

HOW MILON LIFTS YOU UP. INSIDE INTERNATIONAL 2015



COMPANY

DEAR **MILON PARTNER.**

Only those who move themselves can get things moving. What applies to training also applies to us as a company: At milon, we are continuously taking ourselves and our offerings further. However, the goal stays the same: shared success!

WE WILL RUN WITH YOU ON THE ROAD TO SUCCESS.

Goals are there to be achieved. Just like our milon circuit systems that make training easy, safe and effective, we are also there for you, to accompany you as a milon partner on your very own road to success – cooperative, solution-oriented and inspirational.

WE DEVELOP EVERYTHING YOU NEED.

milon stands for quality. This applies to our products, systems and services. From the milon circuit systems that, in conjunction with milon CARE, enable optimum training supervision, through to our training concepts based on the latest findings in sports science. With our latest innovation, the milonizer, we are setting another new standard.

WE THINK AHEAD OF THE CURVE – TOGETHER WITH YOU.

As an inventor of electronic circuit training, we aspire to be leaders in every area of training and therapy. What's more, we continue to expand around the world: around two million people currently train with milon in 22 countries, and we're proud of that. It has been a wonderful success. But we want more – working together with you.

I look forward to us moving ahead together!

Yours, Udo Münster





MASTERPIECES **MADE IN GERMANY**

INNOVATIVE STRENGTH WITH TRADITION

Our training equipment and systems have emerged from innovative technology. Here, our values remain thoroughly traditional: Reliable partnerships, actions geared towards solutions and passionate enthusiasm have laid the groundwork for our success for over 40 years.

**Did you know
that most of our
suppliers are also
from Germany?
There are currently
around 250
of them.**

This also includes our commitment to Made-in-Germany quality. All milon equipment is produced with a high level of care and in accordance with certified quality processes in our production and logistics centre in Emersacker, near Augsburg. Here, our development experts in mechatronics, electronics and design fine-tune the future of training, working closely with sports scientists, trainers, and gym operators.



1970

The success story begins with the founding of miha Maschinen GmbH.

1972

miha develops the world's first automatic tennis ball machine.

1989

The miha cardio line with chip-card system revolutionised the market.

