



megaSun[®]

Style

1-2019

**Ready
for the
future!**

megaSun[®] worldWide

**TANNING SUPPLIES
UNLIMITED –
PARTNER
IN USA!**



“Being successful requires two things: Clear goals and the burning desire to achieve them.”

Johann Wolfgang von Goethe



An innovative approach to the future.

This is my first editorial of the Style Magazine as the Director of KBL GmbH. I hereby accept a legacy, which sets and will continue to set high standards for my written words. But there is one thing I can

assure you of right away; You will continue to receive a magazine containing not fake news, but true facts and statements.

Among other things you can look forward to is the report on Tanning Supplies Unlimited, USA – a wonderful example of what a positive image people have of our industry – or the statements from the new megaSun studio of the Sunshine Company in Wiener Neustadt (Austria), which demonstrates what kinds of extraordinary things can be accomplished when owners and suppliers have a working relationship based on trust.

As announced in the previous edition, starting on page 8 Hans-Jürgen Kreitz and I will speak about why we switched to KBL as well as about our goals and strategies.

As did my predecessor, I too, wish you all happy reading.

Yours

sincerely

A handwritten signature in black ink, appearing to read 'J. Reimers', written in a cursive style.

Jens-Uwe Reimers

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with new records.

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2018 megaSummer megaYear – KBL INSIDE



The German weather service certifies that the summer of 2018 was “unusually warm, dry and sunny – with many new regional records.”

With a temperature of 19.3 degrees Celsius, the national average in Germany was 3 degrees above the internationally valid reference period from 1961 to 1990. Only the summer of 2003 was hotter.

Despite the great summer we had, many sun tanning studio operators invested in high-end solariums and Collariums. Studios were not only modernized from the ground up, but investors were “found”, who built new studios. And almost all of them had the same result:

megaSummer, megaRevenue in 2018.

The year 2018 not only brought us a megaSummer, but provided KBL with a megaYear. In the previous magazine we already let you know that the two founders, Klaus and Bernd Lahr, sold the company and made it fit for the future.

But that wasn't all!

Last year, KBL produced 67% more megaSun solariums and Collariums than in 2017, of which 56% were large devices, including the new megaSun 7000, which is breaking records in many studios.

megaRevenues

KBL's revenues were increased by an incredible 59%. This was achieved with

a 10% larger workforce – KBL continues to grow and create new jobs. Of the 54 countries solariums and Collariums were delivered to in 2018, the USA, Germany and Great Britain played the greatest role in increasing the sales and revenues.

2019 – and it continues

An old German folk saying is: “If January is light and white, the summer is sure to be hot.”

No matter how the summer of 2019 turns out, KBL's story of success will continue.

Wait and see what this year still has in store for you. As always, KBL will provide you with a first glimpse at the FIBO. So continue to be or become a part of KBL's megaSun success story.





Hans-Jürgen Kreitz and Jens-Uwe Reimers

Two visionaries! One goal!

In our interview Hans-Jürgen Kreitz and Jens-Uwe Reimers speak about their reasons for switching companies, their goals and their strategies at KBL.

Who may we ask first, why you left your previous employer and switched to the management of KBL GmbH in May 2018?

Hans-Jürgen Kreitz: We are both people who love and live the sun tanning industry. We have ideas on how to further develop this industry and at a certain point in our ideas we identified ourselves reflected more with KBL. Visions require freedom.

Jens-Uwe Reimers: I would like to add that we saw great potential at KBL and are sure we will not only raise it further with the help of the entire team, including the previous management, but also further increase the growth to date.

Which goals have you set yourselves for your new task?

Jens-Uwe Reimers: Of course, every manager's main task is to secure the company's economic success. However, KBL stands for high competence, innovation and quality. This needs to be preserved and expanded upon. We want our

customers to see us not only as a supplier, but to accept us as a long-term partner. We will work to promote and increase customer satisfaction. We will achieve this with quality, adhering to delivery dates, reliability and dealing with our partners and suppliers in a trustful manner.

What would you like to make a priority Mr. Kreitz?

Hans-Jürgen Kreitz: A top priority is to further increase the power of innovation and performance in all areas of competence which determine the appreciation of a brand by its customers. Related to a solarium this refers to light technology, product design, comfort features, ease of use, quality and serviceability. In addition, it's important to press ahead with the topic digitization.

Where do you see great future potential for this industry?

Jens-Uwe Reimers: Definitely in hybrid technology. In 2009, KBL was the first solarium producer to include both UV and redlight spectra into one device –



the Collarium® mon amie. Since then, a lot has happened in this area. And I don't think we've finished yet – just take a look at the Rainbow solarium.

Hans-Jürgen Kreitz: For me, both health aspects like the build up of Vitamin D and the skin sensor sensor technology to prevent sunburns play an important role. I believe in the future we will have to spend more time on these subjects, because solarium users have ever greater demands and are becoming increasingly healthconscious.

Which strategy are you going to follow in the coming years?

Jens-Uwe Reimers:

- Strengthen our core business
 - lead the way to future fields of industry
 - adjust our company culture to meet new challenges
- The standard for these three building blocks is always the customer.

Do either of you have a motto?

