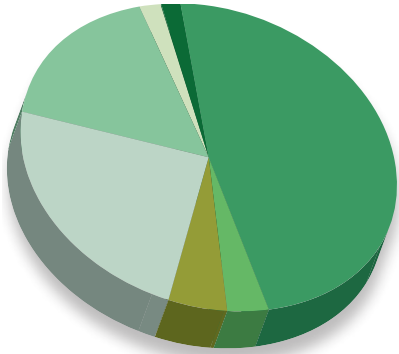
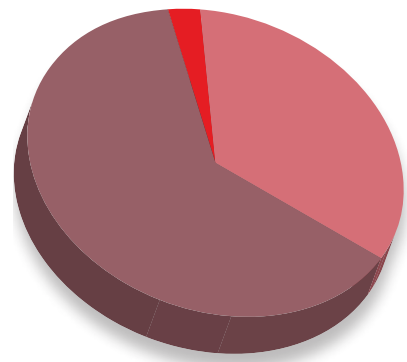
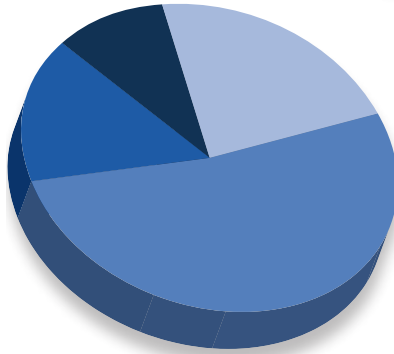


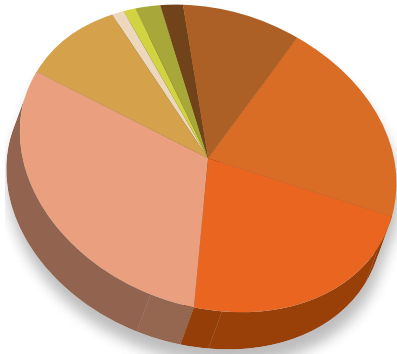
# '08 State Of The Industry: Facts & Figures



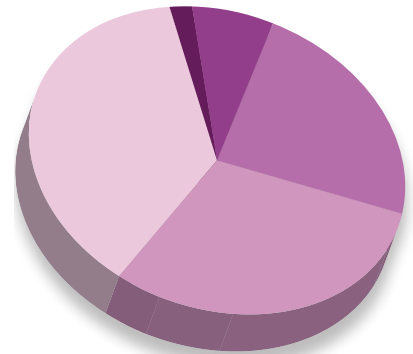
BUSIEST DAY OF THE WEEK FOR TANNING SALONS	Percentage
Sunday	1.89%
Monday	52.83%
Tuesday	3.77%
Wednesday	5.66%
Thursday	26.42%
Friday	18.87%
Saturday	1.89%



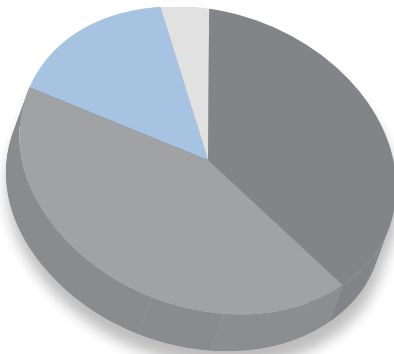
FACTORS THAT AFFECTED THE '08 SEASON	Percentage
Weather	32.32%
Economy	76.77%
Competition	23.23%
Anti-Tanning Legislation/Media	15.15%



BUSIEST MONTH OF THE YEAR	Percentage
January	4.88%
February	21.95%
March	46.34%
April	51.22%
May	68.29%
June	21.95%
July/August	2.44%
September	0%
October	0%
November	2.44%
December	4.88%



NUMBER OF TANNING LEVELS	Percentage
1	2%
2	7%
3	23%
4	31%
5 or more	37%



PERCENTAGE OF MONTHLY REVENUE FROM LOTION SALES	Percentage
Less than 10%	3%
10% to 24%	56%
25% to 30%	30%
More than 30%	11%

**11%**

Of salons offer sunless  
airbrush/HVLP tanning

»

**SALONS THAT  
ARE COMPUTERIZED**

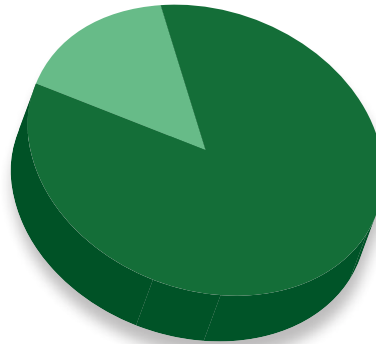
Yes 97%  
No 3%

»

**SALONS WITH  
INTERNET ACCESS**

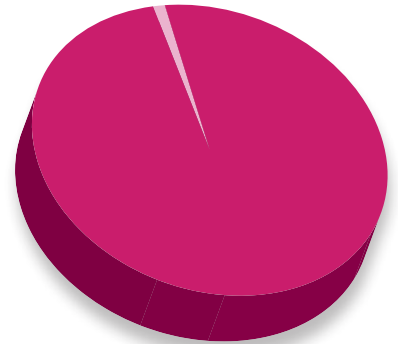
Yes 90%  
No 10%

»



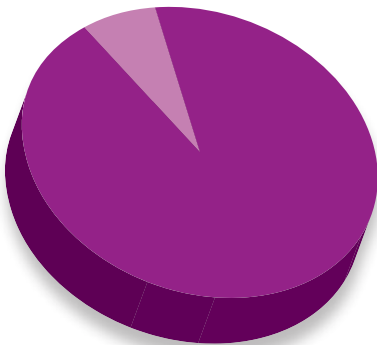
**SALONS THAT PAY  
EMPLOYEES COMMISSION  
ON LOTION SALES**

Yes 84%  
No 16%



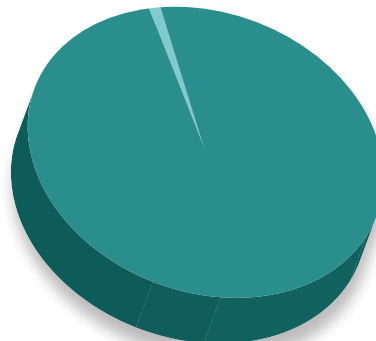
**SALONS THAT SKIN  
TYPE CLIENTS PRIOR  
TO INITIAL EXPOSURE**

Yes 99%  
No 1%



**SALONS WITH  
CERTIFICATION**

Yes 93%  
No 7%



**SALONS THAT PROVIDE  
EDUCATION MATERIAL  
TO CLIENTS**

Yes 99%  
No 1%

**35%**

Of salons offer at least  
one sunless booth

»

**SALONS THAT ARE INVOLVED  
IN COMMUNITY ACTIVITIES**

Yes 88%  
No 12%

»

**SALONS USING SALON  
MANAGEMENT SOFTWARE**

Yes 93%  
No 7%

»