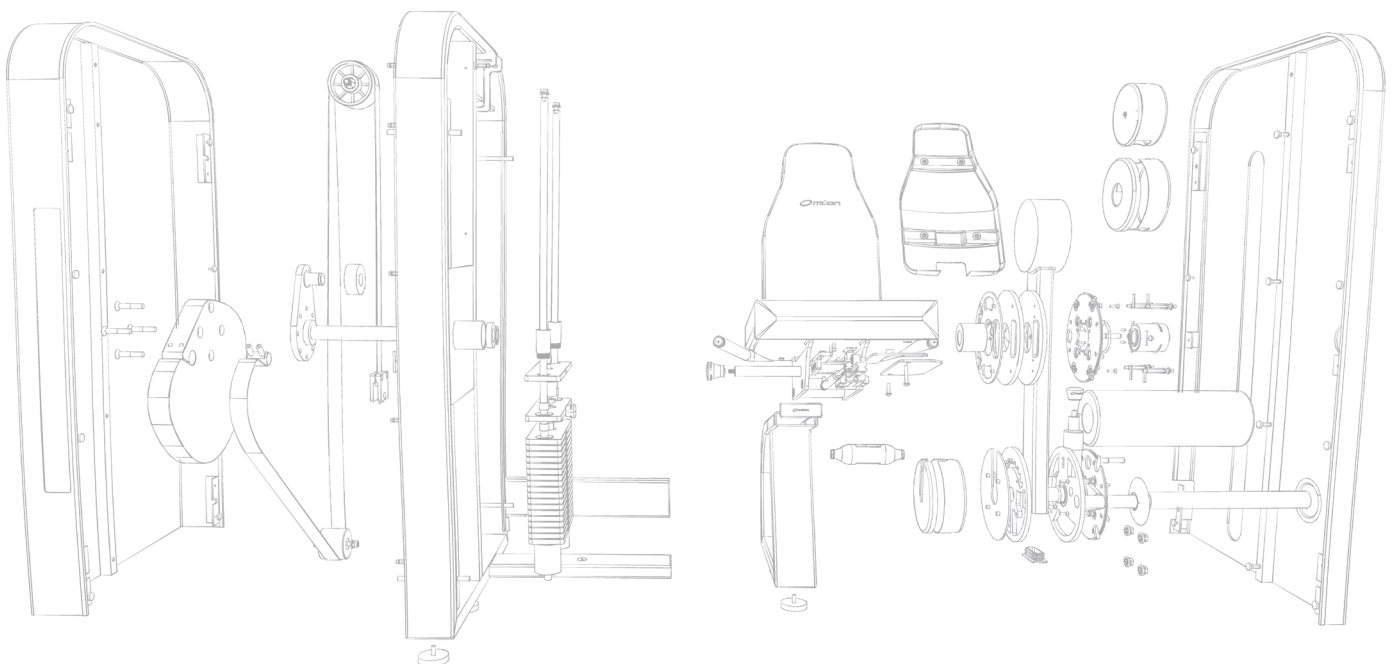
2008

Brand relaunch: miha Maschinen GmbH becomes milon industries GmbH.

One milon device consists of on average around 350 to 450 individual parts. They are complex masterpieces in which state-of-the-art technology is just as important to the production as craftsmanship.

Therefore, in our factory in Emersacker near Augsburg, the strictest quality and occupational health and safety controls are in place.

By introducing and adhering to an effective and economical quality management system under the applicable standards EN ISO 9001 and EN ISO 13485, we guarantee you that the expected and assured level of quality will always be met as intended.



2009

The MED products with MPG certification win the FIBO Innovation Award.



2012

milon CARE: an innovative system solution and the training software of the future.



reddot design award
winner 2013

2013

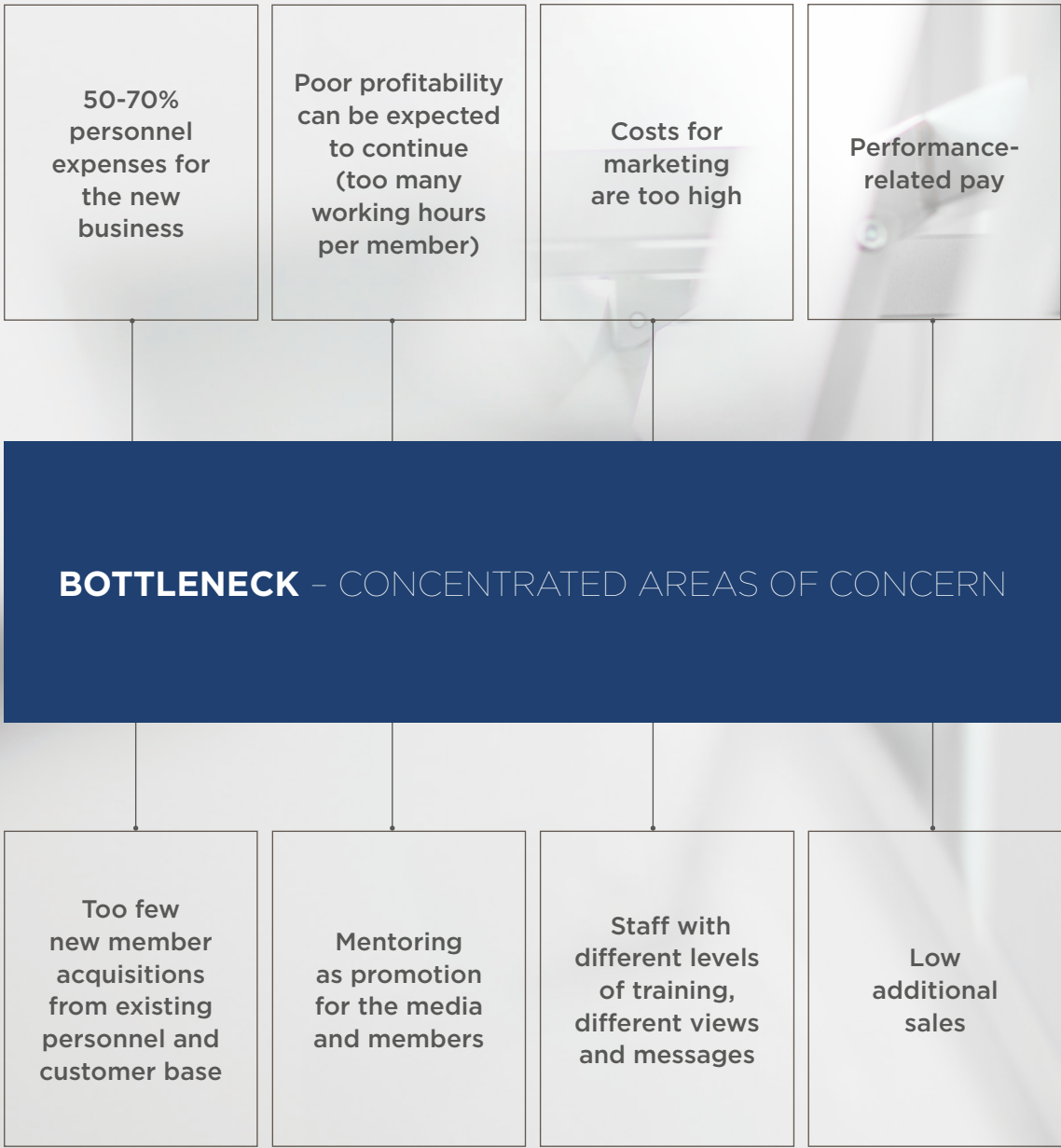
The milcanic equipment series receives the coveted red dot design award.



