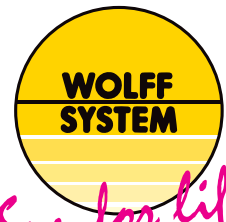


Perfect Sun® Tanning Lamps



Why Wolff® System?

Wolff System lamps are **#1 in brand awareness** & unit volume purchases in North America

Since 1978 they have been known for providing the **highest UVA “bronzing” output** in the industry focusing on developing a **deeper, darker “bronze” tan that lasts longer and looks better**

Wolff lamps are the predominant lamp used in commercial tanning beds in North America

Tanning Salon owners choose Wolff System lamps because they use the highest quality phosphors, deliver the longest lamp life and provide the **ultimate “bronze” tan**

Competitive Benchmarking

Wolff regularly tests competitors’ lamps in their labs in Atlanta as well as in the factory in Quebec, Canada.

Data collected consists of several critical characteristics:

- Initial UVA output
- Initial UVB output
- Phosphor chemistry
- Lamp construction

These ‘competitor’s best’ become the absolute minimum values Wolff targets to assure delivery of lamps that are **second to none**. Wolff is committed to meeting and **exceeding the best non-Wolff lamps** with their average lamps.

Wolff strives to maintain the product qualities you **demand** and have grown accustomed to. Wolff lamps also have generally **less UVB** output than competitors to **minimize wrinkle formation** as much as possible.

All Wolff Perfect Sun lamps are **“Green”**, meaning they pass EPA tests and are not subject to most recycling requirements from state to state.



“Our original product mission in 1978 was to develop sunlamps delivering the best tanning experience and the most reliable performance consistent with the demands of the American consumer.

Competitor lamp manufacturers eventually entered the market, so we have developed a special program to assure ourselves and our customers that we will consistently deliver lamps that are second to none in any market.”

Michael Stepp, CEO Wolff Systems

Profile of a Dark Tan Lamp

Formulated with a spike of UVB to promote melanin production, Dark Tan lamps closely follow the Persistent Pigment Darkening* (“bronzing”) action spectrum to maximize tanning performance.

UVA is most responsible for the darkening of the tanners skin, often referred to as the “bronzing ray”

UVB is most responsible for the production of melanin which is darkened by UVA

* The Persistent Pigment Darkening (PPD) method was developed as a method of measuring UVA protection, similar to the SPF method of measuring UVB light protection. Originally developed in Japan, it is the preferred method used by manufacturers such as L’Oreal and others. Instead of measuring erythema, or reddening of the skin, the PPD method uses UVA radiation to cause a persistent darkening or tanning of the skin.

It is employed by The European Cosmetic, Toiletry and Perfumery Association (COLIPA), and adopted by the FDA in the US, the German DIN (FDA equivalent) and other public health regulatory bodies around the world since as early as 1978.

