

2009 HOUSE INDUSTRY, BUSINESS AND LABOR

HB 1077

2009 HOUSE STANDING COMMITTEE MINUTES

Bill/Resolution No. 1077

House Industry, Business and Labor Committee

☐ Check here for Conference Committee

Hearing Date: January 14, 2009

Recorder Job Number: 7018

Committee Clerk Signature

Ellen LeTang

Chairman Keiser: Opens the 1037 relating to the operation of tanning facilities not having trained operators onsite.

Bette Grande~Representative from Fargo District 41. Represent "Anytime Fitness" and explains the changes to HB 1077.

Representative Thorpe: How many facilities in your city & how many have this security?

Grande: Two in Fargo and one in Moorhead. If I belong to "Anytime Fitness" I can take this key and go to every Anytime Fitness in the nation. My tanning is only purchased in the Fargo location. I can't take my key and tan in Bismarck.

Representative Schneider: Under the new language will I be able tan at anytime?

Grande: When you have a membership and purchase the tanning you will go through the procedure of filling out the forms. There are certain requirement of knowledge that you must sign off on and that would be your consent that you understand the closing cost for tanning and once you have signed up, you would the ability to purchase the tanning package.

Vice Chairman Kasper: What's to prevent a parent from giving the key to the son or daughter to go use the time or they take the key without the parents' permission?

Grande: It's on camera and that document.

Vice Chairman Kasper: On camera, but so what. There is no one there to verify the key to the owner.

Grande: You have to be a certain age to be in the facility anyway. There is always someone there.

Vice Chairman Kasper: I'm concerned with younger children under 18 as a problem

Grande: I guess we can regulate it to death.

Chairman Keiser: I ask you to review part A on page 1, state children under age 18 can go into the tanning facility under current law. They do need written permission.

Grande: We can't regulate everything illegal thing children do.

Representative Ruby: There are some other area like on page two, line 1, each tanning bed properly sanitized after each use. You have no way of knowing that unless someone is there watching that. Second, the time limits for people who haven't tanned yet to protect them from a severe burn. A lot of monitoring is gone. As I read this new language, the best way to implement this would be to repeal this whole section, the law.

Grande: As far as the time limits, that is computerized and you can't change the time on the key. With the wiping of the bed, the sign states prior & post, ideally, the assumption is that people are honest.

Representative Schneider: The new language isn't that restrictive at all. Would you object to in to the new requirements some kind of electronic provisions.

Grande: If you wish to work with the owners, I have no problem with that.

Dave Larson~Owner of Anytime Fitness. There are a couple of things I wanted to address.

The number there are 1100 Anytime Fitness in the countryside. In North Dakota there is one in any town with more than a population of 5000.

Representative Thorpe: How many in Fargo area and how many have that security?

Dave: There are 30 club in North Dakota and all of them have tanning facilities with the same kind of security system. Where this has been an impact, in Minnesota that doesn't require this law, I wouldn't want that liability issue. My question is "How secure is the security system"? If the beds are ever dirty, we have an immediate complaint and as a owner any complaint loses business. With current law our tanning has dropped because it is closed too early. It does have an impact.

Representative Thorpe: In this bill you don't have to have a supervisor there during the late night hours. Is that right? Do you feel comfortable with the liability?

Dave: If the security system wasn't as good as it is, I would have bought in. I feel comfortable.

Representative Amerman: Two part question. What is the cost of this security system and we talk about the computerized thing, take a cell phone, so they could be in compliance with the bill but not necessarily have all the computerized things.

Dave: I don't quite understand your question. The first the cost, the type of security cost is roughly \$40,000, so for a two bed system it would not make sense. If you add in the bill the facilities that do have computerized security, I would be in favor.

Representative Nottestad: Going back to the security camera, are they monitored 24 hours a day.

Dave: That's correct.

Representative Nottestad: So if someone came in they would be immediately challenged?

Dave: That's correct and we have at least five days of data before it would be gone.

Representative Nottestad: That's not what I mean by monitored. When I say monitored I mean that someone would that an underage person immediately.

Dave: No.

Representative Nottestad: By changing this, I would look at this as a liability. What about the insurance carriers, how would they look at this bill?

Dave: I have many clubs and my policy has not changed, including Minnesota where there is no law.