2015

milonizer: the industry is enhanced with an innovative biometric identification system.

BOTTLENECKS IN FITNESS AND HEALTH FACILITIES





THE MILON RECIPE FOR SUCCESS

STRUCTURED TRAINING SYSTEM – THE
BOTTLENECK-FOCUSED SOLUTION FOR FITNESS CLUBS



MILON STRENGTH ENDURANCE CIRCUIT

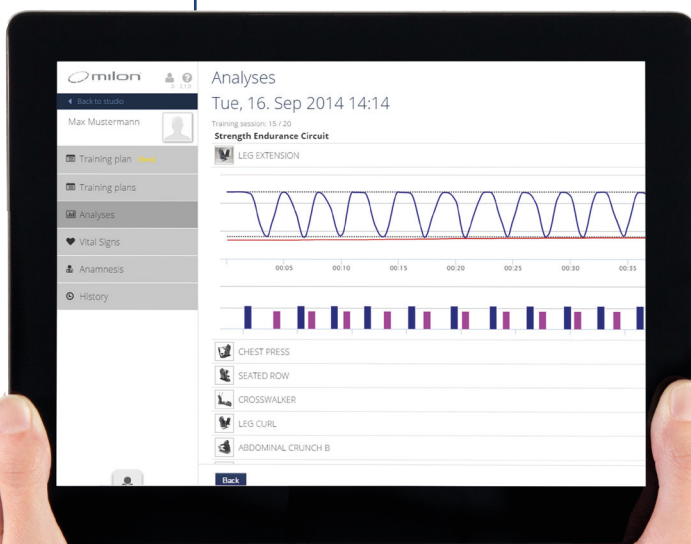
The core of the milon training principle.

Just seventeen and a half minutes – one round of the circuit – allow for a simple, safe and effective total body workout.



