

A close-up photograph of a young woman with long, straight brown hair and green eyes. She is lying on her stomach on a white towel, resting her chin on her clasped hands. She has a bright, genuine smile and is looking directly at the camera. The background is a soft-focus outdoor setting with greenery and a bright sky. In the top center, there is a yellow rectangular box containing the brand name 'Cosmedico' in a white, cursive font.

Cosmedico

The Original
Tanning
Light You
Can Trust

WELCOME TO OUR 2014 COSMEDICO CATALOG!

Message From Our President

Quality is our first and foremost goal, not only for our products, but in the information and support that we provide to all of our customers, big and small. Cosmedico is proud to stand behind our products 100%, but that is only one small aspect of our commitment to service. As part of our commitment to service, we are determined to talk to our customers and truly listen to what you have to say... it is through customer feedback and support that we can continue to refine and improve our products. This interaction enables us to give you, the salon owner, what you need to succeed! Please visit our website www.cosmedico.com and give us feedback, comments or ask questions so we can help you and help our industry to continue to, not only survive,but to grow!

Kevin Apgar, President

Message From Our Founder

In order to achieve great success, it is important to partner with the appropriate people and companies. Cosmedico is proud to have been a partner to our salon customers for more than 35 years. We have been able to satisfy the rigorous demands of our salon partners by focusing our efforts on one main topic... UV lamps for Suntanning. As a worldwide leader, it is a privilege and honor to supply the best lamps that money can buy. Additionally, we are proud to support the educators and defenders of our industry in North America. I urge you all to get trained, get active and support those who help keep our industry alive!

Jörg Wolff, Founder JW Holding



COSMEDICO. FOUNDING AND SHAPING THE INDUSTRY SINCE 1976.

1976: Kosmedico Licht GmbH founded by Jörg Wolff in Stuttgart, Germany – for the sale of cosmetic and medical UV lamps.

1979: Tanning beds introduced into the U.S. Market

1984: Introduction of ComoLux® line of 100W low-pressure UV lamps; KOS UV and SUPER KOS high-pressure lamps, and CosmoPower® ballasts and ignitors.

1986: Cosmedico Light, Inc. established in Chicago, IL.

1988: CosmoLux®RCS® - one of the first 100W reflector UV lamps – is introduced in Germany and U.S.

1990: CosmoLux®VHR® 160W reflector lamp introduced in Germany and U.S.; VHR® sets industry standards for quality, useful life and tanning results.

1992: CosmoStar®Longlife 100W full coat lamp, with a useful life of 1000+ hours, is introduced in Germany and U.S.

1995: HI-TAN® 100W full coat lamp and increased UVB energy is introduced in U.S.

1996: Cosmedico Light, Inc. moved offices from Chicago, IL to Braintree, MA

1997: CosmoLux®VLR® 100W reflector lamp introduced in U.S.

1999: CosmoLux®ESP 100W full coat introduced in U.S.

2000: Cosmedico Light, Inc. is instrumental in forming an industry trade organization – what is now known as the Indoor Tanning Association, ITA

CosmoLux®VHR TT® 160W reflector, a more powerful VHR, is introduced in the U.S.

2001: President of Cosmedico is elected to ITA Board of Directors. Introduced the CosmoLux®ESP/R 100W reflector lamp in U.S., featuring the stable ESP phosphor in a reflector lamp format.

Cosmedico offices moved from Braintree, MA to their free standing, 15,000 square foot industrial building in Weymouth, MA.

2002: Introduced the CosmoStart®/E electronic starter in U.S.



2003: CosmoLux®VHR®9K90® 160W reflector lamp introduced in the U.S. The 9K90® technology introduces a revolutionary and patented phosphor never previously used in fluorescent lamps. 9K90® technology sets new industry standards for quality, useful life and tanning results.

2004: Participated in the founding of the UV Foundation, dedicated to researching the positive effects of UV light. CosmoLux®VLR®9K90® 100W reflector introduced in U.S.

Jörg Wolff Foundation is established in 2004

2005: CosmoLux®GSP®9K90® 100W full coat lamp introduced in U.S.

2006: Introduced the HI-TAN®VHR® - a 160W reflector version of the highly popular HI-TAN® lamp in the U.S.

2008: Added NTS-Solar Division to Cosmedico Light, Inc.

2010: Kevin Apgar becomes President of Cosmedico Light, Inc. Opened US distribution center in Georgia.

2011: President of Cosmedico lobbies U.S. congressional delegation on behalf of ITA in order to bring attention to the inequity of the 'tan tax'.

