



Cosmedico[®]
2012

COSMEDICO: THE COMPANY YOU TRUST

PRESIDENT'S LETTER



Kevin Apgar *President, USA*

As I travel from one end of the country to the other, meeting wonderfully diverse and dedicated salon owners, I am continually amazed at the energy, resilience and determination within our industry. Small business owners are, by nature, independent and innovative and during these challenging times these qualities are even more important. However, because indoor tanning is also a target for the ever-growing anti-tanning groups we must stick together. One of the most important and most visible ways we can stick together is by supporting the Indoor Tanning Association (ITA). There truly is strength in numbers.

Membership in the ITA can easily be considered the wisest investment a salon can make. Not only is there strength in numbers, there is peace of mind knowing that there is an organization whose stated mission is, in part, "to protect the freedom of individuals to acquire a suntan, via natural or artificial light." Currently, the ITA is at the forefront in the battle to repeal the "tan tax". Since its beginning the primary focus of the ITA has been and will continue to be tracking and opposing anti-tanning legislation at state and local levels throughout the US. For more information please visit the ITA website at: <http://www.theita.com/>

Cosmedico Light is a founding member of the ITA and has held a seat on the Board of Directors since its inception. Not only has Cosmedico been a participant and supporter of the ITA, Cosmedico has been a visible and trusted industry leader from the earliest days of indoor tanning. Our groundbreaking products, such as the CosmoLux VHR and CosmoLux VHR 9K90, have set lamp standards for the entire industry. Cosmedico has been here since the beginning and the only place we are going is forward. I hope to see all of you along the journey!

Kevin Apgar
President .



JW HOLDING GMBH



Jörg Wolff
Cosmedico Founder

When Jörg Wolff established Cosmedico* Licht, GmbH in Stuttgart, Germany in 1976, he greatly hoped the company would find success in a new industry following the success of the invention of the sunbed by his brother, Friedrich Wolff, founder of Wolff Systems. Little did Jörg Wolff know how much success both that new industry and his new company would enjoy. When Friedrich Wolff sold Wolff Systems company to Jörg Wolff, the beginnings of JW Holding were in place.

35 years after that beginning, Cosmedico Licht and Wolff System Technology are now parts of the larger JW Holding GmbH. JW Holding GmbH, an international company that has been operating successfully for over 30 years, specializes in the development and manufacturing of tanning and fluorescent lamps as well as vacuum tubes for solar thermal energy collection. For years, the group of companies that makes up JW Holding has distinguished itself with market-leading technologies and product portfolios made in Germany. The company has approximately 440 employees worldwide, serving customers in more

than 60 countries.

The primary goals of JW Holding are three: support for the indoor tanning industry, promotion of research for new light technologies including the developing sustainable solar energy collection systems and, finally, promoting responsibility towards others.

The third part of the goal is met by the Jörg Wolff Foundation, established in 2004.

For Jörg Wolff, the enjoyment of business success and profits always goes hand in hand with the assumption of responsibility for others and the commitment to humanitarian causes. Gratitude for his own good fortunes and the willingness to let others participate in his prosperity are second nature for him. The Jörg Wolff Foundation's work is based on the following principle: Provide help where it is needed, foster projects that are important and valuable.

Please visit these web sites to learn more:

<http://www.jw-holding.de/en/index.htm>

<http://www.joerg-wolff-stiftung.com/en/index.html>

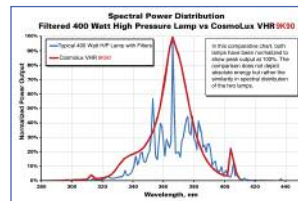
* originally spelled Kosmedico

9K90® AN ENTIRELY NEW BREED OF SUNLAMP!

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.



9-15 Minute Exposure



CosmoLux VHR 9K90

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

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

13-17 Minute Exposure



CosmoLux VLR 9K90

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

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

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

140 – 180w COSMEDICO REFLECTORS

Cosmedico reflector lamps are the most technologically advanced UV sources ever made. An internal 220° reflector built into the glass tube is designed to focus virtually all of the lamp's energy directly to the body of the tanner.