MILON STRENGTH CIRCUIT

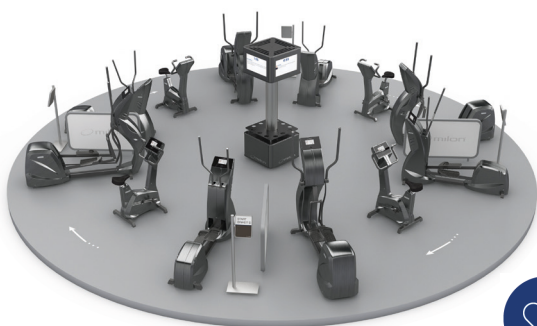
Effective muscle building is what the circuit focuses on. Unlike with strength-endurance training, the circuit achieves this task with shorter intervals and higher demands on the muscles.



MILON CARE

Steers and integrates all milon training systems into a system of systems.

Web-based, platform-independant cloud design that provides training management technology.



MILON CARDIO CIRCUIT

Endurance training within your ideal heart-rate range. The intelligent milon devices adapt to the heart rate, thus ensuring the right intensity.



MILON VIBRATION CIRCUIT

Vibration training can unleash one's full potential in a circuit. This training addresses both local muscle groups and the most important muscle of all – your heart.

BENEFITS FOR CLUB MANAGERS

- Increase in centre's general appeal
- Decrease in attrition rates
- More customers per square metre
- Increase in revenue per head
- Member management
- Systems and concepts that complement each other
- Training documentation to demonstrate member progress
- Increased customer orientation and more recommendations

BENEFITS FOR CLUB MEMBERS

- Machines with automatic adjustment
- Attractive design with large displays that are easy to understand
- Clear training structure with set equipment and fixed training period
- No waiting for occupied machines thanks to circuit approach
- Results within short period, thanks to scientific development of training periodisation
- Efficiency and variety thanks to responsive training modes
- Seamless training documentation for improved goal achievement
- Digital training evaluation via milon CARE, available for users online

SMART SYSTEMS FOR TRAINING THE

1. **Press the button** and go!
The electronic training machines from milon are 100% user friendly. As intuitive as a smartphone, only easier to operate!



2. The future of training is digital. We invented **electronic circuit training with chip cards** and have since continued to further develop it. But technology is always just the means to an end. Our focus is on achieving goals.



3. **Intelligent automation?**
Yes, please. Our point of view: People who want to train should spend their time training. They should not have to adjust seats or insert pins into weight stacks.



FUTURE – SIMPLE. SAFE. EFFECTIVE.



- ④. Everything under control. Users have **complete control of the training performance** and the machines. This is what motivation looks like today.



- ⑤. On site or **online at home** – milon CARE allows for an in-depth analysis of training performance. An incorruptible system – one that is amazingly informative. The perfect tool for the training of the future.



- ⑥. milon machines are intelligent all-rounders that master **a variety of functions**: From dynamic strength measurement and regular, eccentric training to a range of exercise speeds and innovative types of training, such as adaptive training or isokinetic exercises.



MILONIZER

CUTTING-EDGE TECHNOLOGY
FOR YOUR STUDIO

The world of milon has been enhanced with a ground-breaking innovation:

The milonizer measures the user's body in an instant. All of the milon devices in your studio will be preset to each user's anatomy in the blink of an eye. We call this the "Five-second revolution" for your milon circuit.