Cosmedico acquires two known brands from Philips and adds them to their distribution system; CLEO HPA High Pressure Lamps and BodyTone Starters.

2012: JW Holding recognizes Cosmedico as their premium worldwide brand group.

Brendan McCarthy Joins Cosmedico Light as Sales and Customer Service Manager.

2013: Cosmedico introduces their distributor UV and tanning lamp training program.

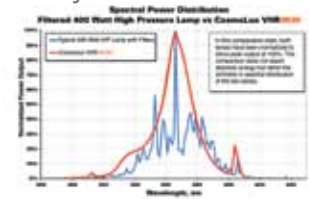
Cosmedico receives the IST customer choice award for best tanning lamp for the ninth consecutive year.



9K90. SETTING THE BAR FOR OVER 10 YEARS.

Cosmedico's engineering excellence and technological innovation set the lamp standard for the 21st century.

The CosmoLux 9K90 family of lamps was created with the objective of producing never-before-attained UVA and with UV maintenance of +90% at 100 hours. With the introduction of the CosmoLux VHR 9K90 in 2003-2004, Cosmedico set the lamp standard for the 21st century! The revolutionary 9K90 technology is produced using a precise blend of four phosphors - a blend never before used in any lamp product, covered by US Patent numbers 7,122,952 and 6,984,931 - producing a spectrum unlike that of any other low pressure sunlamp. Peak power has been 'shifted to the right' and is found at +/- 365 nm - a spectral power distribution that mirrors filtered high pressure lamps. CosmoLux 9K90 lamps provide all the benefits of high pressure tanning in a low pressure format.



Product Number	16234	16223	16391
Description	FR2.0M	FR2.0M	FR71
Wattage	225	180-200	160
Base	Bi-Pin	Bi-Pin	Bi-Pin
UVA Flux (w)	53.7	45.6	40.3
UVB Flux (w)	0.7	0.6	0.5
Total UV (w)	54.4	46.2	40.8
Rated Hours	+600	+1000	+1000
Typical Exp.Time	7-12 Mins.	9-15 Mins.	9-15 Mins.

9-15 Minute Exposure

CosmoLux VHR 9K90 #16391 is fully compatible with the original VHR (#16180) and VHR TT (#16169).



Product Number	15691
Description	FR71
Wattage	100
Base	Bi-Pin
UVA Flux (w)	29.8
UVB Flux (w)	0.6
Total UV (w)	30.4
Rated Hours	+1000
Typical Exp.Time	13-17 Mins.

13-17 Minute Exposure

CosmoLux VLR 9K90 #15691 is fully compatible with the original VLR (#18810) and the VLR TT (#15212).



Product Number	10990
Description	F71
Wattage	100
Base	Bi-Pin
UVA Flux (w)	28.0
UVB Flux (w)	0.6
Total UV (w)	28.6
Rated Hours	+1500
Typical Exp.Time	16-24 Mins.

16-24 Minute Exposure

CosmoLux GSP 9K90 #10990 is fully compatible with the Goldarium SP (#11305) and Wolff Bellarium¹ applications.

¹ Bellarium is a registered trademark of Wolff System Technology.

140 – 180W COSMEDICO REFLECTORS

Cosmedico reflector lamps are the most technologically advanced UV sources ever made. An internal 210° reflector built into the glass tube is designed to focus virtually all of the lamp’s energy directly to the body of the tanner.



Product Number	16388
Description	FR71
Wattage	160
Base	Bi-Pin
UVA Flux (w)	38.0
UVB Flux (w)	1.3
Total UV (w)	39.3
Rated Hours	700
Typical Exp.Time	8-10 Mins.

8-10 Minute Exposure

A very strong and aggressive addition to the VHR family of lamps, the **HI-TAN VHR** has monster UVA and a fist-full of UVB – and is designed for an extremely short exposure schedule. (The HI-TAN VHR is not compatible to any other Cosmedico lamp.)



Product Number	16107	16169	16112
Description	FR73	FR71	FR59
Wattage	160	160	140
Base	RDC	Bi-Pin	Bi-Pin
UVA Flux (w)	38.0	38.0	31.0
UVB Flux (w)	1.2	1.2	1.0
Total UV (w)	39.2	39.2	32.0
Rated Hours	800	800	800
Typical Exp.Time	7-12 Mins.	7-12 Mins.	7-12 Mins.