Hans-Jürgen Kreitz: Failure is not an option. Motto Apollo13

Jens-Uwe Reimers:

“The only strategy that is guaranteed to fail is not taking risks.” –

Mark Zuckerberg, founder, Facebook

FIBO GLOBAL FITNESS

Trade Fair in Cologne, Germany,
April 4-7, 2019

FIBO, the abbreviation could currently also stand for the fitness boom being experienced across the entire industry and its trade fairs. It is the worldwide largest trade fair for fitness, wellness and health: At the FIBO in Cologne is where the industry's key players meet. This is where innovations are introduced to the

market. This is where international trends are set. This is where the industry invests. In 2018, there were 1,133 exhibitors. They came into contact with more than 143,000 international private and trade guests from 120 countries. In 2019, the FIBO will take place from April 4-7 at the trade fair center in Cologne.

You can see the most up-to-date and modern solariums in:

 **megaSun**[®]

Halle 8 stand A62

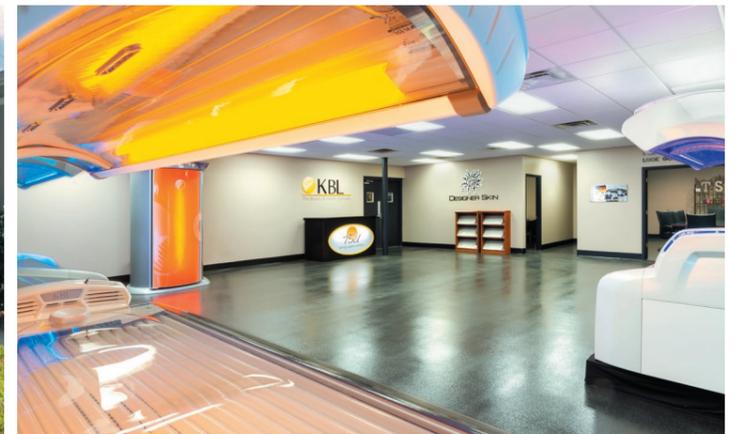
This year's special highlight : The collaboration of two absolute trendsetters when it comes to design and functionality.



megaSun worldWide

Tanning Supplies Unlimited, USA

Mike Gilley, 44, Indianapolis, Indiana, is a tanning industry veteran with nearly 30 years of experience in the industry. He and his wife Christina own Tanning Supplies Unlimited, a distribution company for nearly 20 years that has grown by leaps and bounds not seen by any other distributor in the US.



Christina and Mike have analyzed the tanning industry to find the best talents and knowledge available. Today TSU has experts from each area of tanning. From equipment and service to lotions and lamps. The trained experts offer each TSU customer the utmost in tanning industry experience, so he or she can take advantage of their years in the industry know-how.

Since when are you in the tanning industry and what brought you in?

I started working when I was a

teenager and actually opened my first business before I was legally allowed to. In the early 90's when everybody made money easily in the tanning industry I owned coin laundries and I had extra room in my coin laundry and thought I can put tanning beds in there and people can tan while waiting for their laundry. **This concept ended up being very successful and I ended up consulting for other people** helping in the building of tanning salons and coin laundries for them. I did this for a few years.

What has changed over these years?

A lot. First the equipment. From small units with some 30 lamps and no real comfort **to today tanning beds which fulfill all wishes of discerning customers. Also the consumption of energy has greatly reduced.** I am glad that in 2017 I got the chance to start distributing the KBL equipment and I have to say I, our staff and all of our customers are more than happy to work with KBL.

Second the size of the tanning studios. The tanning studios of today are smaller but mostly **in much better locations and more efficient** than when I originally got into the business.

And also the training of the staff and so the information to the customers got better in the last few years. The business is becoming so much more professional.

After a while of doing the consulting **I decided to become a distributor of tanning supplies myself.** Over the next few years I bought 3 different lotions distributors that were all located in the Midwest area of the United States and since then we have grown every year based on the relationships we created and helping our customers to make more money in their business.



You just have moved to a new premise and doubled your size. What is the reason behind that?

Actually it is the high demand we have for KBL equipment. We always want to be able to have enough tanning beds in stock so that our customer don't have to long of a wait when they want it we have it in stock and ready to go for them. Also our extensive parts, lotion and lamps warehouse needed more space.

We also believe in offering information and training on all aspects of the tanning industry for the benefit of the salon owners. We don't use telemarketers for that; we hire our own experts so that a customer always have a friendly and known voice. This all needed more space.

I see some new studios opening and a lot of changes from smaller beds into high end class beds like the 7900. **We help customers to understand that they are not buying "costs", but profit with a high end tanning bed. I am 100% confident that I have made the right decision and believe in the future our tanning industry.**

Can you please describe yourself as businessman?

Entrepreneur by heart I love business and the opportunities it presents. I love the art of the deal whether it be for myself or for the customer. I love to see a project start from paper to the finished product. I absolutely love to see my customers be successful and

then grow their business more. I am honest to a fault I will not tell someone what they want to hear I will tell them my honest opinion and always try to do what is in the customers best interest because in the end that is always in my best interest. **I am only human and make plenty of mistakes and when I do I am the first to admit my mistakes and do whatever it takes to make them right. I believe these principals are what has allowed the business to grow over the years.**

You own a business that keeps you very busy and you have a family with 4 kids – how do you relax?