Ⓐ MEASUREMENT

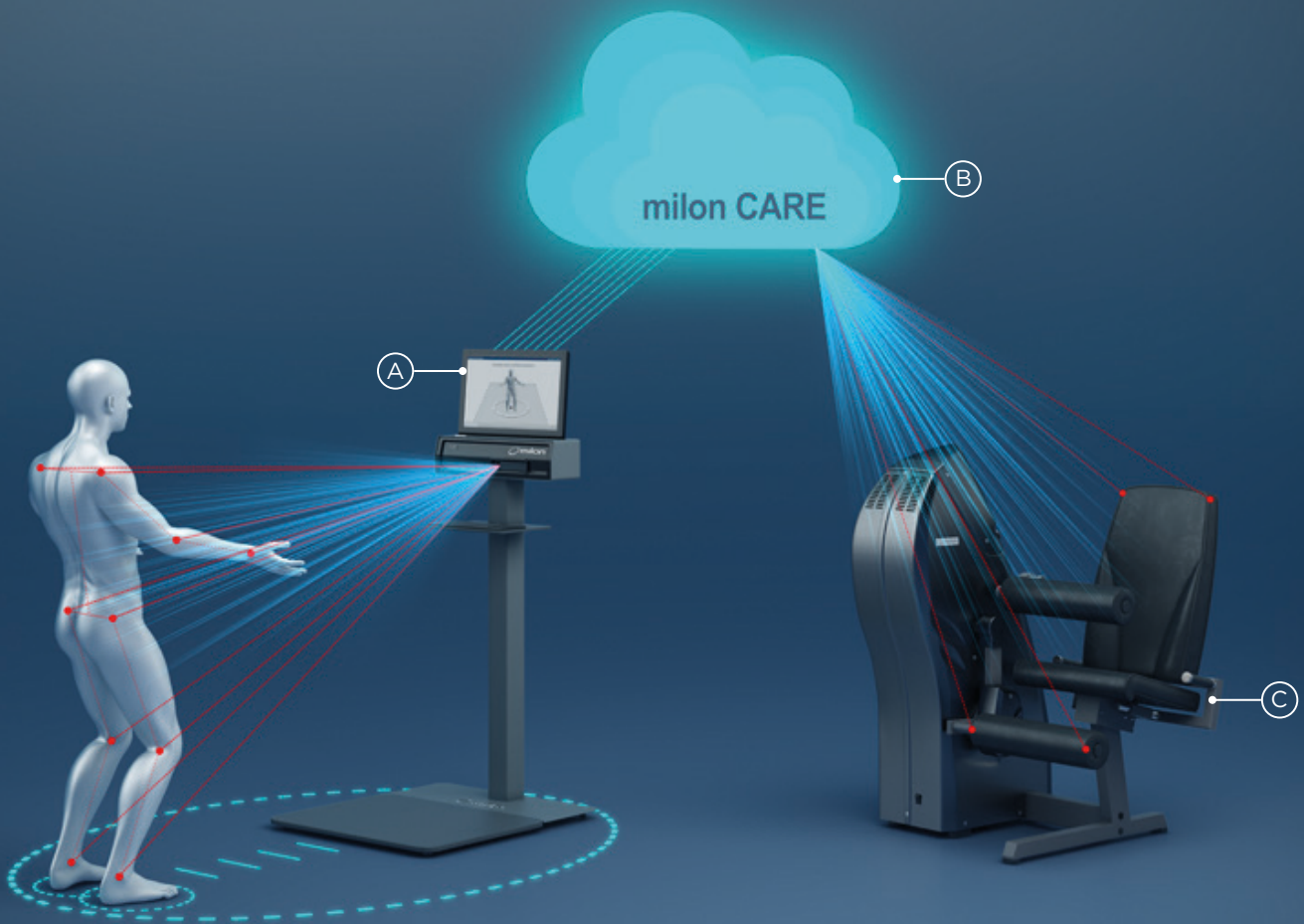
After logging into milon CARE, the user stands in front of the milonizer with their arms bent and knees slightly bent. The system uses a camera to capture the joints and then calculates the relevant body lengths.

Ⓑ DATA PROCESSING

The milonizer transfers the data to milon CARE in real time. All milon training equipment is thus automatically set to the body measurements of your clients.

Ⓒ TRAINING

When a user logs into a milon device for the first time, the machine will then be set to their individual measurements and this data will be permanently stored in milon CARE. This allows the trainer to concentrate fully on setting the right training resistance.



YOUR **BENEFITS** WITH THE MILONIZER AT A GLANCE:

- All lever and seat settings for the milon equipment are automatically set for your clients via the camera system within 5 seconds.
- Your training team thus has more time for one-to-one supervision, allowing them to focus on achieving a constant high-quality level of service ('training instead of explaining').
- The milonizer is ideal for acquiring new clients.
- Soon it will also be possible to use the milonizer on milon Basic equipment in conjunction with milon CARE.
- Become an innovative leader by investing in our new technology.