Representative Nottestad: But the difference with the new bill is, in North Dakota it is prohibited by law and makes it easier for a minor to violate it.

Dave: If that's the law, I can't guarantee that everybody is not going to use that, but I can attest to the fact that if someone uses it more once or twice, that we will find out about it.

Vice Chairman Kasper: There is no requirement under the law right now for computerized security. Is that correct?

Dave: That's my understanding.

Vice Chairman Kasper: No other facility could take advantage of this law of the security you have chosen to have?

Dave: That would be my understanding.

Chairman Keiser: If you read the new language on page three, it doesn't mention what is needed. If I read this, I would immediate remove the person.

Dave: Thank you, I understand your point very well.

Chairman Keiser: During normal operating hours, do you have people on staff?

Dave: Our normal operating hours are for a club manager is 11to 7, but we also have employees are trainers who start at 4:30 in the morning and my go until 9:00 at night.

Chairman Keiser: So that the current situation you are meeting the law. The dilemma, when you go into your night time operation, that where.

Dave: That correct.

Chairman Keiser: What about the new language in subsection two. Subpart A, you have to sit down with a person annually and wear protective eyewear.

Grande: Please feel free to help me make those corrections. Subsection two there is an issue there at all, I don't know why it was drafted.

Representative Ruby: Some would be hard to enforce, is there a way with electronics, to tan more than once?

Grande: No, there is the electronic key.

Chairman Keiser: When you don't have physical person on site, it's not hard to get tanning minutes. What if we put strict penalty, non negotiable a fine of \$1000 for any violation?

Dave: I don't think I would have a problem with that.

Kristen (didn't sign the registration sheet)~Area manager of the Bismarck/Mandan & Fargo. I speaking on behave of the national members. They join Fitness Anytime for the convenience.

Joe (can't read his signature) ~represents West Tan Fitness Inc. and supports this legislation.

Anyone in opposition of 1077?

Jeri Heiser~Owner of Tan Express. See testimony, attachment 1.

Vice Chairman Kasper: Is there a % of people who don't know how to use the tanning correctly.

Heiser: When they come in, we explain everything to them quite extensively. We monitor & educate them.

Representative Thorpe: How long is your business open?

Heiser: Open Monday thru Thursday-8 to 9, Fridays 8 to 8, Saturdays 8 to 5 and Sundays 11 to 5.

Representative Thorpe: How many complaints you have deal with the amount of time on the tanning bed because of your hours.

Heiser: Absolutely none.

Trina Ruby~Representing Smart Tan Certified. See testimony, attachment 2.

Vice Chairman Kasper: Does you facility a work out or tanning only?

Trina: Tanning only.

Vice Chairman Kasper: How many tanning beds?

Trina: We have a total of 22 different kinds of beds.

Vice Chairman Kasper: What's dawning on me is we have two different facilities here.

Ken Bollinger~North Dakota Department of Health. I neutral stance. I just want to give you some information for you. There are 251 licensed facilities in North Dakota for the legislature passed last time. I don't have numbers for computerized systems facilities. There are 27 to 29 states with indoor tanning laws, but I was told that 15 to 20.

Representative Ruby: How do you explain that Minot has never been inspected.

Ken: That's 1st District Health Unit. Explains delay because of fiscal note compliance.

Chairman Keiser: Closes the hearing on HB 1077.

2009 HOUSE STANDING COMMITTEE MINUTES

Bill/Resolution No. 1077

House Industry, Business and Labor Committee

☐ Check here for Conference Committee

Hearing Date: January 14, 2009

Recorder Job Number: 7020

Committee Clerk Signature

Ellen H. Tang

Chairman Keiser: Opened the work session on HB 1077 relating to the operation of tanning facilities not having trained operators onsite. We are not going to take action today.

Representative Schneider: If we added some provision in the new language about adding some type facility that meets all the standards, would that accomplish what the sponsors want?

Chairman Keiser: How do we define that?

Representative Schneider: I was looking at the new language in subsection three, after A a new B, a facility must be equipped with electronic monitoring.

Chairman Keiser: We need to look at it. I'm going to look at Representative Ruby and Representative Thorpe to get together and formulate some language. We have two separate businesses here and it impacts both of them.

Closes the work session on HB 1077.

