

**GHARIENI**

# Psammo Concept

GHARIENI  
TOUCHLESS  
TECHNOLOGY  
... CAN BE COMBINED WITH YOUR REGULAR TREATMENTS!



OFFICIAL SPA & WELLNESS EQUIPMENT MANUFACTURER 2021  
**Forbes**  
TRAVEL GUIDE  
• GHARIENI •



## A TRADITION THAT DATES BACK THOUSANDS OF YEARS...

Psammotherapy (Hot Sand Therapy) was initially used in Ancient Egypt for medical treatment to treat a number of ailments ranging from scoliosis to inflammatory diseases. Today, thermal therapy is used in wellness and spa resorts to provide mental and physical relaxation. The Gharieni Group created a quartz sand bed to elevate the experience and provide supreme comfort to guests enjoying the multiple benefits of sand therapy. Integrating aromatherapy, inversion therapy, undulating massage – all at a touch of a button truly renders unique and satisfying moments.

In 1980, on the island of Ischia located in the Italian Mediterranean, Rita Blum immersed herself into a bed of hot sand and emerged completely rejuvenated and reborn. Upon her return to Germany, her husband used his carpentry skills to build a box like structure, integrated a heating unit and filled it with sand. Rita tested the sand bed and declared that it replicated the benefits of Ischia, thereby creating the first prototype of the now famous MLX Quartz. They soon began to commercialize their invention which elicited the attention of the Gharieni Group, a manufacturer of medical equipment at the time. They brought in the original inventor and collaborated to improve and refine the bed into a real design masterpiece, ready to enhance any décor or setting. High functionality with impeccable design featuring ancient therapy approaches to promote wellness in any resort or spa setting.



## BRING THE BEACH WHERE YOU ARE

No matter where you are located, whether in an urban setting, the jungle, or even a mountain, you can now bring the benefits of the quartz sand at the beach to your resort and wellness center and recreate the benefits of sand therapy. Fill your MLX Quartz bed with coated alpha quartz sand and provide guests and clients with a truly unique experience.

Why quartz sand? First it contours the body exquisitely so as to alleviate any discomfort by creating a cocoon effect and surrounding the limbs with warm sand. The sand itself retains heat at an optimal temperature to impart the full benefits of treatment and is easily controllable through a touch panel located at the foot of the bed. Treatment can be stand alone and the bed has a built in undulating massage component to gently knead the back and neck. Or it can be integrated into a number of body modalities ranging from quartz poultices, singing bowls, wrapping treatments, exfoliating and many other treatments. There are no limitations to creating singular and unparalleled experiences for the guest.







## MLX QUARTZ

- THE SAND TABLE THAT HAS IT ALL AND DOES MORE...





## FEATURES:

- made of real wood
- filled with alpha quartz sand
- continuously adjustable heating system
- two lifting columns for height and inclination adjustment
- storage compartment and two drawers
- face cradle
- optional scent generator
- optional Dynamic Flow System
- optional Spa Ambience Light



Foldable upholstery for massage



- Height: approx. 65 - 90 cm / 25,6 - 35,4 in
- Length: 216 cm / 85 in
- Length Square XL: 226 cm / 89 in
- Width: 86 cm / 33,9 in
- Lifting capacity: 130 kg / 287 lbs
- Load capacity of the bed surface: 150 kg / 331 lbs

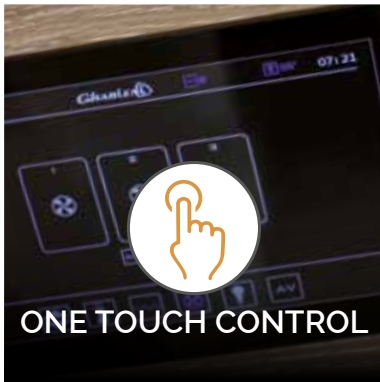


Integrated desk panels for easy adjustment of inclination and height during treatment.