MILON CARE – THE HEARTBEAT

MILON CARE KEEPS COOL WHEN THE HEAT IS ON

This cloud-based tool keeps personal club member records and individually adapts the weights and ranges. It manages each circuit with every single machine. And milon care looks good while displaying everything you need to know.

For simple, safe and effective training management: milon care is the heartbeat!

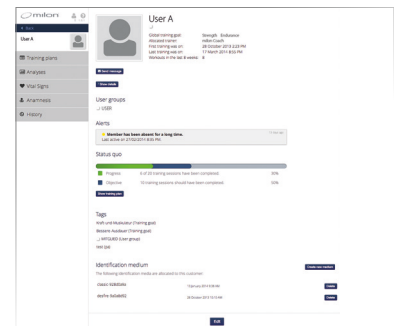
THE MILON WRISTBAND

- Contactless login into milon CARE
- Greater freedom of movement for the trainer
- Convenient configuration of local device settings



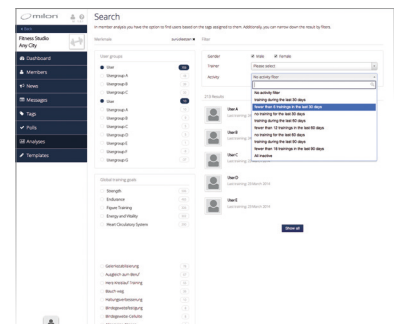
① FOR CLUB MANAGERS

- Analysis and optimisation of studio utilisation
- Measurement and improvement of the quality of support
- Member loyalty, thanks to optimal support



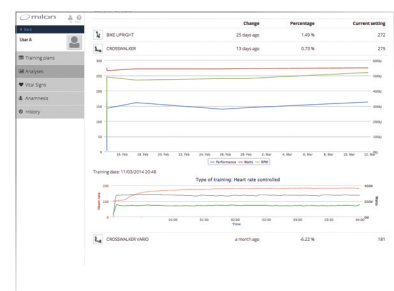
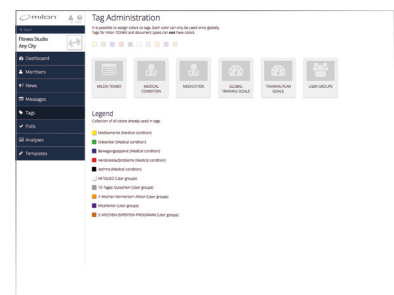
② FOR TRAINERS AND SUPERVISORS

- Training interface, for example, via touchpads
- Simple and intuitive management
- Easy access to all club member training parameters - anytime, anywhere
- Transparency of the fitness levels of all club members from just their work outs
- Tracking the progress of each club member
- Improved and targeted customer dialogue



③ FOR CLUB MEMBERS

- Planning and managing customised training plans
- Motivation via training documentation and tracking success
- Results availability from anywhere at any time
- Measurable parameters:
 - Range of motion: the precision of the movements performed during each repetition
 - Speed: pace and changes in pace during the movements
 - Pulse: heart rate frequency measurement while training (if wearing the Polar chest belt)



A WORKOUT FOR EVERYONE

The milon circuits ensure training that meets all demands: from health-oriented basic training, targeted strength training and intensive cardio training through to a field that is otherwise only reserved for high-performance sportspersons – maximum strength training.





① PERIODISATION AND NEW STIMULUS – **RESPONDING TRAINING MODES**

Our equipment does not work with weights but rather with electronic resistance, which changes during the training to achieve even more efficiency – for instance, with increased eccentric training due to increased resistance during the muscle extension phase or through our new “Responding Training Modes” (RTM). This includes:

- Adaptation of speed of movement
- Adaptive training, whereby the resistance is continually adjusted to the strength reserves of the participant during a training interval.
- Isokinetic training, whereby the speed of movement actually remains constant – ideal in a therapeutic field as you can always train to your muscular limit only here and never beyond this.