2009 HOUSE STANDING COMMITTEE MINUTES

Bill/Resolution No. 1077

House Industry, Business and Labor Committee

☐ Check here for Conference Committee

Hearing Date: January 27, 2009

Recorder Job Number: 7876

Committee Clerk Signature

Ellen Letang

Chairman Keiser: Opened the committee working session on HB 1077.

Chairman Keiser: Representative Ruby has a conceptual amendment. Security cameras are installed sufficiently to monitor customer's accessing the facility. Customer using the tanning device is at least 18 years of age. At least annually, the trained operator provides the customer with the information and training required in subsection one. The facility must have adequate equipment to limit abuse and overuse of tanning devices and all safety requirements under subsection two are also met. During afterhours use, a trained operator is accessible to contact telephonically and the facility adequate requirements of sanitary.

Vice Chairman Kasper: My wife said that the abuse is the rule of 20 minutes. I going to vote no.

Chairman Keiser: Compares tanning with the drinking law. These kids figure a system. They will do it.

Representative Schneider: I spoke with Representative Grande and she was satisfied that is what she was trying to do. I didn't see the abuse.

Representative Ruby: I think there is room for abuse of this and at this time it's too risky to go back on what we have done right now.

Representative Ruby: Move Do Not Pass.

Vice Chairman Kasper: Second.

Representative Schneider: When we passed the tanning bill last session, it was one of the more restrict regulation in the country. It modeled Wisconsin and some states have no regulations. In some ways it was too regulatory and Any Time Fitness brought in a reasonably accommodation that does apply to certain businesses that have strict regulations. I will oppose this bill.

Voting roll call was taken on HB 1077 for a Do Not Pass with 9 yea's, 2 nay's, 2 absent and Representative Thorpe is the carrier.

Date: Jan 27 ~~2008~~ - 2009
Roll Call Vote # 1

2009 HOUSE STANDING COMMITTEE ROLL CALL VOTES

BILL/RESOLUTION NO. 1077

House House, Business & Labor Committee

☐ Check here for Conference Committee

Legislative Council Amendment Number _____

Action Taken ☐ Do Pass ☒ Do Not Pass ☐ As Amended

Motion Made By Ruby Seconded By Kasper

Representatives	Yes	No	Representatives	Yes	No
Chairman Keiser	✓		Representative Amerman	✓	
Vice Chairman Kasper	✓		Representative Boe		
Representative Clark	✓		Representative Gruchalla	✓	
Representative N Johnson		✓	Representative Schneider		✓
Representative Nottestad	✓		Representative Thorpe	✓	
Representative Ruby	✓				
Representative Sukut	✓				
Representative Vigesaa					

Total (Yes) 9 No 2

Absent 2

Floor Assignment Thorpe

If the vote is on an amendment, briefly indicate intent:

REPORT OF STANDING COMMITTEE (410)
January 27, 2009 3:03 p.m.

Module No: HR-16-1047
Carrier: Thorpe
Insert LC: . Title: .

REPORT OF STANDING COMMITTEE

HB 1077: Industry, Business and Labor Committee (Rep. Keiser, Chairman)
recommends **DO NOT PASS** (9 YEAS, 2 NAYS, 2 ABSENT AND NOT VOTING).
HB 1077 was placed on the Eleventh order on the calendar.

2009 TESTIMONY

HB 1077

Jeri Heiser Tan Express, Owner

Attachment 1

I strongly **DISAGREE** with the changes proposed to House Bill 1077 and most importantly **AGREE** to keep the bill as is... to have a trained operator on site at all tanning facilities during hours of operation.

For additional tanning information check out the website: www.theita.com (The Indoor Tanning Association)

Click: Search and check out the Quick Links:

uv advantage
sunlight robbery
SUNARC
Osteoporosis Education Project
Vitamin D Council

Voice of Concerns

I'm Jeri Heiser....I own Tan Express here in Bismarck and I've been in the tanning business since 1991.

I'm here today to let you know that I strongly **DISAGREE** with the changes proposed to House Bill 1077 and most importantly **AGREE** to keep the bill as is... to have a trained operator on site at all tanning facilities during hours of operation.

I e-mailed John Overstreet of the Indoor Tanning Association and found that 29 states have become FDA regulated. In my handout will find websites and brochures containing important indoor tanning information that should be taken seriously.

I'm going to mention just a few of my concerns I have if a trained operator is not on site...