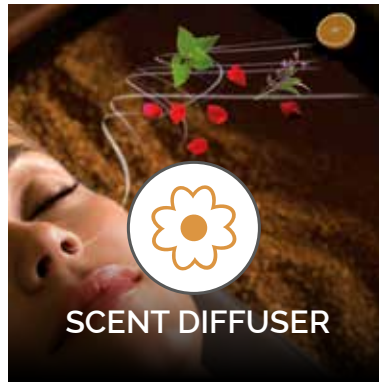




## FULLY EQUIPPED FEATURES FOR BETTER RELAXATION



The easy to use touch panel is embedded into the table and allows for seamless integration of controls without cables or other hazardous elements. All functions are pre-programmable and can be adapted with one touch. Temperature, incline functions and dynamic massage system are all easily adjusted for a supreme and continuous transformative experience.



A new Gharieni innovation to impart an olfactive component and to render the treatment truly multi-sensorial, the aromatherapy capsules diffuse a pre-selected scent to envelop the guest as s(he) is lying supine on the bed. Tiny diffusers located in the interior head section quietly release aromas to softly swathe the guest into bliss.



Intensify any sand treatment with the fully integrated massage system that gently massages neck and back. Pre programmable, the air cushioning can inflate or deflate thereby creating a wave like sensation for the guests to enjoy simultaneously with a traditional massage or other body modality.

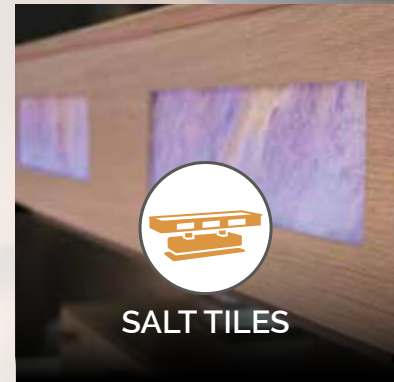


Also known as zero gravity, inversion therapy creates an ideal stretch that improves spinal health and targets back pain by helping to:

1. Rehydrate discs
2. Reduce nerve pressure
3. Realign the spine
4. Relax tense muscles
5. Ease stress
6. Improve joint health
7. Increase flexibility
8. Improve fitness & build core strength



Bringing high technology to equipment is a Gharieni trademark and the incorporation of LED lighting to the MLX Quartz collection enables the guest to be fully encircled into the treatment with muted lighting features.



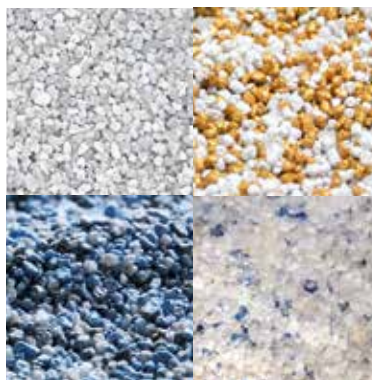
Illuminated and heated salt tiles, that can be integrated into the sides of the spa table optionally, generate negative ions to purify air.





## INTEGRATED STORAGE COMPARTMENTS

Projecting a neat and tidy appearance in treatment rooms is made easier with Gharieni's spacious storage compartments located at the base of the treatment bed. Big enough to hold all the essential needs for treatments, they are stowed and out of sight when not in use.



## LARGE SELECTION OF QUARTZ MIXTURES

The interior filling is also customizable and the quartz sand can be natural, color coated or for an even more luxurious experience, amber or persian blue salt mixes are available.



## REAL WOOD FINISHES

Tailor the MLX Quartz to any wood, with either round or square corners, in a variety of finishes. From white to dark walnut, the bed is available in a multitude of exterior varnishes.



# QUARTZ POULTICE

The Gharieni Quartz Poultrices are an excellent enhancement for treatment on the MLX Quartz. Because you can perform various heat treatments with the sand poultrices in different sizes. The individual sand poultrices can be found in our Medical, Feet & Care catalog.

