



Staying Up-To-Date on New Industry Trends



For Immediate Release

What - Annual Facility Fee

When - April 1st or 15th pending auto-pay agreement

Who - All clients that have an active or frozen auto-pay agreement with Tanlines wellness sun & spa and future auto-pay clients

Why - To allow Tanlines wellness sun & spa to continue to offer the best and latest tanning and wellness services and products available.

As some of you know our management team met with industry leading consultants in January 2023. During this meeting we were given a ton of great information regarding the tanning industry and service industries in general. While we love being a small locally owned salon so that we can be as flexible as possible with our amazing clients and keep prices down as much as possible it does put us at a disadvantage of revenue coming from anywhere other than our salon sales. We

have always prided ourselves in being transparent with pricing, products, lamp hours and equipment quality and in doing that we never charge over the MSRP for products, we only use the best lamps possible and we change them at 70% so that their output is always the highest possible. Our pricing is all inclusive and there are no hidden fees or small print.

One major thing we have had in place but have never implemented is an annual facility fee but with the increase in basically all supply chain things from lamps to shipping costs to wages, equipment, utilities, rent, etc. it has become apparent that we will need to start utilizing this charge. This April (2024) and annually thereafter all current (as of this notice) active and frozen auto-pay accounts will be charged \$29 for our facility fee. Any/all future auto-pay accounts will be charged the \$29 facility fee with their first auto-draft payment and annually on that date moving forward.

These funds will go directly into an account to purchase new equipment and keep the salons updated. As an example the tanning beds we plan to purchase with these funds are \$45k each just to again give full disclosure and be as transparent as possible, we don't want anyone to think these funds won't be going directly back into the salon and the services we can offer.

If you have any further questions about the facility fee please feel free to reach out to us directly at the email listed below.

Again we want to thank all of the people that have continued to support us over the past 19+ years and are looking forward to servicing you for many years to come!

All the best,

Jennifer & Joe

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