Do you know how much UV energy your lamps actually produce?

Introducing 'Absolute Power' Lamp Ratings

BUYING LOW PRESSURE LAMPS

for suntanning equipment gets more and more confusing every season. With each new sunbed comes a new lamp model, and today's salons face a bewildering selection of products and technologies.

Making things more difficult is the lack of any uniformly accepted rating system between different lamp manufacturers. It's very difficult to pick the right product, let alone verify a manufacturer's claims about what their lamp can and cannot do.

Right now many salons rely on the so-called %UVB figure, such as '2.8' or 4.2' or '8.9'. While these numbers provide a very loose framework for evaluating lamps from a single manufacturer, they make it impossible to evaluate products from different companies.

In fact, salon owners who choose lamps simply on the basis of a lamp's published %UVB figure are often disappointed after trying them, since the %UVB figure tells very little about the product's actual performance.

Now, Cosmedico has taken a first step to make choosing lamps a little easier. By publishing the actual, absolute values of the UVA, UVB, and total UV output of their entire line of low pressure lamps (for North American markets), salons can compare Cosmedico products vs. the competition and make an informed decision.

Given a choice between Lamp A and Lamp B, which is more powerful? If you picked the 3.4% lamp over the 2.7% lamp, you would have picked the wrong lamp– LAMP B HAS TWICE THE UV ENERGY OF LAMP A.

LAMP A		
UVB Spectral Flux	=	0.5 watts
UVA Spectral Flux	=	14.5 watts
TOTAL UV Spectral Flux	**=**	**15.0 watts**
%UVB = 0.5 ÷ 14.5	**=**	**3.4% UVB**

LAMP B		
UVB Spectral Flux	=	0.8 watts
UVA Spectral Flux	=	29.2 watts
TOTAL UV Spectral Flux	**=**	**30.0 watts**
%UVB = 0.8 ÷ 29.2	**=**	**2.7% UVB**

Jerry Frank, Cosmedico Light, Inc. President, explained the problem at hand: "Buying lamps is a little like buying a car. Can you imagine asking a dealer about a car's mileage, and hearing the answer, 'Well, the car's city mileage is 75% of the highway mileage'?".

Mr. Frank continued, "The percentage doesn't say anything meaningful. What you really want to know is, 'What's the car's mileage in the city and on the highway, in miles per gallon (MPG)'. No car manufacturer would ever consider presenting such performance data using a percentage, but sunlamp vendors do it all the time."

"When it comes time to pick lamps, relying on %UVB isn't enough. Knowing only the ratio of a sunlamp's UVB output to UVA output is just like knowing only the ratio of a car's city mileage to its highway mileage. Someone has to tell you exactly what the car's MPG is for you to make an informed choice."

So, Cosmedico now lists the actual UVA and UVB output (Radiant Spectral Flux) for every one of their low pressure sunlamps. Consumers can now compare these figures with the published specifications from other manufacturers, and then make the choice that's right for them. If the lamp vendor doesn't have published data for exact UVA and UVB output in absolute figures, insist on such data before making your purchase.

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Licht zum wohlfühlen

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