1. How will the tanning facility be 100% sure tanning time won't be shared with others?
2. Will FDA approved eyewear be provided...if so...how and who will properly sanitize the eyewear to prevent eye infections?

If eyewear is not provided...how will the facility know the tanner has FDA approved eyewear before tanning?
3. Who will be there to educate a tanner to not tan after they've been at Happy Hour? (Alcohol and heat do not mix!)

4. Some tanning room walls go all the way to the ceiling without any venting...just a floor fan...there's no place for the heat to go caused by operation of the tanning bed...what if the tanning room reaches 100 degrees?

5. Just by living in ND...if you work or play sports outside there is a pretty good chance your face will get wind burned...who will be there to educate that tanner not to tan their face because a wind burn should be treated like a sun burn and not be exposed to UV light?

6. Who will educate the gal who just had her eyebrows waxed that she should wait 12-24 hours before tanning that sensitive area to prevent burning?

7. Who will be there to decrease tanning time 1-3 minutes after new bulbs have been put in the bed?

8. With today's busy life style...most tanners have a hard time remembering how many minutes and what day they last tanned....will they have excess to look that information up?

9. Who will be there to stop the 10 minute tanners from going 20 minutes the night before they leave for vacation?

10. Two friends come in to tan...one tans easily and the other is fair skinned...they discuss their tanning time and decide that it's OK for the fair skinned tanner to tan the same amount of time as the friend who tans easily...someone told them that you need to burn first before you tan....shouldn't a trained operator be there to educate the myths on indoor tanning and educate the facts?

I've just mentioned a few questions and concerns of everyday events that have taken place daily over the past 18 years that I've been the owner of a tanning facility**The answer is:** to only allow tanning during the hours of a trained operator on site!

Thank you....Any questions?

Attachment 2

Currently we are licensed in the State of ND, but since the bill passed we have not received any type of inspection. We are currently following the legislation as it was passed back in 2007 and are all Smart Tan Certified.

Our Concerns

1. How do we ensure that customers are being properly educated on the benefits of tanning as well as the proper way to tan - this includes a skin type analysis to help determine how long a customer should be exposed as well as to enforce our no burn policy. We want to make sure tanning is done in a professional and safe manner.
2. How can we ensure no one under the age of 18 is tanning without parental consent - this being a parent on site or a notarized copy of a permission form. We have staff on site all hours we are open - how can a coin operated tanning facility or a 24 hour fitness facility prevent underage tanners from tanning if no one is on site?
3. Under the current law - a trained operator must be on site during tanning hours and must control the tanning timers. If these amendments are passed how can this be accomplished?
4. Under the current law - each tanning bed must be properly sanitized after each use - if there is no one on site - how can this happen unless the customer does this themselves?
5. Under the current law - properly sanitized and securely fitting food and drug administration-approved protective eyewear is made available to the customers - if there is no one on site - again, how can this be enforced.
6. How can the salon guarantee that a customer does not tan more than once in a day if there is no operator on site to turn the bed on for the customer.
7. It was our understanding that the controls had to be behind a desk or where a customer could not set their own tanning time. This cannot be accomplished if there is no tanning consultant on site.

We believe the law should be left as it is - if not then it does not put all businesses on an equal footing. Since we have trained employees on site at all times, there are not and will not be anyone tanning under the age of 18 without parental consent. We believe all salons should be required to be certified and prove they have insurance. If the legislation is not going to be enforced it should be repealed.

Eye Protection Tips

◆ Eyewear should not be damaged in any way that permits ultraviolet light to penetrate to the eye. For the same reason, eyewear always should be worn snugly on the face. If you can see bright light leaking through the corners of your eyewear, either use new eye protection or adjust the head strap so that the eyewear fits more tightly around your head.

◆ Shared eyewear always should be cleaned by your tanning facility with a proper disinfectant. If you use eyewear provided by your tanning facility and see mascara stains or dirt on it, inform your tanning technician immediately and ask for a different pair. To avoid these concerns, many tanners choose to purchase and use their own eye protection.

◆ Never remove your protective eyewear during a tanning session to tan your eyelids. The white rings around the eyes (sometimes called "raccoon eyes") that are sometimes caused by using eyewear can be corrected easily. Carefully use makeup and self-tanning lotions to help blend the skin tones from your facial tan to your eyes.

