

## Company Profile



# Cosmedico Light, Inc.

## Leading by Example!

By John P. Ribner



Founded .....	<b>1976</b>
President .....	<b>Kevin Apgar</b>
Location .....	<b>Weymouth, MA</b>
Sector .....	<b>Sunlamp Manufacturer</b>
Staff .....	<b>7</b>
ITA Member Since.....	<b>2000 (founding member)</b>

**Cosmedico Light, Inc. delivers performance and reliability while remaining dedicated to the industry it serves** – this defines the Weymouth, MA-based company as both a leading sunlamp manufacturer, and a leader in indoor tanning.

In 1976, cosmetic and medical UV lamp manufacturer Kosmedico Licht GmbH was founded in Stuttgart, Germany by Jörg Wolff. As indoor tanning units were being introduced to the American market, Jörg wanted a presence there, as well. In 1979, Cosmedico Light, Inc. began introducing American salon operators and tanners to the company’s high-quality, durable and performance-driven sunlamps. The company also has made a tremendous impact upon the American indoor tanning industry

– former President Jerry Frank helped found the Indoor Tanning Association, and served on its Board of Directors until his retirement. Today, current President Kevin Apgar continues that tradition. “It is not only a privilege to serve, it’s an honor and an obligation,” said Apgar. “As one of the leading lamp providers and founding members, it’s incumbent upon Cosmedico to stay involved and help preserve our industry. We need to focus on legitimizing and creating a positive environment for our industry to thrive while fighting state and federal battles, as well as our detractors.”

Over the years, engineers at Cosmedico have established the company’s reputation for producing high-quality sunlamps. As a result, names such as CosmoLux, CosmoStar and HI-TAN continue to ☺



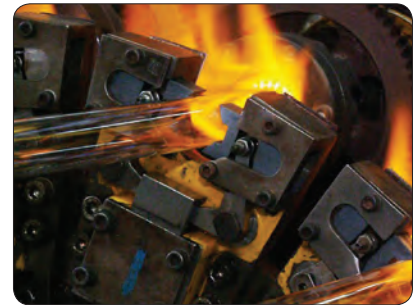
The highly-popular CosmoLux VHR 9K90 sunlamp – winner of multiple *ist Magazine* Industry Choice Awards – utilizes a revolutionary and patented phosphor blend that set new industry standards for quality, useful life and tanning results.

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be synonymous with tanning industry excellence. “Sunlamps are the heart and soul of a salon’s business, so it makes sense to use a quality product right from the start,” said Apgar. “If you purchase lamps that offer savings up front, they’ll cost more in the long run because you’ll have to replace them more often than if you had purchased a quality product. At Cosmedico, quality is a matter of design, not chance – since 1976, our engineering team in Brand-Erbisdorf, Germany continues to develop products that deliver optimal results and have the longest useful life.” For example, Apgar cited the company’s highly-popular CosmoLux VHR 9K90 sunlamp – winner of multiple *ist Magazine* Industry Choice Awards – which utilizes a revolutionary and patented phosphor blend that set new standards for quality, useful life and tanning results.

Cosmedico has been an industry leader in VHO sunlamps over 140-watts, and the company is looking to enjoy that acclaim once more with its latest product, still in development. “It will be a hybrid of all our premium VHO sunlamps, and we’re very excited about it,” Apgar said. “It’s currently being beta-tested in selected tanning facilities across the country and it’s getting great reviews from salon owners and, more importantly, their clients. If all goes according to plan, we’re hoping for a mid-season launch.” Apgar says that all Cosmedico sunlamps have been beta-tested in this manner over the years, and the input the company receives continues to guide each product’s development and marketing. “We’re also excited to be making advancements with a solar-thermal vacuum tube product, which will offer a way to convert visible and UV light into heat and hot water,” he added. “As an environmentally-conscious company, we’re continuing to do our part to create new sources of renewable energy.”

Because your business depends so much upon their



Since 1976, Cosmedico's engineering team in Brand-Erbisdorf, Germany has developed innovative sunlamp products and is currently beta testing a hybrid of their premium VHO line in salons across the country. “We’re very excited about it,” said Kevin Apgar, President. “It’s getting great reviews from salon owners and, more importantly, their clients.”

performance, sunlamps can be your most important tool, employee and promotion. Given their reputation for producing high-quality sunlamps that deliver performance and long useable life, the team at Cosmedico Light, Inc. continues to offer lamps that are favored by discerning salon owners and their clientele. Through its involvement with the ITA, the company continues to contribute to the betterment of the industry as a whole, showing that Cosmedico will continue to lead by example in the years to come. 

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