My wife and I stay extremely busy with our four children and work but I really don't look at our business as work it is just my life and I really never stop working or thinking about how to make the business better. We are very fortunate to have had such success in business and I am thankful for that every day. I love working with all of our customers and staying very busy. I like to go on vacation but generally after a couple days I am bored and ready to get back to work. At this point I don't think I will ever retire because I think I would go stir crazy. Possibly I need to find some hobbies other than work to keep my mind occupied but I have discovered I am horrible at golf so I need to keep looking. In the summer times we do enjoy camping and boating with our children on the weekends and we have made that a tradition with our children for the last 20 years and that has provided some wonderful family memories.



FICTION

FACT

I can also soak up vitamin D while sunbathing behind a glass pane.

This is a myth.

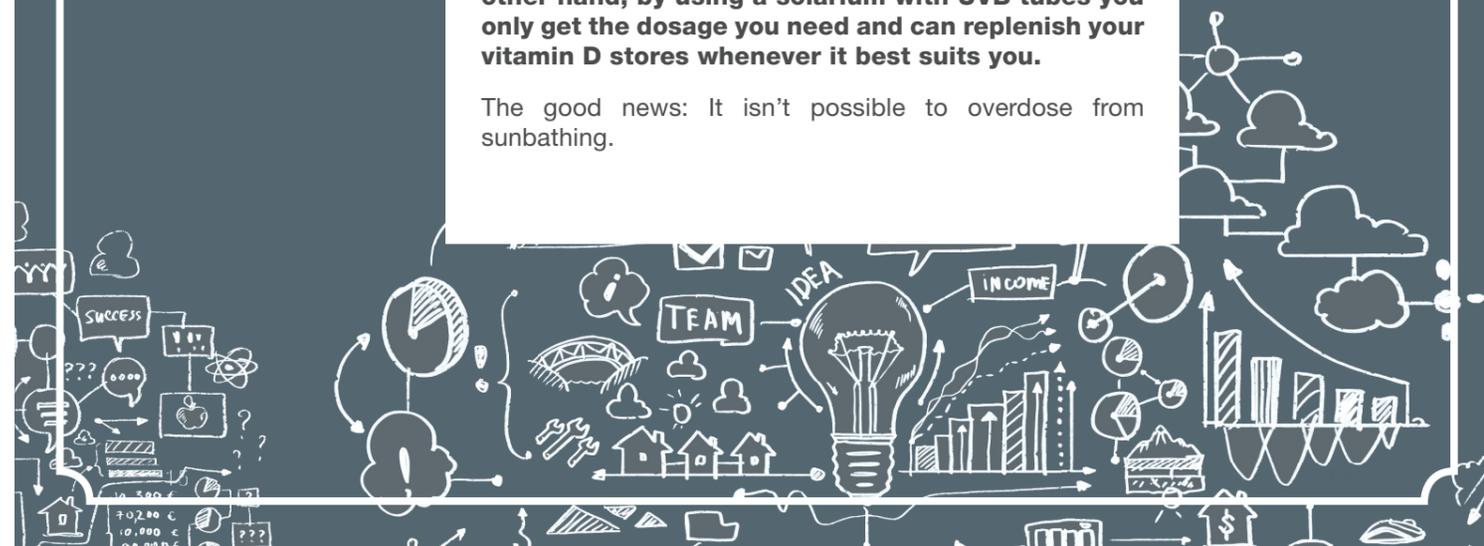
Our body can replenish its store of vitamin D with the help of the sun. But this effect doesn't work through a glass pane.

Window glass blocks the light's UVB spectrum almost completely, which is responsible for the production of vitamin D. Our body only produces vitamin D as the result of direct sunlight on our skin. According to the German Society for Nutrition (Deutsche Gesellschaft für Ernährung), our body needs 20 micrograms of vitamin D per day.

This means you should spend up to 25 minutes outdoors every day with your face, hands, arms and legs uncovered. Whoever spends a lot of time indoors could suffer from vitamin D deficiency. This can manifest itself in the form of tiredness, difficulty concentrating and headaches.

You can achieve your daily vitamin D target by taking supplements. However, this should only be done in consultation with your doctor, because an overdose of vitamin D can be damaging to your health. On the other hand, by using a solarium with UVB tubes you only get the dosage you need and can replenish your vitamin D stores whenever it best suits you.

The good news: It isn't possible to overdose from sunbathing.





**TIME
TO WAKE UP**

**TIME
TO PAY ATTENTION**

Hibernation is over. We are entering spring, moving closer to the warm sunlight. We want to prepare ourselves for the summer, lose weight and feel fit again; We want to strengthen our immune system, prevent allergies and get our skin used to the sun; We want to be healthier and have more energy, look good and enjoy the pure joy of life. That is why we would like to once again tell you about the positive effects of sun rays. Because light is life and light is our mission.

However, numerous recommendations from the health sector warn time and again against direct sunlight in regards to the threat of malignant melanoma. They suggest that avoiding UV rays poses no risk to our health.

Contrary to such warnings from dermatologist associations and other interest groups advocating avoiding UV light, we will refer to the following comment by David G. Hoel* and Frank R. de Gruijl**. It was published in the International Journal of Environmental Research and Public Health in October 2018 and presents the exact opposite.