7-12 Minute Exposure

The **CosmoLux VHR TT** was developed on the heels of the success of the VHR. This lamp uses all of the components of the VHR, including the base phosphor, to which we blend a small volume of a stable and aggressive UVB emitter. The result is a lamp with the same superb tanning properties of the VHR and the added ‘kick’ provided by the UVB component.



Product Number	16220	16180
Description	FR2.0M	FR71
Wattage	180-200	160
Base	Bi-Pin	Bi-Pin
UVA Flux (w)	41.5	38.0
UVB Flux (w)	1.2	1.1
Total UV (w)	42.7	39.1
Rated Hours	800	800
Typical Exp.Time	9-15 Mins.	9-15 Mins.

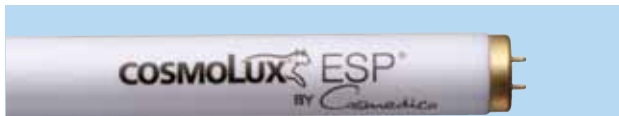
9-15 Minute Exposure

The **CosmoLux VHR** is the most effective, most successful and the most imitated high-wattage lamp ever produced. Delivering over 8000 micro-watts of UVA per square centimeter. Balanced and proportioned UVB. All from a patented, coated phosphor that puts usable life at over 800 hours¹. Salon owners widely recognize the VHR as “the best lamp money can buy”.

¹ Under normal operating conditions the CosmoLux VHR will be at or above 70% of initial output at 800 hours.

80 – 100W COSMEDICO REFLECTORS

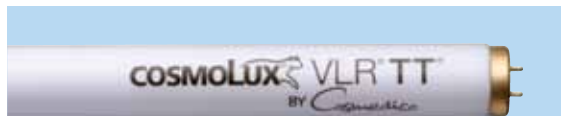
Cosmedico's ESP/R, VLR TT, VLR, Goldarium SR and CosmoLux RA+ reflector lamps make wasted output a thing of the past!



Product Number	15603	15602
Description	FR73	FR71
Wattage	100	100
Base	RDC	Bi-Pin
UVA Flux (w)	28.0	28.0
UVB Flux (w)	1.0	1.0
Total UV (w)	29.0	29.0
Rated Hours	800	800
Typical Exp.Time	9-13 Mins.	9-13 Mins.

9-13 Minute Exposure

The marriage of the **ESP** phosphor with a reflector tube produces an extremely powerful, stable and effective lamp that allows the tanner to reach maximum exposure in a very short time, meeting the ever-increasing demand for shorter tanning sessions.



Product Number	15212	15211
Description	FR71	FR59
Wattage	100	80
Base	Bi-Pin	Bi-Pin
UVA Flux (w)	28.0	22.0
UVB Flux (w)	0.9	0.7
Total UV (w)	28.9	22.7
Rated Hours	800	800
Typical Exp.Time	12-16 Mins.	12-16 Mins.

12-16 Minute Exposure

The **CosmoLux VLR TT** is the UVB-fortified offspring of the extremely popular CosmoLux VLR. It has been described as a “VLR with punch”. The VLR TT has an effective irradiance that is about 10% greater, and an exposure time that is about 10% less than the original VLR, allowing us to document the VLR TT as fully compatible to the VLR.



Product Number	15220	18810
Description	FR2.0M	FR71
Wattage	120	100
Base	Bi-Pin	Bi-Pin
UVA Flux (w)	34.0	28.0
UVB Flux (w)	1.0	0.8
Total UV (w)	35.0	28.8
Rated Hours	800	800
Typical Exp.Time	13-17 Mins.	13-17 Mins.

13-17 Minute Exposure

The **CosmoLux VLR** is the undisputed ‘king’ of the 100W reflector class. Massive UVA, balanced UVB and exceptional UV maintenance make the VLR the lamp of choice for high-performance equipment makers worldwide. Typical session times are 13-17 minutes and stunning results are achieved after only a few short visits.

80 – 100W COSMEDICO REFLECTORS

The Cosmedico reputation for innovation, quality and product reliability makes choosing the right lamp for your salon much easier. Our broad and diverse product line offers a lamp to suit every need!



GOLDARIUM SR
BY Cosmedico

Product Number	15745	15280
Description	FR71	FR59
Wattage	100	80
Base	Bi-Pin	Bi-Pin
UVA Flux (w)	23.0	19.0
UVB Flux (w)	0.8	0.6
Total UV (w)	23.8	19.6
Rated Hours	1000	1000
Typical Exp. Time	15-20 Mins.	15-20 Mins.

