

# saltability<sup>®</sup>

## **NOURISH YOUR BODY WITH HIMALAYAN SALT.**

Delivering quality Himalayan salt stone products – 100% pure pink Himalayan salt mined from the Himalayan Mountains in Pakistan through socially, environmentally responsible manufacturing. Saltability also offers specialized Himalayan salt stone treatments for resort, day, medical and destination spas.





## **Live with Intention.**

It's how I strive to live every day – and it's why I started Saltability. Through our pure Himalayan salt products, we want to help you live with more intention toward your health. That's important to me. Making the right wellness choices changed my life, and I know they can change yours. Thank you for choosing Saltability – thank you for choosing a life of wellness.

Be present, breathe deeply, and laugh often. Live well. No regrets!

A handwritten signature in black ink, consisting of stylized cursive letters that appear to read "Ann Brown".

Ann Brown  
Founder and CEO



# saltability®

"We've been honored with numerous awards for our innovative and earth-friendly Himalayan salt spa and massage products, but everything we do has been born from our original intention — to provide a better stone massage, one that is better for the environment, the client, the therapist and your bottom line."

— Ann Brown, founder and CEO





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## HIMALAYAN SALT STONE WARMERS

In harmonization with our Himalayan salt stone massage, we offer a green, low-energy, eco-friendly warmer for Himalayan salt stones that uses no water, no chemicals, has a reduction in power use by 80 percent compared to traditional roasters, and an energy source that is shielded to protect the therapist and guest from EMFs.

Warmer is constructed with a rugged shielded metal housing. Uses a 75-watt heater thermostatically controlled at 160° F. The 16 warm white LEDs quickly heats stones to 120°F - 150°F and maintains that temperature for the duration of your massage session. A timer is provided for preheating and automatic shutoff of unit.

Unit arrives completely assembled, ready to install and made in the USA.





# HIMALAYAN SALT STONE WARMER

## with 18 Himalayan salt stones

Low-energy, eco-friendly warmer for Himalayan Salt Stone Massage. Requires no water or chemicals!

### BENEFITS AND FEATURES

**LED Technology** — Delivers an estimated energy efficiency of 80 to 90% compared to traditional lighting. Long-lasting — an estimated 20,000 hours.

**Reduced Power Use** — Uses 75-watts of power compared to 1,500-watt traditional roasters. 7-day timer for pre-heating/auto shut-off.

**Ease of Use** — Low energy use allows warmer to be left on all day for ease in offering treatment upgrades or additions. Warmer maintains heat all day and requires no set-up or prep time between treatments.

**Optimal Treatment Room Environment** — Shielded metal housing protects therapists and guests from negative effects of electromagnetic pollution (EMF). Heated Himalayan salt stones emit negative ions, delivering a myriad of health benefits — from higher mental alertness to protection against germs in the air.

### SALTABILITY HIMALAYAN SALT STONES

Mined from the Himalayan Mountains in Pakistan through socially, environmentally responsible manufacturing.

- 100% pure pink Himalayan salt
- Certified organic
- Antimicrobial
- Antibacterial

### Available for \$599 and includes:

U.S. engineered polycarbonate bowl and warmer (made with U.S. materials)

18 Himalayan salt stones  
(6 round, 6 oval, 6 teardrop)

7-day timer

**OPTIONAL** Decon 30 Spray (\$15.00)

Order at [professional.saltability.com](http://professional.saltability.com)  
or call **561-515-5142**.

### 3 EASY STEPS ...

**1. START UP** — Set the provided 7-day timer to turn on 45 minutes prior to spa opening and to shut off automatically at spa closing time.

**2. UPGRADE** — The low energy use of the warmer allows for all-day use. With the warmer on and ready, guests can easily upgrade classic treatments with Himalayan salt.

**3. CLEAN UP** — Spray Decon 30, an EPA registered, hospital grade, nontoxic disinfectant, on salt stones, then dry with a cotton towel to disinfect the stones between use. Nontoxic, Decon 30 is safe for guests, therapists, and salt stones.