It has long since been proven and is generally known that UV light is the main source of vital vitamin D and has very positive effects on our health. Based on numerous scientific studies, we know that UV light has the exact opposite effect on our health of what is commonly claimed. In the correct dose it is very healthy. The fact that a deficiency of UV light can even have a negative effect on our health and can facilitate the development of numerous diseases such as various types of cancer, multiple sclerosis, diabetes, cardiovascular diseases, autism, Alzheimer's, macular diseases, psychological melancholy, lethargy and much more, is simply concealed.

Officially, we are warned that too much UV radiation can cause malignant melanoma. But the « too much » isn't defined. Positive effects on our health as a result of UV light is limited to our bones. Unfortunately, this falsely leads the public to believe that it is safer to completely avoid UV light and thereby be free of any risks. According to the investigations carried out, upon which this comment is based, this belief is completely wrong.

It is also a misbelief that vitamin D supplements are an adequate alternative to the vitamin D our bodies produce in large amounts as a result of the effect of UV rays. As such it must be concluded that the purport of this widely spread public opinion is not only wrong, but can even have a hazardous impact on our health. Numerous scientific studies actually demonstrate an interesting legitimacy that has so far been swept under the carpet. It is undisputed that there is a connection between frequent sunburns and a higher risk of malignant melanoma. But there is also a reverse connection between properly dosed sunbathing (without sunburns!) and a lowered risk of skin cancer compared to people who try to avoid UV radiation as much as possible.



* (Department of Public Health Sciences, Medical University of South Carolina, Charleston, SC 29425, USA)

** (Department of Dermatology, Leiden University Medical Center, 2333 ZA Leiden, The Netherlands)

Light is life !

And it is all about the correct dose! The investigations indicate that substantial health risks can result from a lack of sunlight. According to American studies, around 12 % of deaths in the USA are associated with a lack of sunlight. The health risk is comparable to that of smoking. A vitamin D deficiency caused by a lack of UV light is responsible for a whole row of diseases such as colon cancer, breast cancer, type 2 diabetes, metabolic syndrome in older people, Alzheimer's, multiple sclerosis in women and unborn babies, autism, type 1 diabetes in unborn babies, psoriasis, cognitive impairments and many more.

It is known that UVA rays cause increased levels of nitrogen oxide in the blood with positive effects on high blood pressure and diseased coronary vessels. Furthermore,

additional crucial mediator substances were identified, which the body produces through the contact with UV light. These include vital vitamin D (, which is produced with UVB rays), nitrogen oxide (effective against high blood pressure and diseased coronary vessels), dopamin and beta-endorphins (important for psychological well-being), glutamate (this glutamate is produced by the body and is very important for the brain to function properly and for our sensory perception). This glutamate cannot be absorbed through our food. In our opinion, people should clearly be warned against sunburns, but should also be informed of the health risks resulting from a lack of UV light. The truth lies somewhere in the middle. That is why official recommendations from the health sector should finally start to incorporate long since proven study results into their recommendations and make them the truth.



For everyone's health, moderate and responsible sunbathing should be recommended.

The tubes of a modern, premium model solarium have a spectrum similar to that of natural sunlight. Thus, solariums, as does the sun, stimulate the production of vitamin D in our skin.

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megaSun worldWide



physical education and taught students for 7 years. But the desire to have his own sun tanning studio still remained! So, he quickly borrowed some money and the story of the California Sun tanning studios in Cologne-Hürth began! Although he only started with two devices he knew for sure that it would grow into something big.

The original studio in Hürth has now been there for 40 years and Phil Giesen is pleased to see regular customers who have remained loyal all these years.

He met Klaus Lahr in the early 90s. Since they are both united by a true passion for solariums it was evident that Phil Giesen would put megaSun devices in his studios.

Meanwhile Phil Giesen has put a lot of love and passion into building more than 80 California Sun studios in and around Cologne, in addition to four studios in Moscow and one in Kiev. He opened studios in places that made other people shake their heads. However, the success speaks for itself. Every studio is open 365 days a year and in some studios the opening times are from 9 am to midnight – depending on the location!

California Sun's uniform appearance carries Phil Giesen's handwriting and plays a significant role in making the brand recognizable. A specially programmed studio control system in California Sun studios ensures that processes are better analyzed and can be optimized.

7 years ago Albina Gashi came to California Sun. It was originally intended as a temporary job, in order to better find her professional

Today we are meeting Phil Giesen, founder of the California Sun tanning studios, and the business manager Albina Gashi to talk about California Sun as a model for success and the experiences gathered with the new megaSun Rainbow concept.

Upon our arrival at the California Sun tanning studio located at Hansaring 68 in Cologne, we are greeted with these very friendly words: **“The nicest sun tanning studios are in Cologne!”**

Phil Giesen – A man of few words.

We want to know how the story of success started and why Phil Giesen definitely isn't thinking about stopping anytime soon. Already at the young age of 17 or 18, Phil Giesen first thought about doing something with sun tanning studios, but then chose a different path. He studied math and



California Sun – A success story from Cologne “under the rainbow”



California Sun, Hansaring 68, Cologne



orientation. But she was also enchanted by the world of sun and has been the managing director for the last 5 years.

They both agree that one secret of their business is that they set great store in a fixed team of employees who enjoy their work and are always friendly and in a good mood when they approach the customers.