◆ You may want to remove contact lenses before tanning indoors. Although eyewear will protect your eyes and lenses from UV damage, the heat emitted from the tanning equipment may dry out the lenses and irritate your eyes.

TAN EXPRESS
The Ultimate Tanning Experience

101 E Front Ave - Bismarck, ND 58504

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www.smarttan.com

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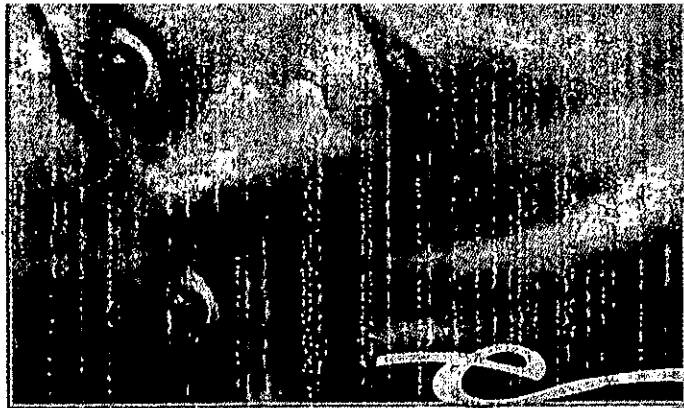
A

Smart

Guide to

Indoor Eye

Protection



All Smart Tanners Wear Eye Protection

Federal law requires this facility to supply you with proper eye protection. It is your responsibility to wear it.

◆ You must wear special eyewear that meets federal guidelines for use in this facility. Sunglasses are not adequate protection in a tanning unit.

◆ Indoor tanning eyewear stops 99 percent of UVA light and 99.9 percent of UVB light, allowing only visible light through so you can see while you tan.

◆ Closing your eyelids is not adequate protection without proper eyewear. Your eyelids are too thin to stop ultraviolet light from penetrating to your cornea, lens, and retina.

◆ Almost all indoor tanning-related injuries are to the eyes and would have been avoided if the tanner had worn proper protective eyewear.

Your skin can tan.

Your eyes cannot.

Wear your eye protection when

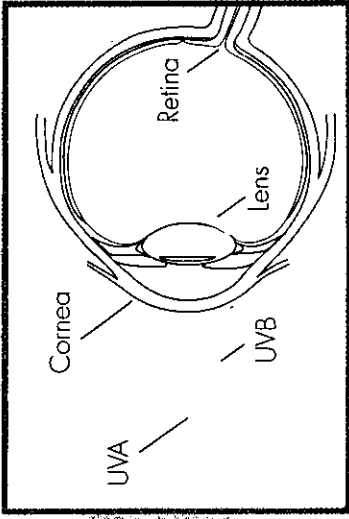
you tan.

Federal Protective Eyewear Guidelines

Eyewear must meet federal government standards to be used in an indoor tanning facility. Special eyewear that meets government standards will be labeled "21CFR" somewhere on its packaging. This means that the eyewear will:

- ◆ Block 99 percent of UVA light emitted by the tanning unit.
- ◆ Block 99.9 percent of UVB light emitted by the tanning unit.
- ◆ Allow visible light to pass through the lens so the tanner can see.

Sunglasses, towels or cotton balls are not adequate protection. They do not block invisible ultraviolet rays adequately to protect your eyes from damage.



It's Not an Option in Professional Salons

Your skin can tan — your eyes cannot. That's why it's absolutely necessary for you to wear the special eye protection provided to you in a professional indoor tanning facility.

You risk serious injury to your eyes if you fail to wear your protective eyewear. You can eliminate that risk by simply using the eyewear supplied to you by this facility or by purchasing your own special pair that meets federal standards for indoor tanning usage.

Left unprotected, ultraviolet light penetrates deep into your eyes when you tan. Specifically, the short waves of UVB penetrate the cornea, possibly causing painful corneal eye burns. But UVA and some of the UVB spectrum can penetrate the lens or retina, causing retinal burns or even cataracts and other long-term internal eye damage. Night blindness and color blindness are attributed to long-term ultraviolet exposure to your eyes.

Because some of these conditions take years to develop, you might not realize you are damaging your eyes when you fail to wear eyewear. Merely closing your eyelids while you tan is not enough! Your thin eyelids do not stop the invisible rays of ultraviolet light from penetrating through to your eyes.