A typical 10-treatment room spa can **save up to 20,000 gallons of water** each year by using a Saltability warmer instead of a turkey roaster-type appliance.



# HIMALAYAN SALT BAMBOO WARMING TRAY

(patent pending)

Saltability's new Bamboo Warming Tray, made of bamboo for its abundance and sustainability, holds and warms 20 Himalayan salt stones, ready for therapists' use, and creates a healthier spa environment.

## Product Features

Warms Himalayan salt stones to 108 to 120 degrees (depending on stone size, weight and thickness).

Stones remain at desired temperature for approx. 40 min.

Heated Himalayan salt stones will amass negative ions in the treatment room – beneficial to client and therapist.

Does not give off EMF (bad electricity) or heat into the room like turkey roasters used in traditional stone massage.

No water use so safe and environmentally friendly.

Very low electric usage (electrically sustainable).

Can be used with 7-day timer (set for 30 minutes before the spa/business opens and to turn off when spa closes) so the unit is on/ready and emitting negative ions all day.

Made of natural bamboo, intentionally chosen for its ecologic benefits, including its abundance in nature and sustainable harvesting.

Featuring a silicon-covered base with state-of-the-art heating technology to maintain consistent temperature.

Silicon base is easily cleaned after each use by spraying and wiping with disinfectant.

**Every Saltability warmer comes with a 1-year warranty.** All warmers are made in the United States with U.S. parts, by a U.S. engineering company.

## ***The Bamboo Warming Tray includes the following:***

- One 13-by-20-inch natural bamboo tray
- One UL-listed silicon-covered warming pad
- 20 Himalayan salt stones (six round, six oval, six teardrop and two heart stones)



Each Bamboo Warming Tray meets US and EU's published and nationally recognized standards for safety.

## **Dos and Don'ts**

DO check stone temperature with your hand before every use.

DON'T use a stone on a body if it's too warm in your hand.

DON'T spray stones directly on pad.

DO wipe pad off with disinfectant mist (light) and dry after each use.

DON'T forget to dry your stones completely after cleaning.

DO sand your stones lightly with sandpaper (included) when they get rough.





## SATISFIED CUSTOMERS = BOTTOM-LINE REVENUE INCREASE

**In just days, a Himalayan Salt Warmer or Bamboo Warming Tray will pay for itself!**

Creating upgrades to your basic massage services with an easy, in-treatment addition of Himalayan Salt Stone Massage will add to your bottom line. As you can see from the numbers below, **a 6-treatment room spa can increase revenues by \$162,000 per year with just a simple service enhancement!**

	Warmer	Tray
Regular Treatment Cost	\$135	\$135
Treatments per room/day	6	6
% that upgrade to Himalayan Salt add-on	50%	50%
Price of Salt add-on	\$25	\$25
Extra Spa Revenue per room/day	\$75	\$75
Extra Spa Revenue per room/week	\$525	\$525
Extra Spa Revenue per room/month	\$2,250	\$2,250
<b>Extra Spa Revenue per room/year</b>	<b>\$27,000</b>	<b>\$27,000</b>
Gratuity Rate	18%	18%
Extra Gratuity per day	\$14	\$14
<b>Extra Gratuity per month</b>	<b>\$405</b>	<b>\$405</b>
Cost of Himalayan Salt Warmer with 18 stones	\$599	\$429
<b># of days to recover initial investment</b>	<b>8</b>	<b>6</b>

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### HIMALAYAN SALT STONE WARMER for \$599

#### Includes

choice of metal basket or polycarbonate bowl

18 Himalayan salt stones  
(6 round, 6 oval, and 6 teardrop)

Timer

**OPTIONAL** Decon 30 Spray (\$15.00)

### BAMBOO WARMING TRAY for \$429

#### Includes

13" x 20" natural bamboo tray  
with silicon-covered warming pad

20 Himalayan salt stones  
(6 round, 6 oval, 6 teardrop and 2 heart stones)

**OPTIONAL** Timer (\$18.00)  
Decon 30 Spray (\$15.00)  
Insulated bag (\$14.40)

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Order at [professional.saltability.com](http://professional.saltability.com) or call **561-515-5142**.