15-20 Minute Exposure

The **Goldarium SR** is a lamp born in Europe that gained immediate acceptance and success in North America because it uses a phosphor blend that both enhances the UVB output and extends useful life to 1000 hours. Most commonly used in sessions of 15 to 20 minutes, the SR gradually delivers a dark and long-lasting tan.



COSMOLUX RA+
BY Cosmedico

Product Number	15700	15508
Description	FR71	FR59
Wattage	100	80
Base	Bi-Pin	Bi-Pin
UVA Flux (w)	26.0	21.0
UVB Flux (w)	0.4	0.3
Total UV (w)	26.4	21.3
Rated Hours	500	500
Typical Exp. Time	20-30 Mins.	20-30 Mins.


20-30 Minute Exposure

The **CosmoLux RA Plus** lamps are the epitome of European-style reflector lamps... lots of UVA and very modest UVB production resulting in a lamp that allows relaxing, extended sessions - typically 20 to 30 minutes - providing a deep 'continental' tan.



160W COSMEDICO FULL COAT LAMPS


Successful Salons Choose Cosmedico! Cosmedico has shown that premier performance, high quality and longer-lasting products will always generate more revenue than lower quality, short-life products. Our broad and diverse product line offers a lamp to suit every need!



Product Number	16077	16172
Description	F73	F72
Wattage	160	160
Base	RDC	RDC
UVA Flux (w)	33.8	33.8
UVB Flux (w)	1.2	1.2
Total UV (w)	35.0	35.0
Rated Hours	800	800
Typical Exp. Time	7-12 Mins.	7-12 Mins.

7-12 Minute Exposure

The **HI-TAN VHO** is a natural choice for salon owners who want to update their old stand-ups by installing a modern, high energy lamp.



Product Number	16161
Description	F71
Wattage	160
Base	Bi-Pin
UVA Flux (w)	30.0
UVB Flux (w)	1.1
Total UV (w)	31.1
Rated Hours	800
Typical Exp. Time	16-24 Mins.

16-24 Minute Exposure

The **Cosmolux VHO** has been the 160W full-coat choice for salon owners for nearly 15 years. It has strong UVA, exceptional maintenance (90% at 100 hours) and true long mount coil construction for high heat applications.



80 - 100W COSMEDICO FULL COAT LAMPS

High performance characteristics. Made to consistent manufacturing specifications. Stable output over an extended service life. The ‘professionals’ from Cosmedico meet all of these performance criteria.



Product Number	10199	10198	10180
Description	F73	F71	F59
Wattage	100	100	80
Base	RDC	Bi-Pin	Bi-Pin
UVA Flux (w)	26.0	26.0	22.0
UVB Flux (w)	1.3	1.3	1.0
Total UV (w)	27.3	27.3	23.0
Rated Hours	800	800	800
Typical Exp. Time	8-14 Mins.	8-14 Mins.	8-14 Mins.

8-14 Minute Exposure

HI-TAN offers salon owners the highest performance option for serving their most demanding customers. It is the undisputed performance leader in 100-watt sunlamps. Designed for short-session use, rapid skin coloration and strong melanogenic effect, with an emphasis on increased UVB-wavelength energy.



Product Number	12601	12600
Description	F73	F71
Wattage	100	100
Base	RDC	Bi-Pin
UVA Flux (w)	26.0	26.0
UVB Flux (w)	1.2	1.2
Total UV (w)	27.2	27.2
Rated Hours	800	800
Typical Exp. Time	12-18 Mins.	12-18 Mins.

12-18 Minute Exposure

The **CosmoLux ESP** is the perfect lamp for many beds fitted with 15-minute timers. The CosmoLux ESP produces great results month- after-month, until the end of useful life at about 800 hours!¹

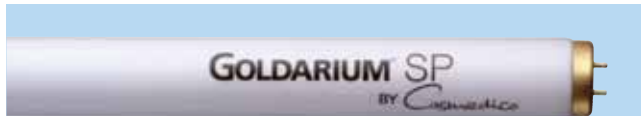
¹ Under normal operating conditions the CosmoLux ESP will be at or above 70% of initial output at 800 hours.

Don't ever mess with the 9K90's, they are the best lamps I have ever used in any piece of equipment. The performance and reliability meets and often exceeds my expectations. My customers would know right away if they were replaced by a different type of lamp and they would not be happy.

Rex Russom, Island Tan and Swimwear, Jackson, TN

80 – 100W COSMEDICO FULL COAT LAMPS

Our full coat lamps are known for high performance and long service life . . . You can count on Cosmedico!