The set goal is for customers to feel comfortable and be able to get away from the stress of everyday life. That is why emphasis is put on regular product and employee training. A valuable additional offer at the California Sun studios is a special line of solarium cosmetics from the US label MRI, which is only available in California Sun studios.

One of megaSun's innovations really impressed Phil Giesen: the megaSun Rainbow deluxe.

In his opinion the new concept is very bold. As a result of the cooperation between KBL and UV-Power a completely new tube concept was created. The burners in the facial area were replaced by the one-of-a-kind "Rainbow Boosters", which are specially



Phil Giesen and Albina Gashi

matched to the "Rainbow" tube concept. The ICS of the "Rainbow deluxe" makes the solarium even more interesting for its customers. Before tanning, the customer can use the intuitive menu navigation to select individual settings such as body ventilation, listening to his/her own music etc. The name also appears to be very catchy, because Phil Giesen



Soon an I-Rainbow care series will be available – of course only exclusively at California Sun

What is special about the megaSun Rainbow

Rainbow light not only picks up the play of blue, green, red and yellow colored light, but unites the effects of the colors in combination with UV light for a unique tanning experience. The tube colors blue, red, green and yellow – they are good for the soul and for the skin!

and his team are happy that customers can finally remember the name of the device and not only the booth number!

We continue our drive to Bornheim to hear a second opinion about the megaSun Rainbow deluxe. Here we meet Claudia, who has been with California Sun for more than 13 years.

Because of her experience she was skeptical of the new concept to begin with, seeing as it didn't have any high-pressure facial tanners, but a large touch screen. However, in addition to the great tanning results, the large exterior touch screen really convinced her otherwise. Very easy to operate and very easy to read thanks to the 12-inch screen.

The customers' ages range from 18 to 80 here as well.

Fact is: Only when innovative technology and unique comfort features are harmoniously combined with one another, does the visit to the sun studio turn into something special. The new Rainbow solariums offer both – in order to make sun tanning an experience.

Phil Giesen is completely convinced and has already added the third "Rainbow deluxe" to his studios within one month and more are to follow!

Thank you so much for the interview!



Customer service made by megaSun:

Marketing materials and technical support all wrapped up in one:

media.kbl.de

Our database is located in one place – for you, for us, for transparency.

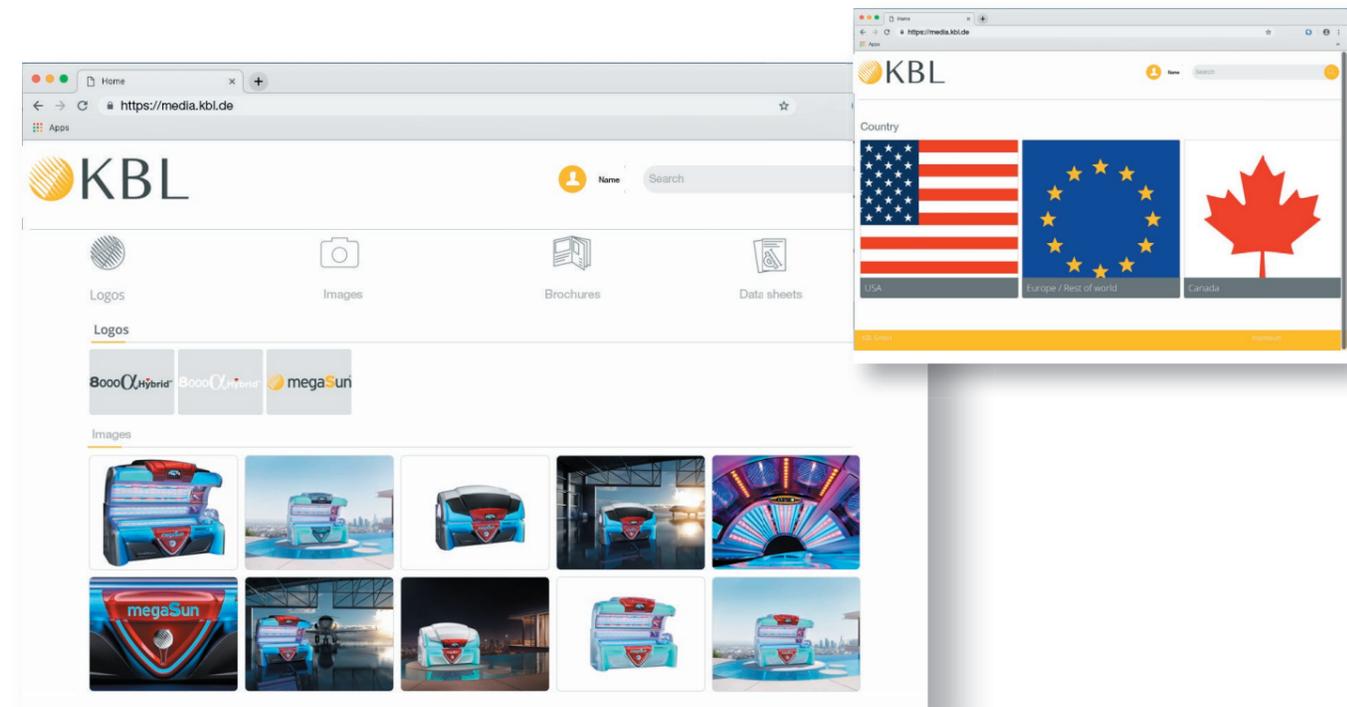
As of right now you can simply download marketing material such as **pictures, brochures, technical data sheets etc.** for every single one of our solariums and Collariums.