## FAQs

### **Why is sandpaper included in the package?**

The hand-carved Himalayan salt massage stones can be lightly sanded with the included sandpaper before use, if needed. To season new stones, apply a good coat of massage oil and allow it to stay on stone for five to 15 minutes. Then wipe with a cotton towel to smooth the stone down. Stones will become smoother with each massage.

### **How long can I expect the massage stones to last?**

The stones can last a very long time provided they are kept from water and cleaned and dried properly. When exposed to moisture, the stones will reduce down or get rough depending on amount of moisture or water. When rough, sand them with sandpaper to smooth. If using with water for a salt scrub or lymphatic drainage, they will need to be replaced from time to time.

## **Himalayan Salt Stones Care and Use**

### *Before first use*

- Hand-carved Himalayan salt stones can be lightly sanded with sandpaper (included), if needed.
- After the light sanding, season new stones with a good coat of massage oil. Allow the oil to stay on for 5 to 15 minutes.
- Wipe with a cotton towel to smooth. Stones will become smoother with each massage.

### *During massage*

- Himalayan salt stones' varied shapes contour to a therapist's hands and the client's body. Most stones are designed to fit in the hand comfortably.
- To start, therapists should work with the Himalayan salt massage stones to choose which sides/angles best fit the contours of the client's body.

### *After massage*

- Disinfect your stones with Benefect's Decon 30 after each use. To disinfect, remove the stones from the warmer.
- Gently spray Decon 30 on the stones 2 to 3 times.
- Immediately dry thoroughly with cotton towel.

### **100% pure Himalayan crystal salt, containing 84 naturally occurring minerals and salts ...**

Saltability Himalayan salt stones will remain at 110 to 130 degrees F (depending on room air conditions) as long as they remain in the warmer.

After using the pure, hand-carved Himalayan massage stone on your client's body, return it to the warmer and reuse that stone on the same client, as needed/preferred.

Himalayan salt is a very good conductor of heat (thanks to its abundance of various minerals) and has shown to only decrease in heat by 3 to 4 percent compared to basalt stones. In most cases, you can do any stone massage protocol with the hand carved Himalayan salt stones.

### **Tips for long-lasting stones**

Keep stones away from water.

If stones get rough, sand with sandpaper to smooth.

Always clean and dry properly.

*Himalayan salt is naturally antimicrobial and antibacterial — It cannot hold bacteria.  
Using an EPA-registered, hospital-grade disinfectant (such as Decon 30) is an extra preventive step.  
The disinfectant is nontoxic and will not harm the guest, therapist or Himalayan salt stones.*



# saltability®

## Our Clients

Saltability's Himalayan salt stone massage can be found in top spas around the world.

spa NORDSTROM

DESTINATION  
KOHLER

THE LANGHAM  
CHICAGO

SJO  
SPA CLUB

CANYONRANCH®

cavallopoint  
the lodge at the golden gate

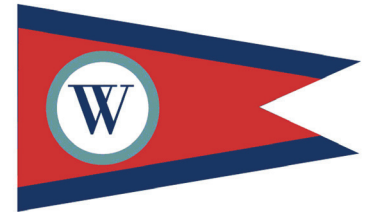
THE WOODHOUSE  
day spa®

Red Mountain Resort



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LAGUNA BEACH

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SAN ANTONIO  
HILL COUNTRY



CLIFF HOUSE  
MAINE

Learn more at [saltability.com](http://saltability.com).