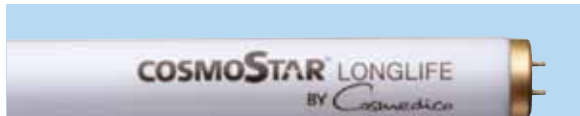


Product Number	11306	11305	11282
Description	F73	F71	F59
Wattage	100	100	80
Base	RDC	Bi-Pin	Bi-Pin
UVA Flux (w)	26.0	26.0	20.8
UVB Flux (w)	1.1	1.1	0.9
Total UV (w)	27.1	27.1	21.7
Rated Hours	1000	1000	1000
Typical Exp.Time	16-24 Mins.	16-24 Mins.	16-24 Mins.

16-24 Minute Exposure

The **Goldarium SP** is Cosmedico's answer for most beds equipped with 20-minute timers. Goldarium SP has the most power in its class, The longest average lamp life and provides a superior, natural tanning result for a broad range of skin types. Installation of a Goldarium SP is the easiest way for a salon to improve the performance of existing equipment. Goldarium SP lamps are fully compatible with Wolff System Bellarium¹ applications.

¹ Bellarium is a registered trademark of Wolff System Technology.



Product Number	12503	12482
Description	F71	F59
Wattage	100	80
Base	Bi-Pin	Bi-Pin
UVA Flux (w)	30.0	25.0
UVB Flux (w)	0.9	0.8
Total UV (w)	30.9	25.8
Rated Hours	1000	1000
Typical Exp.Time	20-26 Mins.	20-26 Mins.

20-26 Minute Exposure

The **CosmoStar Longlife** combines two vital attributes: UV efficiency and long service life. No other 100 watt sunlamp matches the CosmoStar. The CosmoStar base phosphor is the very same we use in the highly regarded CosmoLux VHR and CosmoLux VLR products. Because the phosphor is completely homogenous (not mixed or blended), UV output is maximized, lamp-to-lamp consistency is assured and customers are thrilled session after session.



Product Number	10512	10290
Description	F71	F59
Wattage	100	80
Base	Bi-Pin	Bi-Pin
UVA Flux (w)	28.0	23.0
UVB Flux (w)	0.4	0.3
Total UV (w)	28.4	23.3
Rated Hours	500	500
Typical Exp.Time	24-36 Mins.	24-36 Mins.

24-36 Minute Exposure

The **CosmoLux UVA Plus** is an import from Germany with a very European character. UVA dominates and UVB output is moderate. The UVA Plus delivers an extremely relaxing, non-aggressive session that typically extends from 24 to 36 minutes. Effective results become apparent after multiple exposures and the result is always a dark, even tan with staying power.

COSMOLUX COMPACT, LOW PRESSURE LAMPS

Compact low pressure lamps are used extensively by many of the world's premier equipment makers as an alternative to High Pressure facial lamps.



Product Number	10018-T8	15704-T12
Description	HRF	RA Plus
Wattage	36	40
Base	Bi-Pin	Bi-Pin
UVA Flux (w)	6.5	7.0
UVB Flux (w)	0.2	0.1
Total UV (w)	6.7	7.1
Rated Hours	600	500

Compact

Compact Lamps

Short and Compact Low Pressure Tanning lamps have been available for nearly 20 years, but their popularity has exploded in the last five years. They are now used extensively by many of the world's premier equipment makers as an alternative to High Pressure facials. Often called "soft facials" or "spaghetti lamps" they are made in T5 (5/8") T8 (1") and T12 (1 1/2") diameters.



Product Number	10044	10330	10331	10332	10039
Description	X	UVA Plus	LS	LSR	SP
Wattage	15	25	25	25	25
Reflector	no	no	no	yes	no
Base	Bi-Pin	Bi-Pin	Bi-Pin	Bi-Pin	Bi-Pin
UVA Flux (w)	2.0	4.5	4.0	5.0	3.5
UVB Flux (w)	0.1	0.1	0.1	0.2	0.7
Total UV (w)	2.1	4.6	4.1	5.2	4.2
Rated Hours	300	500	800	800	800

Compact

Compact T5 Lamps

T5 lamps, sometimes referred to as spaghetti lamps, provide important supplemental UV for face and shoulder tanning.



QUARTZ HIGH PRESSURE PERFORMERS

High pressure lamp technology has maintained its niche position and represents a performance option for salons wanting to offer UVA dominant tanning sessions.