These new forms of technical training offer fantastic possibilities for providing your members with continuously renewed training stimuli, thus achieving constant improvements over previously unheard-of periods as a component of training plan periodisation.

② CONFIRMED BY SPORTS SCIENCE – **MILON INTENSITY TRAINING**

milon training is always based on the latest sports science findings. In the cardio field, we have worked with the German Sport University Cologne to develop “milon intensity training” (MIT): short intervals with high intensity that, thanks to the finely tuned regulation of milon pulse-controlled equipment, always keeps you within a healthy range.

We are also treading new paths with our training with the vibration circuit: For the first time, it combines the maximum strength effect of vibration training with the endurance effects of cardio training, thus offering an especially high and sustainable level of efficiency, which is also scientifically confirmed.

WHY YOU ARE THE **NO. 1 WITH MILON**

IN-SERVICE SUPPORT

① MILON ACADEMY

At the milon Academy, you can learn the theory behind the milon systems, from the sports science insights underlying our range of circuit designs through to the business and organisational aspects of implementing milon machines and customer communications.

② MILON CARE

During the seminar, you gain insight into the milon CARE control centre. We take you by the hand and show how easy it is to operate milon CARE. From the creation of simple member training plans and the subsequent data analysis to the custom programming that enables training periodisation.

③ MILON MARKETING SERVICES

Marketing and advertising are key building blocks on the road to success. At regular intervals, we hold special marketing workshops to introduce the milon brand and evaluate possible future marketing strategies for milon. In general, milon makes tools available to its partners to facilitate both online marketing and classic pre- and after-sales packages.

PHYSIO ACTIVE MEDICAL CENTRE

- ▶ FOR MEDICAL CENTRES
- ▶ FOR MEDICAL AND PHYSICAL THERAPY PRACTICES
- ▶ FOR OUTPATIENT AND INPATIENT REHABILITATION FACILITIES



Those who suffer back and joint pain, weight problems or cardiovascular diseases know, following physiotherapy, that physical activity must be a part of their new life in order to maintain their health.

Milon training – together with your physiotherapist – can safely, easily and effectively build the strength needed to move about in everyday life, simply and pleasantly.

More than 150 physiotherapy facilities in Germany have already successfully deployed the milon circuit system:

- Independent of the state health insurance bodies
- Unique selling point compared with competitors in the therapeutic market
- Attractive and profitable foothold in the market of the future
- Lower fluctuation than in comparable facilities
- Functioning system with active patient and customer loyalty
- Increased revenues

NEW WAYS.
NEW CONCEPTS
OF SUCCESS.
CONTACT US.

