



EL AVANTE EVOLVER 2026

Business
Partners



DE LORENZO

EVY Professional

EVY Professional is an Australian-owned, innovative tool brand that has proudly built a loyal following among both industry professionals and consumers.

As we approach 2026, we're excited to celebrate 10 years of EVY, a milestone that reflects our passion for innovation and commitment to quality. Over the years, our tools have been recognised with multiple industry awards, including AHFA/AHIA honours for Most Innovative Tool and Best Electrical. Standout winners include OneGlide, E Curl Pro, Boss Digi, E Styler, and the Restyle Hot Brush, with several others also named finalists.

Looking ahead to 2026, we're thrilled to be introducing five exciting new tools to the industry and can't wait to share what we've been working on with you.

Each of the EVY products feature 32 natural negative ion-generating infused minerals. This unique blend of post-volcanic minerals injects hydration and moisture into the hair as you style. The end result is hair heaven – silky, smooth, healthy hair every time. Our tools will ensure maximum inner hydration and easier styling for both the stylist and consumer.

Hairstyling that lasts.

Supported by marketing and PR, EVY Professional continues to be a well-recognised and respected brand.

Exclusive ASPYA offer:

Receive a 13% discount off the price of EVY Tools and Brushes (excluding promotions)

Enter EVYASPYA when ordering through the website at checkout

To redeem this offer contact:

Tracey Lauretta

☎ 03 9497 9863

✉ tracey@evyprofessional.com

✉ sales@aquabaci.com.au

🌐 evyprofessional.com

The Australian Hairdressing Council (The AHC)

The Voice, the Support, the Community: Why the AHC Is every salon owner's essential partner.

Running a salon is rewarding, creative, and deeply personal, but it can also be tough. A recent AHC survey revealed that 70% of salon owners say rising operational costs are their biggest challenge. Add constant Fair Work changes, staff shortages, and compliance demands, and it's clear that running a salon without external support can be overwhelming.

That's where the Australian Hairdressing Council (AHC) comes in. As the national peak body for the professional hair industry, the AHC provides the support, resources, and advocacy that every salon business needs to thrive. From HR and legal advice to compliance tools, workplace templates, and exclusive education, AHC membership helps you stay informed, confident, and connected.

The AHC's expert HR Advisory Team simplifies the complex world of workplace legislation, giving you peace of mind so you can focus on what really matters - your team and your clients. Members also gain access to webinars, business resources, and a vibrant community of salon professionals who share your challenges and your passion.

De Lorenzo and the AHC share a deep commitment to supporting sustainable, professional salon businesses.

To celebrate this partnership, De Lorenzo ASPYA salons are being offered an exclusive **15% OFF** a Salon Select membership.

Simply use the code **ASPYA** at checkout to claim your discount.

Because success in this industry isn't just about skill - it's about support, community and having someone in your corner.

"I really love being a member of the AHC," says Brodie Tsiknaris of Rokstar Salon. "The benefits are amazing, the support is incredible. You never feel alone or lost when navigating your business with the AHC."

"Running a profitable, successful business requires many skills that we do not learn as hairdressers working in salons," adds Kym Krey, The Salon Mentor. "The AHC is the network you need to support your business."

AHC membership is more than a resource - it's a partnership that grows with you. From business advice to workplace guidance, you'll find support every step of the way.

Join the AHC today and experience the power of being part of Australia's most trusted hairdressing network.

Learn more and join at <https://theahc.org.au/membership/>

Affordable Eco Solutions

Affordable Eco Solutions offers sustainable alternative supplies for hair salon businesses with a focus on reducing their carbon foot without sacrificing on quality and without costing the earth.

We offer an extensive range that include disposable eco towels, eco gloves, Refoil, eco colour remover wipes, disposable eco capes and more.

Exclusive ASPYA offer:

ASPYA Salons receive
15% off all products

Discount code: ASPYA15

To redeem this offer contact:

☎ 0499 042 862
✉ info@affordableecosolutions.com.au
🌐 affordableecosolutions.com.au

Sustainable Salons

Sustainable Salons is a for-purpose organisation that specialises in collecting up to 95% of the salon bin and redirecting all waste for reuse, recycling and repurposing solutions, with over 2.2 million kg of waste now diverted by our 1500 members. We also offer rewards for our members' recycling efforts with useful items and savings for the business, while 100% of the recycling proceeds are donated to charitable organisations OzHarvest and KiwiHarvest to help feed those in need.

Exclusive ASPYA offer:

A sustainability starter marketing kit
valued at \$500

Including a targeted local paid advertising campaign to attract sustainability-minded clients, a ready-to-use digital marketing kit, plus three custom-designed assets tailored to your salon. Everything you need to showcase your sustainability impact and grow your client base with confidence.