8-10 Minute Exposure



The latest lamp in the Cosmedico product line is 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	16388
Watt	160w FR71
Base	Bi-Pin
UVA Flux	38.0
UVB Flux	1.3
Total UV	39.3
Rated Hours	700
Typical Exp.Time	8-10 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	16107	16169	16112
Watt	160w FR73	160w FR71	140w FR59
Base	RDC	Bi-Pin	Bi-Pin
UVA Flux	38.0	38.0	31.0
UVB Flux	1.2	1.2	1.0
Total UV	39.2	39.2	32.0
Rated Hours	800	800	800
Typical Exp.Time	7-12 Mins.	7-12 Mins.	7-12 Mins.

9-15 Minute Exposure



The CosmoLux® VHR® is the most effective, most successful and the most imitated high-wattage lamp ever produced. 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 hours.¹ 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.

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

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!

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	15603	15602
Watt	100w FR73	100w FR71
Base	RDC	Bi-Pin
UVA Flux	28.0	28.0
UVB Flux	1.0	1.0
Total UV	29.0	29.0
Rated Hours	800	800
Typical Exp.Time	9-13 Mins.	9-13 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	15212	15211
Watt	100w FR71	80w FR59
Base	Bi-Pin	Bi-Pin
UVA Flux	28.0	22.0
UVB Flux	0.9	0.7
Total UV	28.9	22.7
Rated Hours	800	800
Typical Exp.Time	12-16 Mins.	12-16 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 delivered after only a few short visits.

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

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!

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.

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

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



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!

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	16077	16172
Watt	160w F73	160w F72
Base	RDC	RDC
UVA Flux	33.8	33.8
UVB Flux	1.2	1.2
Total UV	35.0	35.0
Rated Hours	800	800
Typical Exp.Time	7-12 Mins.	7-12 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.

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

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.

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

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



FULL COAT UV EFFICIENT, LONGLIFE.

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



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, 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.

Product Number	11306	11305	11282
Watt	100w F73	100w F71	80w F59
Base	RDC	Bi-Pin	Bi-Pin
UVA Flux	26.0	26.0	20.8
UVB Flux	1.1	1.1	0.9
Total UV	27.1	27.1	21.7
Rated Hours	1000	1000	1000
Typical Exp.Time	16-24 Mins.	16-24 Mins.	16-24 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	12503	12482
Watt	100w F71	80w F59
Base	Bi-Pin	Bi-Pin
UVA Flux	30.0	25.0
UVB Flux	0.9	0.8
Total UV	30.9	25.8
Rated Hours	1000	1000
Typical Exp.Time	20-26 Mins.	20-26 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 30 minutes. Effective results become apparent after multiple exposures and the result is always a dark, even tan with staying power.

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

¹ Bellarium is a registered trademark of Wolff System Technologies.

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 harsh High Pressure facial lamps.



Compact

Compact Reflector 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 harsh 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	10018	10332	15704
Watt	CosmoLux HRF	LSR 25w	RA Plus 40w
Base	Bi-Pin	Bi-Pin	Bi-Pin
UVA Flux	6.5	5.0	7.0
UVB Flux	0.2	0.2	0.1
Total UV	6.7	5.2	7.1
Rated Hours	600	800	500
Typical Exp.Time	N/A	N/A	N/A



Compact

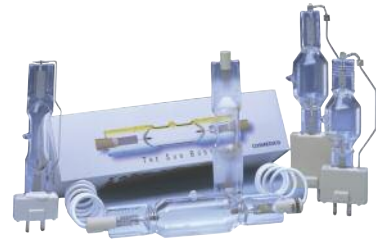
Compact Full-Coat Lamps

Product Number	10044	10330	10331	10039
Watt	CosmoLux X 15w	UVA Plus 25w	LS 25w	SP 25w
Base	Bi-Pin	Bi-Pin	Bi-Pin	Bi-Pin
UVA Flux	2.0	4.5	4.0	3.5
UVB Flux	0.1	0.1	0.1	0.7
Total UV	2.1	4.6	4.1	4.2
Rated Hours	300	500	800	800
Typical Exp.Time	N/A	N/A	N/A	N/A



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.