MEDICAL

► FOR CLINICS AND MEDICAL THERAPY FACILITIES



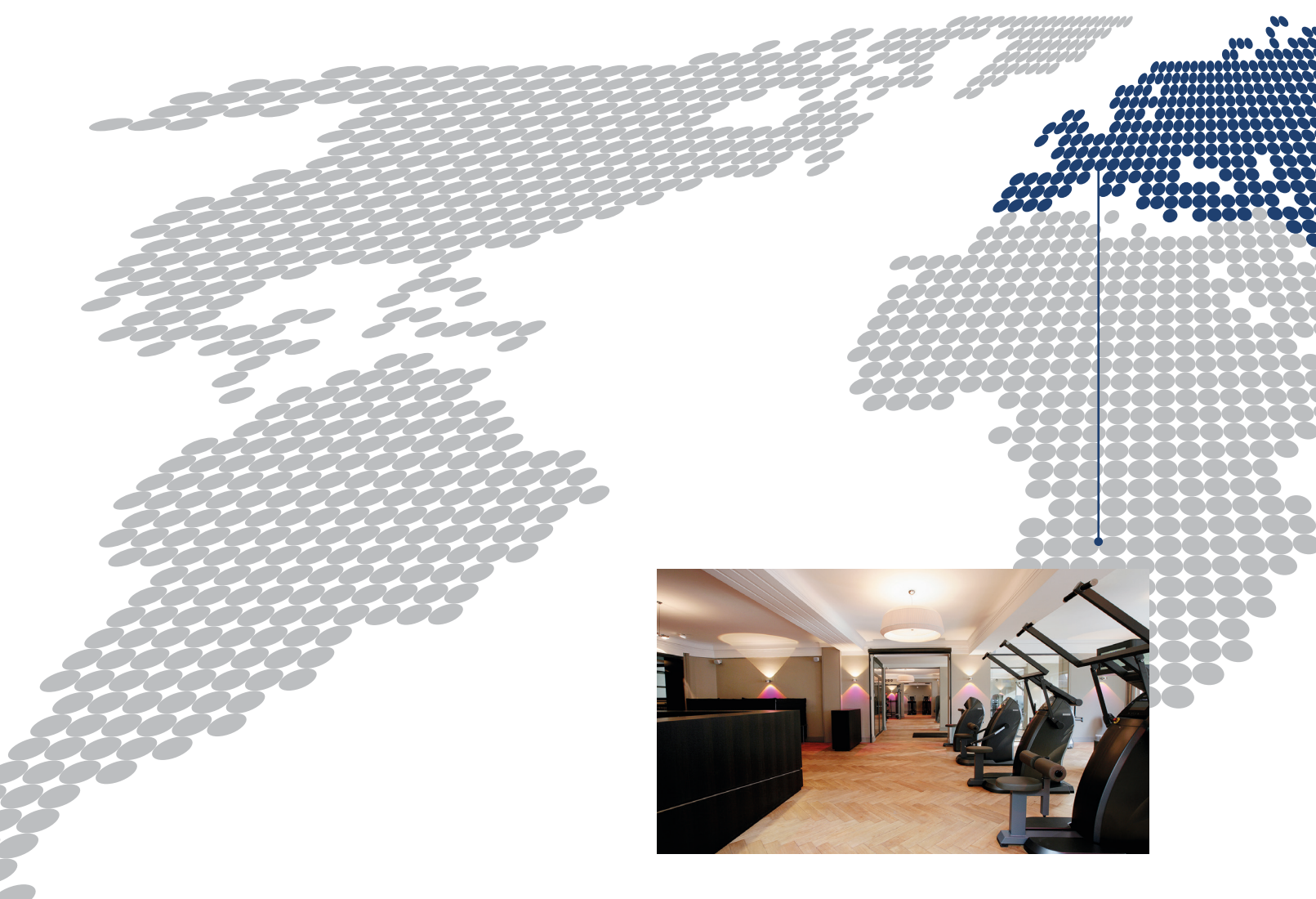
In Europe, milon is already in use in 70 clinics. They assist clinic patients in moving towards a new, healthier lifestyle and also to training successes once the stay in the clinic has ended.

- Miltronic devices are certified under the German medical product Act (MPG) and so comply with one of the highest medical standards worldwide.
- The Medical Devices Directive 93/42/EEC allows it to transfer national certifications within the EU.
- Depending on the application and therapeutic orientation, the milon system can be individually configured – no matter if it is as a classic milon circuit or with single devices in an open system.
- The milon CARE offers the opportunity to implement the appropriate interfaces to other existing software systems.
- This makes the usual milon training and instrument control possible, including the training documentation and analysis.

WITH **BEST REGARDS**

AROUND THE WORLD WITH MILON

Over 1,500 gyms and health facilities around the world already put their trust in milon. Approximately two million people in 22 countries train on milon circuits – and the number is increasing every day. Why? Because we see ourselves not as exporters of equipment but as a partner with customised solutions to meet local challenges.



WHITE RABBIT
ZURICH, SWITZERLAND 



SPA_LARNIA
POZNAŃ, POLAND 🇵🇱



MILTRONIC CLUB
MOSCOW, RUSSIA 🇷🇺




CIRCLE CLUB
MUSCAT, OMAN 🇴🇲




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