TSU tanning supplies unlimited

The One-Stop Advantage

RUNNING a successful tanning salon today means balancing memberships, staffing, marketing, maintenance, software, layout decisions, wellness expansion, and the countless small operational details that consume time and energy. That is why Tanning Supplies Unlimited (TSU) makes it their business to make running your business simpler, easier, and more streamlined.

For TSU, being a true partner means offering more than equipment. It means helping salons simplify ownership through one trusted source for the world's best sunbeds, products, lamps, technical service and support, design support, wellness additions—and yes, they'll even help with the laundry.

ONE LESS THING TO WORRY ABOUT

Laundry may be far from your first priority, but it is essential to keeping daily operations running smoothly. When washers or dryers fail, productivity can slow in a hurry—and even when they're working, machines with limited capacity can quietly eat up staff time throughout the day.

Commercial-grade laundry equipment is just one of the many things TSU can do to minimize and optimize your to-do list. Through a partnership with a company operated by **TSU President Mike Gilley,** TSU is licensed to distribute Speed Queen and UniMac units to thousands of tanning businesses throughout the Midwest, with the ability to assist outside that territory in certain cases.

That means when you order other equipment from TSU, you can upgrade your laundry setup at the same time, with coordinated ordering and delivery. Unlike residential machines, these units are built for long-term, high-volume use, with durable, serviceable components designed to handle the demands of a busy salon. Consumer-grade machines, by comparison, can be more difficult to repair, often require full replacement when issues arise, and are not always designed for easy access in tight back-room spaces. TSU's equipment addresses those challenges with designs that are easier to service, even in compact layouts.

FOCUS ON REVENUE-PRODUCING ACTIVITIES

When operational elements like laundry equipment and maintenance are optimized, there's more time for owners and staff to focus on what matters most. Today's strongest salons are often multi-service businesses offering tanning, sunless, red light, recovery, and wellness services under one roof. That creates more revenue opportunities, but it also creates more moving parts.

Owners now need to think about efficiency, room mix, customer flow, maintenance schedules, pricing strategy, and how every decision affects the overall operation. In that environment, having fewer vendors, fewer headaches, and fewer wasted hours can be a real competitive advantage.

> TSU's philosophy is to reduce friction so owners can focus on growth instead of distractions. Every hour spent solving avoidable problems is an hour not spent improving memberships, training staff, or creating a better client experience.

DESIGNING THE MODERN SALON

Another growing area of focus for TSU is salon design and remodeling. Salons around the country can contact TSU to find out about their hands-on tanning salon design and layout guidance provided by three seasoned professionals—**Paul Manke, Eric Haynes, and Eric Matras**—with over 100 years of industry experience and decades of floor plan design.

Since formally launching the program in 2025, TSU has seen demand for these services increase, as new salons enter the market and more operators look to rethink how their space is being used.

EXPERIENCE MATTERS

TSU also emphasizes support beyond a single product category. While best known for distributing KBL's premium tanning equipment, TSU team members and technicians work across multiple brands and services, helping simplify purchasing and support decisions.

That simplicity is backed by an exceptional depth of experience—more than 480 years combined—along with a strong focus on training and education. Rather than relying on seasonal staffing or high-turnover sales models, TSU prioritizes consistency, ensuring customers are working with familiar, knowledgeable professionals who understand both the industry and their individual business.

The company's approach is built on relationships as much as resources. Each salon is treated as a long-term partner, with an emphasis on understanding the specifics of the business rather than offering one-size-fits-all solutions. That level of familiarity allows TSU to provide more practical, tailored guidance—whether it's equipment decisions, layout planning, or operational challenges.

For more information, contact Tanning Supplies Unlimited at 800-569-3911 or **tanningsuppliesunlimited.com**