To redeem this offer contact:

☎ 1300 475 679
✉ hello@sustainablesalons.org
🌐 sustainablesalons.org

Sweet Memories Promotional Gifts

Sweet Memories Promotional Gifts is an Australian company specialises in importing and distributing promotional merchandise - including: corporate gifts, corporate clothing, staff uniforms, work wear, point of sale items such as banners and flags and much more...

Exclusive ASPYA offer:

Receive 10% discount on all products
(excluding tech products)

Please advise at the time of requesting
a quote that you are an ASPYA Member

To redeem this offer contact:

Lisa or Emma

☎ 02 8577 6400
✉ sales@sweet-memories.com.au
🌐 sweet-memories.com.au

Glide Hair Tools

Glide Hair Tools is a boutique company that designs tools for hairdressers by hairdressers. Our Australian owned family business has a vast range of product ranges including foils, brushes, combs, capes, aprons, scissors and towels, just to name a few.

Exclusive ASPYA offer:

ASPYA clients receive an ongoing 15% discount on non-promotional items by using the code "ASPYA15" when ordering via our website, or by letting us know you are an ASPYA salon when placing an order by phone or email

To redeem this offer contact:

Glide Hair Tools Head Office

☎ 02 8730 8847
✉ admin@glidehairtools.com.au
🌐 glidehairtools.com.au

HR Hair Collective

HR Hair Collective supplies a luxury range of hair extensions, professional tools & in-depth training programs, to equip salon owners & stylists with everything they need to grow their business, increase revenue, and become hair extension experts.

Exclusive ASPYA offer:

All De Lorenzo ASPYA accounts receive exclusive discounts on all hair extension orders, along with a reduced rate on all professional hair extension training courses! Giving business owners the best opportunity to increase revenue and expand their hair extension services with confidence.

To redeem this offer contact:

HR Hair Collective Team

☎ 0428 020 759
✉ info@hrhaircollective.com
🌐 hrhaircollective.com

Tesselgrid Colour Storage

At TesselGrid colour storage, our hairdressing colour storage racks can be made to suit your colour tubes, regardless of box size or tube length. Our hairdressing colour grids will fit any wall or bench space you have in your existing business. Combine this with exceptional storage and versatile interior space, and you've got a hairdressing colour rack that makes finding your colours a whole lot easier.

Exclusive ASPYA offer:

At TesselGrid colour storage, we are offering all the ASPYA clients a special rate of our ongoing \$100.00 off our standard size tesselgrid measuring, 1200mm x 780mm x 200mm

Therefore our standard price is \$585.00 and the ASPYA price is \$485.00

Delivery is extra via FedEx.

To redeem this offer contact:

Bill Xanthopoulos

☎ 0423 330 500
✉ bill@tesselgrid.com.au
🌐 tesselgrid.com.au

Coastal Scissor Services

We are a nationwide professional scissor restoration service. As Hairdressers passionate about cutting, together with over 40 years experience in our industry, we totally understand your blades and the performance you require from them.

Once engaged, we will define your cutting style and create an edge that perfectly enables effortless cutting. So whether your precious scissors just need a freshen up, their edges have been altered from their original design, or suffered an accident, you can feel rest assured that you're in good hands.

In all cases, nothing leaves our work shop unless we are 100% satisfied. Your scissors will be always returned to you in "As New" condition, ready for work.

New Scissors?

We are stockists of Above Shears (Direct from the USA), offering huge discounts to all ASPYA members, as you are purchasing direct from your scissor restorer, (NO MIDDLE MAN).

We can FaceTime you while you watch your potential new set perform live. Virtual "TRY BEFORE YOU BUY". This is a very successful way to ask questions, enabling you to select your perfect scissors, and get it right the first time.

Exclusive ASPYA offer:

- 24-48 hour turnaround once received
- Full damage removal
- Blades reset and realigned
- Original edges restored or modified to suit cutting style
- Replacement of all worn parts (included in flat rate charge)
- Comprehensive report provided of work completed
- Images provided of before and after results, with short video demonstrating restored performance
- Exclusive flat rate of only \$69, including return Express Postage to your salon complete with tracking details

To redeem this offer contact:

Nick Vracknos

☎ 0400 083 881
✉ nickv.css@hotmail.com
🌐 @coastalscissorservices

Comfortel

Comfortel, committed to providing visionary furniture and equipment that help salon professionals create beautiful results, proudly introduces the latest hairdressing and beauty furniture and equipment that will define the future of salons, giving you the salon space you love.

Comfortel offers trendsetting designs in hairdressing furniture, including salon chairs, wash lounges, barbers' chairs, trolleys, stools, and mirrors. These essential pieces partner with you in unleashing your creativity and setting you apart from the rest.

Alongside salon furniture, we provide exciting salon tools and equipment. Explore our hair-repellent wheels for salon stools, carts, and trolleys, along with the one-of-a-kind Comfortel Mova Salon Trolley featuring built-in power.