Just go to media.kbl.de and search for the desired solarium. You can either look it up under our current models or under « Oldies ».

It is very easy to find the right product thanks to the nice, large pictures. Just click once and any available pictures, brochures or technical data sheets are ready to be downloaded.

For technical support, you can log in and in the same area you will have **user manuals, circuit diagrams and assembly plans as well as software** at your disposal. It doesn't get any easier !

Everything in one place!



Only the original ensures cleanliness!

67 L of ready-to-use solution
49.90 €*



Liquid concentrate
 Cleaning and disinfecting agent for solariums

Fields of application: for disinfecting solariums, fitness and cosmetics studios, saunas and swimming pools. megaClean includes any aldehydes (including formaldehyde) or ethanol (alcohol). For professional use only.

Application concentration: 1.5 % solution of 15 ml megaClean (2 lid caps) added to 1 litre of water = 150 ml megaClean liquid concentrate in 10 litres of water = ready-to-use solution starts from 1 minute.

Mix up 2 lid caps with 100 ml water

Batch designation:
 Expiry date:

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Viruses and bacteria? Never again!

Dirt? Get rid of it immediately!

*Single purchase for 1 L canister concentrate (equivalent to 67L of ready-to-use solution) excluding VAT and shipping. Can be stored unOpen for two years.

megaSun[®] **feeling in the studio**



megaSun coffee cup
 set of 6
 Art.-No: 400010516
 19,90 €*



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 150 x 78 cm
 Art.-No.: 0400012210
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 Art.-No.: 0400016200
 5,90 €*
 (per unit 5 pieces)



Banner 7000 hybridSun
 0,85 x 2 m
 Art.-No.: 3010196312
 64,99 €*



Flyer for end customers
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 100 pieces
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 12,90 €*



Illuminated display
 130 x 36 cm
 Art.-No.: 1100123702
 299,- €*

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* all prices include VAT
 ** Banners and end customer flyers are also available for our other current devices

Why *sun tanning* is *important* *for us.*

A nice complexion is included !

How your skin tans:

Ultraviolet light from the sun or a solarium/ Collarium® results in the outer layer of skin tanning.

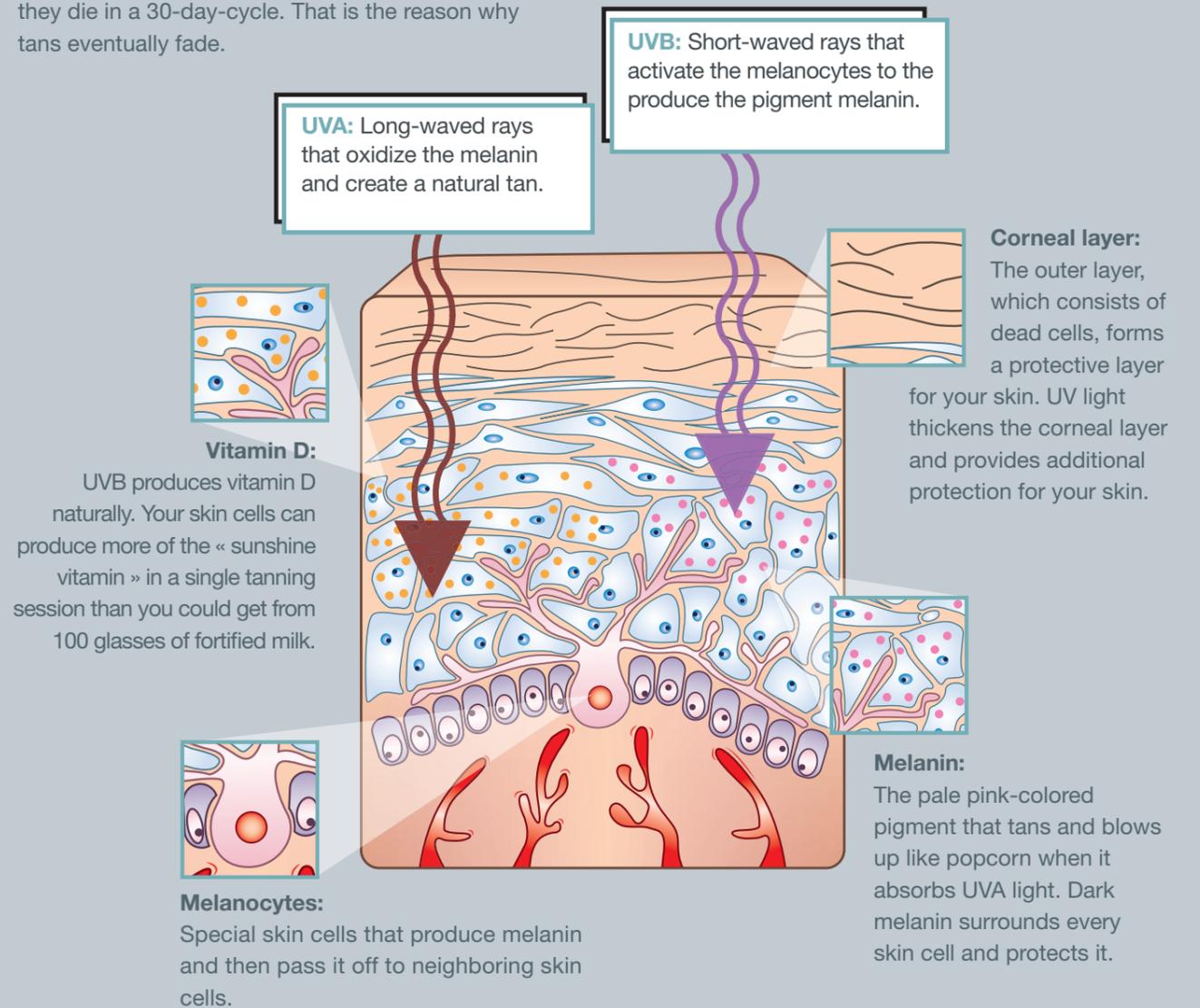
1 Nature's plan:
Mankind developed outdoors in the sun. Nowadays, constantly spending so much time indoors deprives us of what nature intended for us: regular absorption of UV light.