## QUARTZ POULTICE WARMER INCLUDING 10 QUARTZ POULTICES

The Gharieni quartz poultrice warmers ensure a constant temperature for the quartz poultrices. The heating system can be easily controlled from the front panel and an LED indicator provides information on the temperature status. The design of the real wood frames is adapted to the MLX series and is a perfect complement for your ambience. In addition, the included cover ensures efficient heat storage and can even be used as a tray for the sand poultrices on the large model.

### FEATURES:

- Table device for keeping the sand poultrices warm
- Also suitable for heating hot-stones
- Made of real wood
- In two sizes
- Filled with alpha quartz sand
- Continuously adjustable heating system
- Including four large, two medium, and four small sand poultrices
- practical cover panel to prevent heat loss inside



#### Quartz Poultrice Warmer, large

- Height: approx. 28,5 cm / 11.2 in
- Length: 63,5 cm / 25.0 in
- Width: 23,5 cm / 9.3 in



#### Quartz Poultrice Warmer, small

- Height: approx. 28,5 cm / 11.2 in
- Length: 45 cm / 17.7 in
- Width: 23,5 cm / 9.3 in



# MLX QUARTZ CLIENTS

EXPERIENCE THE PSAMMO CONCEPT HERE  
& IN MANY MORE PLACES.



The Lamp Hotel, Sweden

*Photo: © The Lamp Hotel*



Park Hyatt Mallorca, Spain

*Photo: © Park Hyatt Mallorca*



Island Spa Catalina, USA

*Photo: © Island Spa Catalina*



FIVE Palm Jumeirah, Dubai

*Photo: © FIVE Palm Jumeirah*



La Butte aux Bois, Belgium

*Photo: © La Butte aux Bois*



Mandarin Oriental Doha, Qatar

*Photo: © Mandarin Oriental Doha*



# MLX QUARTZ TESTIMONIALS

WHAT CLIENTS SAY ABOUT THE MLX QUARTZ.

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*Upon meeting Gharieni I was blown away not only by their Quartz treatment bed, but by their passion and professionalism which is evident when meeting the team. From our initial meeting, right through until the installation of the Quartz bed, the team have always been on hand to support and guide us particularly in the creation of our bespoke Quartz treatments. Gharieni are a joy to work with and I am excited for what is to come in the future.”*

*Tara Moore, Spa Manager at Galgorm Resort & Spa*



Images: © Galgorm Resort & Spa





Images: © Glen Ivy Hot Springs



”

*The Gharieni Quartz Table has been a fantastic addition to our treatment offering here at Glen Ivy. It has allowed us to offer a multidimensional service which not only wows and delights our guests but also keeps our therapists stimulated and engaged.”*

*Clive McNish, General Manager, Glen Ivy Hot Springs*



# RETURN ON INVESTMENT

YOUR SUSTAINABLE INVESTMENT.

Treatment description	Treatment length in minutes	Cost	Number of treatments per day per therapist	Daily gross revenue	Weekly gross revenue	Monthly gross revenue	Additional monthly revenue
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<b>Average cost of treatment</b> (ISPA Industry Study)
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Day Spa Massage	50	\$ 89,00	6	\$ 534,00	\$ 3.738,00	\$ 16.020,00	
<b>MLX Quartz upgrade</b>	<b>50</b>	<b>\$ 129,00</b>	<b>6</b>	<b>\$ 774,00</b>	<b>\$ 5.418,00</b>	<b>\$ 23.220,00</b>	<b>= \$ 7.200,00</b>
Resort Spa Massage	50	\$ 150,00	6	\$ 900,00	\$ 6.300,00	\$ 27.000,00	
<b>MLX Quartz upgrade</b>	<b>50</b>	<b>\$ 200,00</b>	<b>6</b>	<b>\$ 1200,00</b>	<b>\$ 8.400,00</b>	<b>\$ 36.000,00</b>	<b>= \$ 9.000,00</b>

Cost Gharieni Quartz Table with Gold Quartz, maxi accessories set and training	Investment recouped (in month)	Surplus income after one year	Surplus income after 5 years
\$ 20.000,00	2,8	\$ 66.400,00	\$ 412.000,00
\$ 20.000,00	2,2	\$ 88.000,00	\$ 520.000,00







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