

# people and places



## Lots of Smiling in Malaysia

Rusli bin Tambi has plenty to smile about. Rusli (pronounced "Roosley") is general manager of Avon/Malaysia, one of our most colorful and successful markets in Southeast Asia. In just three years, business is booming and soon we'll be manufacturing some products there.

Malaysia, one of the most stable Southeast Asian nations, is an exciting land of diversity and contrasts, where East mixes with West and the old blends in with the new.

Our Avon/Malaysia facility, like the rest of the country, comprises three

major racial groups: Malay (like Rusli), Chinese and Indian. They are all Malaysians, but they also retain their own distinct religions, cultures, traditions, languages and cuisines.

Avon/Malaysia may be our only location to celebrate four different new year holidays!...on January 1st, and at the start of the Muslim new year, the Chinese new year and the Indian new year.

On top of all of this, there is a veneer of British influence left over from the British colonial days...English is mixed in with the native tongue. And, of course, progress and American culture continues to make an impact. Bluejeans, Kentucky Fried Chicken and "Dallas" are all in Malaysia, too.

COMPARISON PRODUCTS	SELLING PRICE
Chanel* Aliage* <b>TIMELESS COLOGNE SPRAY*</b>	\$10.00 13.50 <b>5.75</b>
Charlie* <b>CANDID</b>	8.75 <b>5.75</b>
Revlon Eterna 27 <b>NURTURA</b>	14.00 <b>3.49</b>
Alpha Keri, 8 oz. Sardo, 8 oz. <b>SKIN-SO-SOFT, 8 oz.</b>	4.30 5.00 <b>3.49</b>
Revlon Moisture Release Lipstick <b>COLORCREME LIPSTICK</b>	3.50 <b>1.99</b>
Revlon Super Rich Mascara <b>COLORCREME MASCARA</b>	2.95 <b>1.99</b>
Coty Creme Sticks Revlon Formula II Sticks <b>AVON COLORSTICKS</b>	2.95 4.00 <b>1.99</b>
Babe* <b>ZANY</b>	7.50 <b>4.49</b>
Cover Girl Revlon Touch 'N Glow <b>FRESH LOOK FOUNDATION</b>	2.50 4.00 <b>1.99</b>
Revlon Body Velvets <b>ULTRA BODY SATINS</b>	10.00 <b>3.99</b>

\* 1.8 to 2 oz. Prices are based on Avon's average special price and our competitors' average price.

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We  
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