2 Preventing sunburns:
A tan is the skin's natural protection against sunburns and it increases the effectiveness of sun screen – one more reason why people who go to sun tanning studios are better protected and less likely to get sunburned.

3 Natural vitamin D:
The effect of UV light on your skin is the natural way of producing vitamin D. Studies show that people who use solariums have a significantly higher level of vitamin D than people who don't.

DIAGRAM OF THE EPIDERMIS:

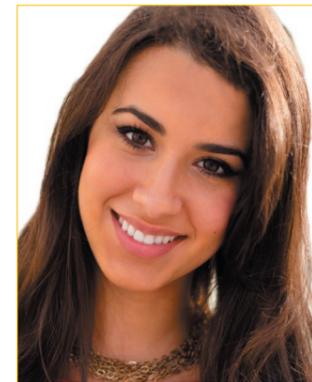
Skin cells are constantly produced and replaced. Then they wander up to the skin's surface where they die in a 30-day-cycle. That is the reason why tans eventually fade.



Skin Type Table



megaSun®



Skin Type *)	I**)	II**)	III	IV	V	VI	Skin Type *)
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Description				Description			
Natural skin color	reddish	very pale	pale with beige tint	light brown	dark brown	very dark	Natural skin color
Freckles/ Sunburn spots	many	several	few	incidental	none	none	Freckles/ Sunburn spots
Natural hair color	sandy red	blond	chestnut / dark blond	dark brown	black	brown	Natural hair color
Eye color	light blue, grey, green	blue, green, grey,	blue	dark brown	brownish black	brownish black	Eye color
Reaction to exposure to natural sun				Reaction to exposure to natural sun			
Skin burning degree	painful redness, blistering, peeling	blistering followed by peeling	burns sometimes followed by peeling	rare burns	very seldom	never with regular exposure to sun	Skin burning degree
Skin tanning degree	never	scarcely any	to an average degree	quickly and intensely	very quickly and deeply	permanent suntan	Skin tanning degree
Erythema threshold irradiation	200 Jm ⁻²	250 Jm ⁻²	350 Jm ⁻²	450 Jm ⁻²	800 Jm ⁻²	> 1000 Jm ⁻²	Erythema threshold irradiation

*) Fitzpatrick: In case of doubt, a medical skin type determination should be recommended to the user
 **) It is not advisable to use UV irradiation devices for cosmetic purposes and other applications outside of medical purposes



megaSun® worldWide

Sunshine Company, Austria



Sunshine Company, Studio Entrance

There was already a sun tanning studio of the brand Sunshine Company in Vienna's Neustadt in 2004. Even then it was soon clear that Sunshine Company was on its way to becoming the number one in the southern part of Lower Austria.

"This is where each individual and his/her personal needs are the main focus," says owner Robert Petsche. "We always make a point of perfecting the processes and ambience for each

individual tanning experience. This is also true for the recently completed studio at 100 Fischauer Gasse in Wiener Neustadt which was outfitted with the latest technology.

The generous reception area, the barrier-free changing rooms with "rain showers" and the designed make-up area each ensures a feeling of well-being during every visit. Of course, we provide our customers with towels, disinfected protective



megaSun® worldWide

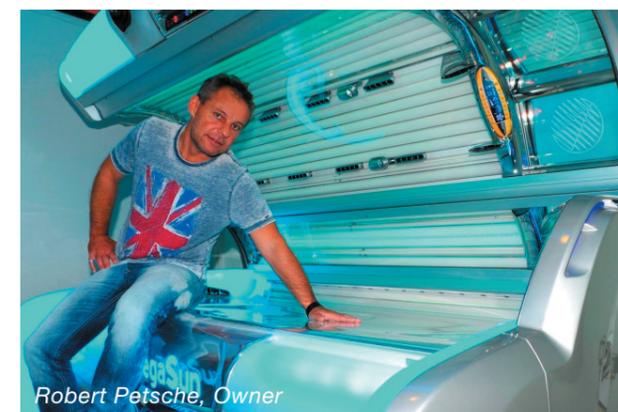
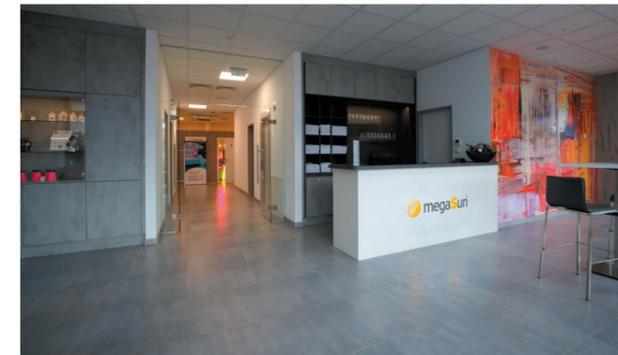
goggles and bath slippers free of charge. We are happy to invite our customers to enjoy a delicious refreshment in a cozy atmosphere at the end of each visit at our studio.