Moderation is the Key

This professional tanning salon is committed to helping you make sense of all of the information circulating about ultraviolet light exposure. We want to teach you the tanning process and how to enjoy moderate tanning based on your skin type as a life-long activity.

Unfortunately, most anti-tanning information today is political and not scientific. Most of it takes the good idea of sunburn prevention and twists it into an all-out "sun abstinence" message. For example, the most aggressive anti-tanning lobbyists in America today recommend year-round, daily use of sunscreen in any climate. Sunscreen is a good product with an intelligent usage, but such over-use is not warranted by any scientific data.

What's a consumer to do with all of this misinformation floating around? Practice intelligent moderation and be critical of information pointing to either extreme. That's a philosophy you can live with.

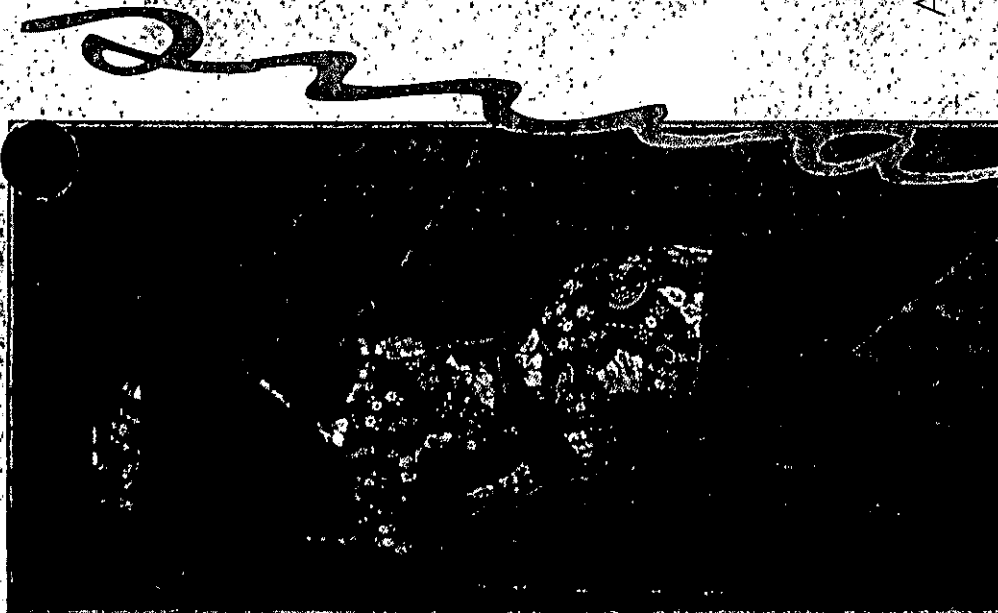
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Smart Tan
Approach
to Life in
the Sun



Smart Tanning: Respecting the Whole Story

"Smart Tanning" means respecting both the risks and the benefits involved with sun exposure and making intelligent decisions based on that information. This professional indoor tanning facility wants to help you understand that balance.

Avoid the Extremes

There is an incredible amount of misinformation circulating about ultraviolet light exposure today. Some anti-tanning lobbyists suggest that any sun exposure is bad for you, while some pro-tanning advocates say that indoor tanning is completely safe. Both of these statements are false and misleading. They won't help you make an intelligent decision about your sun exposure habits.

Find the Middle Ground

This professional indoor tanning facility believes that moderate tanning – for those who can develop a tan – is the smartest way to maximize the potential benefits of sun exposure while minimizing the risks associated with too much sunlight. If you cannot tan, we want to teach you smart sunburn prevention.

The 'Golden Rule' of Smart Tanning

Appropriate levels of sunlight are different for every different person, but the Golden Rule of Smart Tanning is the same for everyone: Don't ever sunburn.

By law, American indoor tanning facilities cannot say that indoor tanning is safe or healthier. That's because there are risks involved with overexposure to sunlight. But, as an intelligent consumer, you deserve to get a balanced picture of what scientific research is saying about ultraviolet light in general.

* There is no doubt that overexposure to ultraviolet light carries risks. Generally, the lighter your untanned skin is, the greater those risks may be.

* Skin cancer rates generally are higher in sunny parts of the world, but other types of cancer are less frequent as one gets closer to the equator. One theory is that increased exposure to sunlight reduces the risk for many kinds of cancer.