Double Ended R7s type



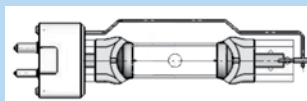
R7s	Product Name	Wattage	Voltage
24003-1	Cosmedico M 400W R7s	400	220
24007-1	Cosmedico M 500W R7s	500	220
24178-1	Cosmedico M 800W R7s	800	220

High Pressure

M = Metal Halide
 xxxW = Lamp Wattage
 L = Leads
 R7s = Ceramic Clip-in
 SE = Single Ended

Note: All Cosmedico high pressure lamps are rated for 800 hours useable life.

Single Ended GY9.5



Single Ended GY9.5	Product Name	Wattage	Voltage
21111-1	Cosmedico M 400W SE	400	220
24006-1	Cosmedico M 500W SE	500	220
21112-1	Cosmedico M 650W SE	650	220
24171-1	Cosmedico M 1000W SE	1000	220
24022-1	Ariana SBSN 1000W SE	1000	220

High Pressure

Double Ended Wire Lead



Double Ended Wire Lead	Product Name	Wattage	Voltage
24004-1	Cosmedico M 400W L	400	220
24008-1	Cosmedico M 500W L	500	220
21113-1	Cosmedico M 650W L	650	220
24103-1	Cosmedico M 1000W L	1000	220
24101-1	CosmoTech 1200W L	1200	220
21107-1	Cosmedico M 1400W L	1400	220
24203-1	Cosmedico M 2000W L	2000	220
24202-1	Cosmedico M 2000W L	2000	380

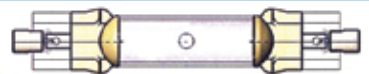
High Pressure

Applications calling for high-pressure lamps require special safety considerations. NEVER operate equipment without the protective filter glass, and replace any cracked or broken filter glass immediately. High pressure lamps operate at extreme temperatures; use extreme caution during use and ALWAYS WEAR PROTECTIVE EYEWEAR.

CLEO HPA HIGH PRESSURE LAMPS

The Cleo by iSOLde high pressure range comprises lamps of high output and first class performance. The Gold coating on both ends guarantees ideal operating temperature within a very short period. CLEO HPA high pressure lamps are designed for use in many popular tanning beds. The range covers nearly the complete spectrum of performances and socket types affording high flexibility and attractive choice: All Cleo HPA high pressure lamps feature a life span of 800 hours.

Double Ended R7s type



R7s	Product Name	Lamp Wattage	Voltage
919220245	HPA 400s	400	230
913138841	HPA 400/30 S L	400	230
913137141	HPA 400/30 SD L	400	230
913132641	HPA 250-500 SD L	250-500	230
920669541	HPA 700 S FX	700	230

High Pressure

Note: All CLEO high pressure lamps are rated for 800 hours useable life.

Single Ended GY9.5



Single Ended	Product Name	Lamp Wattage	Voltage
913134045	HPA 250-500 SE	250-500	230
913129645	HPA 1000 SE FX	1000	230
938670245	HPA 1010 SE FX	1000	230
913128945	HPA 1040 SE FX	1000	230

High Pressure

Double Ended Wire Lead



Double Ended Wire Lead	Product Name	Lamp Wattage	Voltage
919300145	HPA 400/30 SDC	400	230
938666545	HPA 1000 FX	1000	230
938668945	HPA 1200 S FX	1200	230
913103645	HPA 1200 FX	1200	400
913133345	HPA 1220 FX	1200	400
938667245	HPA 2000 S FX	2000	400
938665845	HPA 2020 S FX	2000	400
920671845	HPA 2040 S FX	2000	230

High Pressure

COSMEDICO SUNLAMP STARTERS

A complete range of easy to install eco-friendly starters, operating on conventional electromagnetic ballasts. The perfect match for tanning lamps.



Tanning lamps are frequently switched on and off. Inefficient lamp ignition – from low quality starters – undermines reliable lamp performance and safety. But not with Philips Starters. They have been developed to provide fast and safe ignition and excellent lamp performance. Your customers will love it!

Philips tanning starters meet the highest demands of safety and quality. They are truly “green” and set every critical mind at ease. They contain neither lead nor radioactive components and have been produced with respect for a sustainable environment.

Thanks to the patented design with notches on top of the starter body, anyone can replace a Philips BodyTone Starter. All it takes is an easy click and switch – no need for tools or specialized technicians.