High Pressure



Cos # R7s & Wire Leads	Product Name	Voltage	UVA (w)	Rated Hours
24003	Cosmedico E 400 R7s	220	80	800
24004	Cosmedico E 400 L	220	80	800
23049	Cosmo Tech L 400W R7s	220	75	800
24007	Cosmedico E 500 R7s	220	80	800
24008	Cosmedico E 500 L	220	80	800
21113	Cosmedico ME 650 LS	220	100	800
24178	Cosmedico E 800 R7s	220	120	800
24103	Cosmedico E 1000 L	220	220	800
24101	Cosmo Tech 1200W L	220	240	800
21107	Cosmedico ME 1400 L	220	275	800
24203	Cosmedico E 2000 L 220v	220	430	800
24202	Cosmedico E 2000 L 380v	380	430	800



Single Ended	Product Name	Voltage	UVA (w)	Rated Hours
21111	Cosmedico E 400 SE	220	80	800
24006	Cosmedico E 500 SE	220	80	800
21112	Cosmedico ME 650 SE	220	100	800
24171	Cosmedico N 1000 SE	220	220	800
21102	Ariana SBSN 1000 SE	220	220	800



Blade/Pin	Product Name	Voltage	UVA (w)	Rated Hours
21114	Cosmedico ME 630 Blade	220	100	800
21082	Cosmedico ME 630 Pin	220	100	800
21115	Cosmedico ME 1510 Blade	220	310	800
21106	Cosmedico ME 1530 Pin	220	310	800

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.

COSMOPOWER® BALLASTS AND IGNITORS.

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.

Super Power Ballasts



COSMOPOWER® BALLASTS Full Performance

Product Number	Watts	Volts	Freq.	mF	UL
74039	30	220	60	4.0	UL
74044	36	220	60	4.0	
74135	100	220	60	9.0	UL
74202	120	220	60	10.0	
74157	140	220	60	14.0	
74225	160	220	60	12.0	UL
74181	180	220	60	12.0	UL
74211	190	220	60	18.0	UL
74222	225	220	60	18.0	UL
74407	400	220	60	40.0	UL
74427	500	220	60	40.0	
74415	1000	220	60	75.0	

COSMOPOWER® BALLASTS Economy

Product Number	Watts	Volts	Freq.	mF	UL
74158	100	220	60	9.0	
74237	140	220	60	14.0	
74236	160	220	60	14.0	UL

COSMOPOWER® IGNITORS

Product Number	Watts	Volts	Freq.	MaxA	P+	UL
71805	400	220	1.2	5.0	50	UL
71813	1000	240	1.2	12.0	100	
71826	2000	400	1.2	12.0	100	

Super Power Ignitors



COSMEDICO AND COSMOSTART/E® STARTERS.

COSMEDICO EXCEEDS YOUR EXPECTATIONS

COSMEDICO® STARTERS

Product Number	Watts	Volts	Freq./Hz	Life (min)	UL
71502	4-22	110-130	50-60	6000	UL
71111	4-80	220-250	50-60	6000	UL
71160	80-160	200-240	50-60	6000	UL
71200*	180-200	200-240	50-60	6000	

*For Use With 2.0 Meter Lamps Only

COSMOSTART /E® STARTERS

Product Number	Watts	Volts	Freq./Hz	Life (min)	UL
71204	15-225	200-260	50-60	10 Years	UL
71205	160w Lamp/140w Ballast	200-260	50-60	10 Years	UL

This "starter with a brain" greatly reduces and often eliminates 'end blackening'. It extends physical & electrical life of low pressure lamps (particularly > 140w). Cosmo-Start/E®-EPH was designed for 160w lamps that are powered with 140w ballasts.

Cosmedico-branded ballasts, starters, and ignitors ensure years of trouble-free high performance operation.

Demand the best — CosmoPower® and CosmoStart/E™ by Cosmedico.



Reliable
Cosmedico
Starters



10 Year
Life



Regardless of the challenges facing our industry, Cosmedico remains dedicated to meeting these expectations.

You can expect **Professional Products** for your Professional Salon

You can expect **Innovative Products**

You can expect **Quality Products**

You can expect **Performance Products**

You can expect **Product Protection**

You can expect **Useful and Easily Accessible Information**

You can expect **Long Lasting Lamps**

You can expect **A Supplier Committed to Support**

You can expect **The Dependability of A Trusted Partner**

Thank you for taking an interest in our family of products. For more information, questions, or technical inquiries, please contact your preferred Cosmedico vendor or call toll-free in the United States

1-800-294-2336.

**COSMOLUX® GOLDARIUM® HI-TAN® COSMOSTAR®
ARIANA® COSMOTECH® COSMOSTART/E®**

A thatched-roof hut on stilts in the ocean. The hut is built on several wooden posts and has a steeply pitched roof made of dried palm fronds. It is situated in clear, shallow turquoise water. A small wooden staircase leads up to the hut. In the background, the horizon is visible under a clear blue sky with some light clouds. A small blue boat is partially visible in the bottom right corner.

Cosmedico

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