## What Our Clients Say

I'm not sure when I realized **it was a game changer**. It could have been when I first walked into the treatment room and saw the beautifully glowing Himalayan salt stones, but it wasn't. In fact, it took talking to Saltability founder Ann Brown, seeing the stones displayed in the treatment room, having not one but TWO salt stone massages, and finally using them with my own therapist hands before I realized how big this new trend will be.

— Michael Tompkins, executive recruiter, Hutchinson Consulting

We are thrilled to introduce at our Spa at Mandarin Oriental, Boston the Himalayan hot stones from Saltability. Our guests and therapists are loving it, and **it really takes our hot stone treatment to a completely different level with a beautiful holistic approach**. Our partnership with Saltability is effective because of the authenticity of the brand, and therapists and guests love the treatments. There is constant support with training, and they always have something new and innovative. Their values and principles as well as their involvement with the community and charity organizations is remarkable. They are passionate about delivering wellness and giving back to the community.

— Virginia Lara, spa director, The Spa at Mandarin Oriental, Boston

From a business perspective, I have never seen so many stone massages reserved since I started in this industry! **Our guests are quite drawn to our heated Himalayan Salt Stone Massage**. Thank you, Saltability, for such a lovely and sustainable product!

— Melissa Boris, spa director, SoJo Spa Club

Our team is loving the Himalayan Salt Stone Massage service, and our clients are raving about their experience. It is an amazing service, and we are thrilled to have it on our menu so that our clients can experience its unique benefits. We look forward to adding more services to our menu using the stones and products Saltability has to offer.

**Offering CEUs for this modality has provided an amazing learning experience for my team**, and they have embraced the opportunity to learn more and add value to their overall guest experience. The Himalayan salt stone service provides a wellness benefit that my team gravitates toward, and they continue to be excited about providing the service to our guests with the education they have received through the course.

Putting our therapists through the salt stone course and adding Himalayan Salt Stone Massage to our menu has **added so much value to our guest experience and their overall well-being**. The benefits are amazing, and the guests are left with an experience they will never forget. We love everything Saltability and so happy to be a partner with them.

— Tracy Harper, spa director, Sun Valley Resort



# Get Started with Himalayan Salt Stone Massage

**EARN 6 NCBTMB-APPROVED CE HOURS — ONLINE**

**Course Description:** This course teaches a safe and effective approach for heated, Himalayan Salt Stone Massage. It will enable the therapist to work comfortably using the stones to perform a therapeutic and revitalizing service. The purpose of the class is to ensure the student has a full understanding of the use of the stones as a therapeutic tool, ensuring the highest level of core competency a therapist will need to provide a stellar client experience.

## Learn how to give a full-body massage using heated salt stones, including ...

- Proper set up the heater and stones.
- The basic effects of hot and cold applications on the body.
- Contraindications associated with this treatment.
- Proper cleaning and disinfecting of supplies.
- The benefits of Himalayan salt.
- Optimal body mechanics and ergonomics for performing the techniques.
- How to apply the stones to the body in a safe and effective manner.

**Sign up for our 6-hour online course today for \$149.99 course fee plus starter equipment package (\$39.99).**

Starter package includes ...

- 6 hand-carved Himalayan salt massage stones (2 ea. round, oval, teardrop)
- one 4 oz. EPA-registered, hospital grade disinfectant for cleaning salt stones

## HOW TO REGISTER

1. Visit [bit.ly/Salt-Stone-Massage-CEU](http://bit.ly/Salt-Stone-Massage-CEU).
2. Register for professional account with Saltability or log in if you already have one
3. Purchase the course online
4. Watch your email for next steps on starting your course!



**saltability**®



**Saltability is one of the most impressive innovations I've seen in our industry in a long time.** The treatments and products have been developed with the health of guests and therapists in mind, not to mention the philanthropic and environmental sensibilities of the company. Kudos to industry veteran Ann Brown and the team at Saltability for bringing such a compelling offering to market. Well done!

*– Mia Kyricos, Chief Brand Officer,  
Spafinder Wellness Inc., and Founder, Kyricos & Associates*



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