Product Number	Product Name	Voltage Range (V)	Wattage Range (W)
990334126	Philips BodyTone Starter 15-20W	110-130/220-240	15-20
990370926	Philips BodyTone Starter 25-100W	220-240	25-100
990348826	Philips BodyTone Starter 120-180W	230-240	120-180
990379226	Philips CLEO Starter S12	220-240	115-140
990356331	Philips CLEO Starter S16	220-240	70/75/85 100/125

When it comes to tanning, choosing a quality lamp is at the top of our list! That's why we at Caribbean Hot Spot, use Cosmedico exclusively for all of our salons. In addition to a quality product, Cosmedico always provides us with outstanding customer service.

Jill Yablon,
Caribbean Hot Spot



www.cosmedico.com



COSMOSTART/E STARTERS



CosmoStart/E Starters This “starter with a brain” greatly reduces and often eliminates ‘end blackening’. It extends physical & electrical life of low pressure lamps (particularly > 140W). CosmoStart/E-EPH was designed for 160W lamps that are powered with 140W ballasts.

Product Number	Product Name	Voltage Range (V)	Wattage Range (W)	UL
71244	CosmoStart/E	200-260	15-225	UL
71205	CosmoStart/E-EPH	200-260	160W Lamp/ 140W Ballast	UL

The Starter with a Brain!



COSMOPOWER BALLASTS

Equipment manufacturers around the world stake their reputations on CosmoPower technology. Our system of ballasts, starters and ignitors work together to deliver maximum UV output and absolute best performance. Given equal lamps of any type, Cosmedico's CosmoPower system will outperform a conventional general-lighting system every time.

CosmoPower 60Hz Full Power

Product Number	Wattage	Volts	UL
74039	30	220	UL
74044	36	220	-
74135	100	220	UL
74202	120	220	-
74157	140	220	-
74225	160	220	UL
74181	180	220	UL
74211	190	230	-
74222	225	220	-
74406	400	220	-
74427	500	220	-
74415	1000	220	-

Full Power Ballasts

CosmoPower 60Hz Economy

Product Number	Wattage	Volts	UL
74158	100	220	-
74237	140	220	-
74236	160	220	UL

Economy Ballasts



IGNITORS

Cosmedico-branded ballasts, starters, and ignitors ensure years of trouble-free high performance operation. Demand the best – CosmoPower and CosmoStart/E by Cosmedico!



Product Number	Wattage	Volts	UL
71805	400	220	UL
71813	1000	240	-
71824	2000	400	-

Ignitors



TIPS TO GROW YOUR BUSINESS . . .

It's been another year and Salon owners have been working hard to increase market share, build new customer loyalty, change up merchandise inventories to generate higher revenue and meet their goals. One strategy may be to offer different, or additional, products or services. The more diversity in products and services a salon can offer, the more likely they are to get new customers . . . or more revenue from their existing customers.—The situation is similar to comparing a retailer who is only selling sneakers to one who offers a wider line of footwear . . . boots, sandals, sneakers, dress and casual shoes. Still, the overriding strategy for success always involves maintaining clear focus on the business and actively putting timely, well planned business operations and marketing activities in motion. This is what makes the greatest difference in the today's competitive marketplace. Here are a few tips to consider:

How to Start a Salon

1. Research! Visit Tanning Salons
2. Develop a Business Plan
3. Secure Start-Up Capital
4. Choose a Location
5. Buy Equipment
6. Staff Assessment
7. Start Marketing
8. Open Doors

Tips to Opening a Tanning Salon

1. Location, Location, Location
2. Lease negotiation is a must
3. Choosing the décor and gender-friendly atmosphere
4. Choose the right beds and provide different levels of tanning
5. Choose one software you are comfortable with
6. Establish pricing before you open. Do your homework!
7. Lobby/waiting areas should be enticing and comfortable. First impressions count!
8. Choose supplemental products wisely!
9. Hire sincere, well groomed people and educate them

10. Stay informed of current industry news & trends
11. No Appts. Too much time scheduling, cancelling or changing

8 Tips for Success

1. Set a quality standard at your salon
2. Carry product lines or brands that are familiar to the consumer with good reputations
3. Ask customers the right questions to determine the right products for their skin
4. Offer tanning products that have a wide appeal and your staff can discuss their benefits
5. Be confident in the products you are selling
6. Display products next to the point of purchase area
7. Receptionist is your sales rep for your lotions and tanning packages
8. Set goals and offer commissions.