Our newly built studio was fully equipped with very modern ventilation and air conditioning units that constantly ensure a pleasant room climate. Sunshine Company paid very special attention to implementing an ecological energy management system. A considerable amount of the electricity needed is generated on site with a photovoltaic system. The heat recovery enables a pleasant room climate at any temperature with a minimum of energy input.

For years now our customers have trusted in very well-maintained and very modern tanning devices from the megaSun brand – after all, tanning is matter of trust.

As an additional perk we offer our customers the services of the internationally recognized personal trainer Barbara Spritzendorfer and her team. Once a week she shares her experiences on the topics of well-being, health and freedom from pain.

Furthermore, we are close to concluding negotiations with a successful and well-known sports masseur."



Robert Petsche, Owner

Sunshine Company

SONNENSTUDIO



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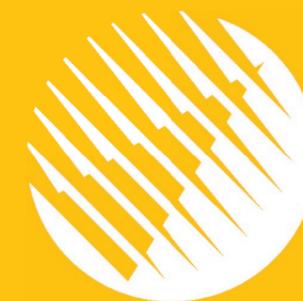
Clogged nozzles? No, thank you!

Bad smell? Ugh, anything but that!

Bacteria? Definitely not!

***Price only valid for purchase of two canisters, single purchase costs 19.90€ excluding VAT and shipping. Can be stored unOpen for two years.**

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THE SECRET OF THE WHITE SPOT ON THE BUTTOCKS

Nicely tanned skin – preferably seamless!

In order for the skin to tan you need UV light and good oxygen and blood circulation in the skin. This allows the skin to produce melanin which can then become the tan we see on the surface of our skin.

So where do the white spots on the tailbone or shoulder blades come from?

The areas of skin you lay on while in the solarium are simultaneously the largest pressure points.

As a result, less blood is circulated through these areas and fewer pigments are colored.

The solution for this problem:

- Use modern solariums with ergonomically shaped bed surfaces or vertical sunbeds.
- Move around a bit. Simply change the pressure points while tanning.

Seamlessly tan. No problem.

TECHNICIANS TRAINING COURSES

KBL devices are constantly being further developed and as such it is very important for technicians to attend regular training courses at KBL. Both the operation and correct maintenance of our solariums is very important to us, because we want you to enjoy your solarium for a long time. That is why we regularly carry out training courses for technicians. No matter whether they are held in the USA, at our facility or on site at our partners' locations all over the world.

Last year alone 346 technicians from 54 countries were trained and 2019 is already showing signs of increasing.

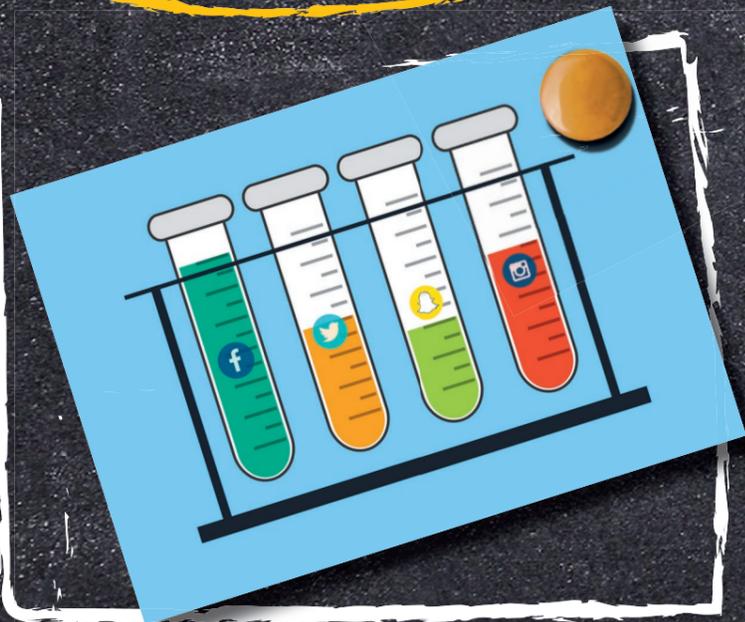
Advanced technology that is constantly further developed requires special know-how. Excellent technicians, who continue to train and stay up-to-date on technological advances, are an asset for everyone. They ensure the studio operator that the solariums are in perfect condition and will continue to add to the revenue. Updating a solarium with newer software saves a lot of trouble and can usually be done right away by an authorized technician. Besides, they are also a competent contact person in the case of any possible problems.

Good service! Satisfied customers!



MEGAPINS

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