Experience efficient brush cleaning with our salon wonder tool– the Comfortel Presto Brush Cleaner– capable of cleaning your brushes in seconds. For colourists, discover our 24/7 automatic foil dispenser, perfectly cutting and folding foils with a single touch of a button.

For over 25 years, Comfortel has been supplying premium salon furniture and equipment to salons in Australia. From industry leaders to cutting-edge salons, both small and large, they have relied on Comfortel for the most innovative and modern approach to salon equipment and furniture.

 [comfortel.com.au](https://www.comfortel.com.au)

Exclusive ASPYA offer:

- Exclusive ASPYA discount on ALL Comfortel furniture however this is not available on consumables or clearance items
- FREE in showroom design consultation and the creation of a digital floorplan
- Gift with purchase on ALL furniture orders

To redeem this offer contact:

Victoria

Jade Brennocks

 03 8581 8111 | ext. 1

 vicrep@comfortel.com.au

New South Wales

Rebecca Tran

 02 9966 5900 | ext. 1

 nswsales@comfortel.com.au

Venus Eskandar

 nswrep@comfortel.com.au

Queensland

Kara Johnstone

 07 3209 1444 | ext. 1

 kara@comfortel.com.au

Allarah Carbines

 qldrep@comfortel.com.au

Elise Wright

 qldsales@comfortel.com.au

South Australia

Lauren Willson

 08 7225 8998 | ext. 1

 sasales@comfortel.com.au

Western Australia

Bobby Dougall

 08 9258 4446 | ext. 1

 wasales@comfortel.com.au

The Fringe Dwellers

The Fringe Dwellers support salon owners through a holistic approach to salon coaching, marketing, and education, all working together in one place. Understanding the challenges salons face in a competitive industry, support is tailored to each individual business to create strategies that strengthen and support long-term business growth and success.

Through business breakfasts, workshops, in-salon education, digital tools, and ongoing support programs, The Fringe Dwellers provides practical, relatable education designed specifically for the modern salon environment.

A core part of The Fringe Dwellers offering is the Weekly Salon Support Program — designed to help salon owners stay accountable, supported, and strategically focused within their business. What makes this program different is the way each area of support works together as part of an overall business growth strategy. Rather than marketing, education, and business coaching operating as separate services, each element is intentionally aligned to support the salon's individual goals, creating clearer direction, stronger decision making, and more sustainable long-term growth.

The program focuses on the three key pillars of salon success:

- **Business Building**
- **Marketing Strategy**
- **Salon Education**

By aligning these areas together, salon owners receive support that is not only practical and achievable, but strategically designed to support the overall growth and health of their business.

As an ASPYA Partner, The Fringe Dwellers look forward to supporting the ASPYA salon network through collaboration, education, and practical insights that add genuine value to both salon owners and their teams.

ASPYA Partner Offer

As part of the ASPYA network, ASPYA salons will receive complimentary access to The Fringe Dwellers Electronic Tools & Resources Suite, valued at over \$1,500.

This suite has been designed to support salon owners in building stronger, healthier, and more sustainable businesses through practical planning, tracking, and growth tools, including:

- Salon Health Check
- Salon & Personal Budget Tools
- Ultimate KPI & Salon Breakeven Calculator
- Service Pricing Calculator
- Monthly Social Media Content Planner

In addition, ASPYA salons will also receive:

- 10% off The Fringe Dwellers Weekly Salon Support Program

Our goal is to provide ASPYA salons with accessible, practical resources and ongoing support that helps simplify the business side of salon ownership while encouraging sustainable long-term growth.

Phorest Salon Software

Phorest Salon Software powers over 11,000 Hair, Beauty & Medi Aesthetic salons in the UK, Ireland, Germany, Australia, Finland, the USA and Canada.

Phorest touches every point of the salon experience - from the in-salon software appointment calendar and CRM with best-in-class, fully integrated marketing suite to team apps and integrated payment solutions. Phorest provides salon clients with an amazing user experience through custom native apps, eCommerce solutions, and online bookings.

Exclusive ASPYA offer:

Opening Offer - New Clients

50% OFF the setup fee
(reduced from the standard \$695 + GST)

2,000 complimentary SMS credits provided upon signing

Existing Clients:

30-day free trial of our new AI features,
including Front Desk AI and Cheat Sheet Summary
Call 1800 945 250 to redeem this offer

To redeem this offer contact:

Scan the QR Code to access the onboarding link



ELEVATE & EVOLVE

The ASPYA Program is the foundation for growth, creativity and community.

Together, we are setting new benchmarks for professional excellence and business success.

Your journey. Your growth.
Your evolution.

“Together, we elevate”



Hair & Cosmetic Research
103 Carnarvon St, Silverwater NSW 2128
 **Toll Free: 1800 800 347**

ASPYA Enquiries
 **02 9748 8900**
 **aspya@delorenzo.com.au**

 **delorenzo.com.au**
 **delorenzohaircare**
 **delorenzohaircare**