Marketing Tips

- Brand image is the primary element of the tanning business. Beauty is what the customer is buying.
- Escape refers to giving people a place to go and relax. Give customers the

'star' treatment

- Convenience is a focus for marketing messages
- Regulars are the bulk of your business
- Pricing and delivery needs to be smooth and easy
- Current customers database is your firm's marketing goldmine
- Develop incentives to get people to return to your salon
- Target advertising to potential tanners not the general masses
- Don't promote your brand by the type of beds you have
- As much as customers are technically savvy regarding watts, UVA . . . they ultimately care most about getting a good tan.
- Your salon is the first impression. Make it count by keeping it immaculate!
- Word of mouth is the number one marketing tool but can't stand alone
- Know where your customers found out about your salon
- Customer service sets you apart from competition
- Direct mail is heavily used within a 2 mile area to your salon

- New salons on an average spend 12% of their revenues to keep new customers coming in the door

Have you done . . .

- Membership/Salon information packs
- Flyer Distribution
- Bridal Packages
- Signage costs, safety, equipment/product branding
- Social Media
- Seasonal Promotions
- Vehicle Wraps
- Direct Mail
- Text Blasts

Promotions . . .

- Lucky 7's . . . 7 tans 7 days 7 dollars with upgrade ½ off.
- Marketing w/Health Club . . . create a discount membership for people who work out at a gym
- \$10 gift cards for Christmas—sent 1700 and response was good
- Text Blasts. . . Buy 1 get 1 Free, ½ price single, Buy 2 Get 2 Free, Free Tan Day once a month

TIPS AND DEFINITIONS

How to order from us . . .

For Salon Owners one of the most important components to their tanning process are the lamps they use in their equipment. Knowing this, it is important to make sure you order not only the correct lamps for your tanning unit, but you must be sure the lamps are compatible per FDA guidelines. When you are ready to order lamps, follow these simple guidelines to help make the process as easy as possible:

- Know the make, model and year of your tanning equipment
- **Verify the OEM (original) lamp installed in your tanning unit**
 - **Model Name and Part Number**
 - **Length / Wattage**
 - **Reflector/Non-Reflector**
- If the current lamps are not OEM, have this information ready as well
- Be prepared to discuss what you like/don't like about the OEM lamp as well as any other lamps you have tried in your units
- When is the last time you replaced your starters?
 - For 80-100W lamps you should replace your glo-bottle starters every 2-3 lamp changes
 - For 160W+ lamps you should replace your glo-bottle starters every other lamp change

- Always order a few spare lamps... You can never have enough spare lamps in case of a problem!
- When you receive your order, be sure to inspect all packages and boxes, don't let the delivery driver leave until you have signed for any damage that might be present
- Once you have replaced your lamps, save the packaging so you can pack up your used lamps and...
- **Don't forget to recycle!**

Term definitions . . .

- **Exposure Time:** As used in this catalog, exposure times are rough guidelines to help the user determine if a potential lamp will suit the tanning application. Always verify that the replacement lamp option is compatible to the original lamps specified by the equipment label and manual
- **Compatible Lamps:** Cosmedico publishes on our website , a comprehensive list of replacement lamps that are compatible by FDA guidelines to original lamps
- **Rated Hours:** Refers to the average number of operating hours that elapse before the UV output from the lamp has declined to 70% of its initial output when new.
- **UVA and UVB Flux:** Cosmedico publishes typical UVA and UVB output values as an aid in comparing lamps. The values are representative of lamp

performance in the laboratory under standardized conditions. UVA and UVB performance in suntanning equipment will vary according to application.

- **UVB Ratio:** You may have noticed that Cosmedico does not promote lamps on the basis of a UVB/ UVA ratio. Tanning effectiveness is not a function of this ratio and it has little value in determining results in any piece of equipment. Cosmedico provides lamps with superior UVA output with just the right amount of UVB to initiate the tanning process.
- **Lamp Designations:** For low pressure lamps, the general format of the designation is: **Lamp Type / Lamp Length / Product Name / Lamp Wattage**
*Example FR71/CosmoLux VHR/160W
 - **F = Fluorescent**
 - **R = Reflector**
 - **71 = Lamp Length, 71"**
 - **W = Wattage**
- **Lamp Bases:** Lamp Bases (end caps): Low pressure lamps generally use either Bi-Pin bases or RDC (recessed double contact) bases. Both types perform the same function; Bi-Pin bases are usually used in conjunction with preheat type circuits while RDC based lamps are normally used with rapid start circuits. Each type of lamp base has a corresponding lamp holder (socket).

Bi-Pin



RDC



Cosmedico



**COSMOLUX®, GOLDARIUM®, HITAN®, COSMOSTAR®,
9K90®, VHR®, VLR®, COSMOPOWER®**

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