ALOE

According to both the British and the USA Pharmacopoea, Cape Aloes (A. ferox bitter crystals) contain less of the active purgative constituent Aloin, or Barbaloin, than do Barbados Aloe (A. vera). Extensive field studies by McCarthy showed that concentrations of Aloin in A. ferox bitter vary remarkably between geographic regions within South Africa. We have confirmed this and have found the highest levels in the Mossel Bay / Albertinia / Riversdale region, with values 20% - 28% being considerably higher than the figures quoted in the Pharmacopoeas.

The cut leaves of cultivated Aloe ferox produce approximately 20 times more bitter sap, weight for weight, than do Aloe vera plants growing beside it. The concentration of amino acids in aloe varies from specie to specie:

FEATURE	A. vera KIRSTENBOSCH BOTANIC GARDEN JAN '87	A. ferox KIRSTENBOSCH BOTANIC GARDEN JAN '87
	19.1748 nMol/mg dry mass 37 JAN'87	30.1004 nMol/mg dry mass 34 JAN'87
	<u>A. vera Full Leaf</u>	<u>A. ferox Full Leaf</u>
Glutamic acid	4.70	2.8
Asparagine	3.29	14.47
Aspartic Acid	1.75	1.41
Ethanolamine	1.54	0.64
Serine	1.27	1.69
Ureum	1.06	0.45
Glycine	0.95	0.67
Valine	0.36	0.56
Threonine	0.33	0.90
Proline	0.25	0.46
Lysine	0.18	0.08
Arginine	0.12	0.05
UNKNOWN	0.12	0.07
UNKNOWN	0.10	
Leucine	00.9	0.12
Phenylalanine	0.08	0.07
Isoleucine	0.07	
Tyrosine	0.06	0.05
3 - Alanine	0.06	0.03
UNKNOWN	0.04	0.06
UNKNOWN	0.04	
Cystine	0.04	0.01
Anserine	0.03	0.03
Citrulline	0.03	0.0003
Histidine	0.03	0.02
UNKNOWN	0.02	0.02
Ornithine	0.02	
Methionine	0.02	0.07
UNKNOWN	0.02	0.02
UNKNOWN	0.01	0.02
4 Amino buteric	0.01	0.04
UNKNOWN	0.004	0.01
1 Methylhistidine	0.0008	0.0004
Isoleucine		0.12
Tryptophane		
	19.1748	30.1004

Company Credits

On 19 July 2000 the House of Aloes became a bone fide paid-up member of the Cosmetic, Toiletry and Fragrance Association of South Africa (CTFA), and has undertaken to manufacture all its products in accordance with the cosmetic regulations of South Africa.

On 24 August 2000 the House of Aloes (PTY) LTD submitted their **alcare Sun Protection Lotion** to the Medical University of Southern Africa to undergo the Sun Protection Factor Test procedure as described in the South African Standard SABS 1557. The following results were given: The product has an SPF of:

DRY 17 (Mean 17.7, SD 1.8, SEM 0.6 [3.3% of mean])

Water 14 (Mean 14.2, SD 4.2, SEM 1.3 [9.4% of mean])

The above complies with the requirements for water resistance and broad-spectrum protection and is approved by the South African Bureau of Standards (SABS).

Alcare is also a member of the South African Cosmetic Export Council and is constantly being invited to participate in Trade Missions.

References:

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We look forward to discussing your business requirements with you.

Facts to consider when your interested in exports. These facts can change from country to country.

1. Calculate the cost price of products.
2. Calculate transport cost.
3. Calculate period of transport and harbour clearance.
4. Import-duty
5. Import registration cost per item
6. Does the information on the labels satisfy the conditions of the import country?
7. Are the contents of the products approved by the customer of the import country?
8. Is the population of the country natural product orientated?
9. Are there any other Aloe products available in the import country?
10. What is the selling price of these products?
11. After calculating all costs, will it be profitable to sell Alcare products in the import country?