* Melanoma skin cancer's link to sunlight is unclear. Melanoma is most common in people who do not receive regular sun exposure and most frequently develops on parts of the body that are not regularly exposed to sunlight. Heredity appears to be the biggest risk factor.

* Researchers are continuing to explore the theory that some types of cancer – including breast, colon, prostate and ovarian cancers – may be inhibited by regular sun exposure. This link is unclear and needs further study.

* Sunlight is the body's only natural source of vitamin D, this vitamin – critical for proper bone development – is rare in our diet. How much sun you need to produce adequate vitamin D is unclear, but depends on your location, the season, your skin type and your age. In very sunny climates, daily incidental exposure may be all you need.

* No research has yet proven that any of the positive effects of sunshine are realized in indoor tanning equipment, and American tanning facilities are prohibited from making therapeutic claims about tanning beds.



Why Redder Isn't Better

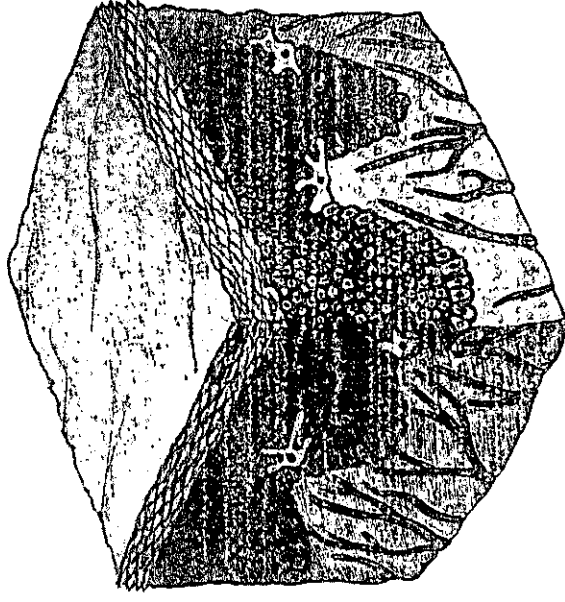
Many people grow up thinking that if they don't experience a slight red or pinkish tinge after they tan that they didn't "get anything." The truth is that the red or pinkish tinge you see is actually sunburn (or erythema)—your skin's worst enemy. The fact is that the sunburns we experience due to lack of information when we are growing up are the very things that lead to skin damage later in life.

Smart tanners know that the key to avoiding sunburn is moderation in terms of UV exposure. The best way to ensure a "smart tan" is to take advantage of the years of research that have gone into tanning equipment to provide you with a controlled, predictable dosage of UV light. Also, use lotions to moisturize your skin before tanning and, if you do tan outdoors, remember that the sun emits whatever types of UV rays it wants. Several other environmental factors come into play with outdoor UV light, making exposure unpredictable.

Don't rely on the color of your skin to tell you when to get out of the sun. Overexposure isn't evident sometimes until hours after the sun's gone down. It's better to use a sunscreen and to wear protective clothing than to risk overexposure which can lead to skin damage.

UNDERSTANDING HOW YOUR SKIN TANS

A complete, easy-to-understand
description of the tanning process



**TAN
EXPRESS**
The Ultimate Tanning Experience

01 E Front Ave - Bismarek, ND 58504

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How Your Skin Tans

As a tanner, you've probably always been curious about exactly how your skin tans. The process is really quite simple, and works the same whether you tan indoors or outdoors.

- **Ultraviolet light is the catalyst, and a pigment in your skin called melanin does the rest.**

Here's a layman's description of the entire process: Tanning takes place in the skin's outermost layer, the epidermis. About five percent of the cells in your epidermis are special cells called melanocytes. When exposed to ultraviolet B light (short wave ultraviolet), melanocytes produce melanin—the pigment which is ultimately responsible for your tan. The pinkish melanin travels up through the epidermis and is absorbed by other skin cells. When exposed to ultraviolet A light (longer wave), the melanin oxidizes or darkens. This darkening is your skin's way of protecting itself against too much UV light.

Everyone has the same number of melanocytes in their body—about five million. But your heredity dictates how much melanin your body's melanocytes naturally will produce. For example, the skin of African-Americans contains enough melanin to create a black or brown skin color, while the skin of Caucasians has less melanin and is pale.

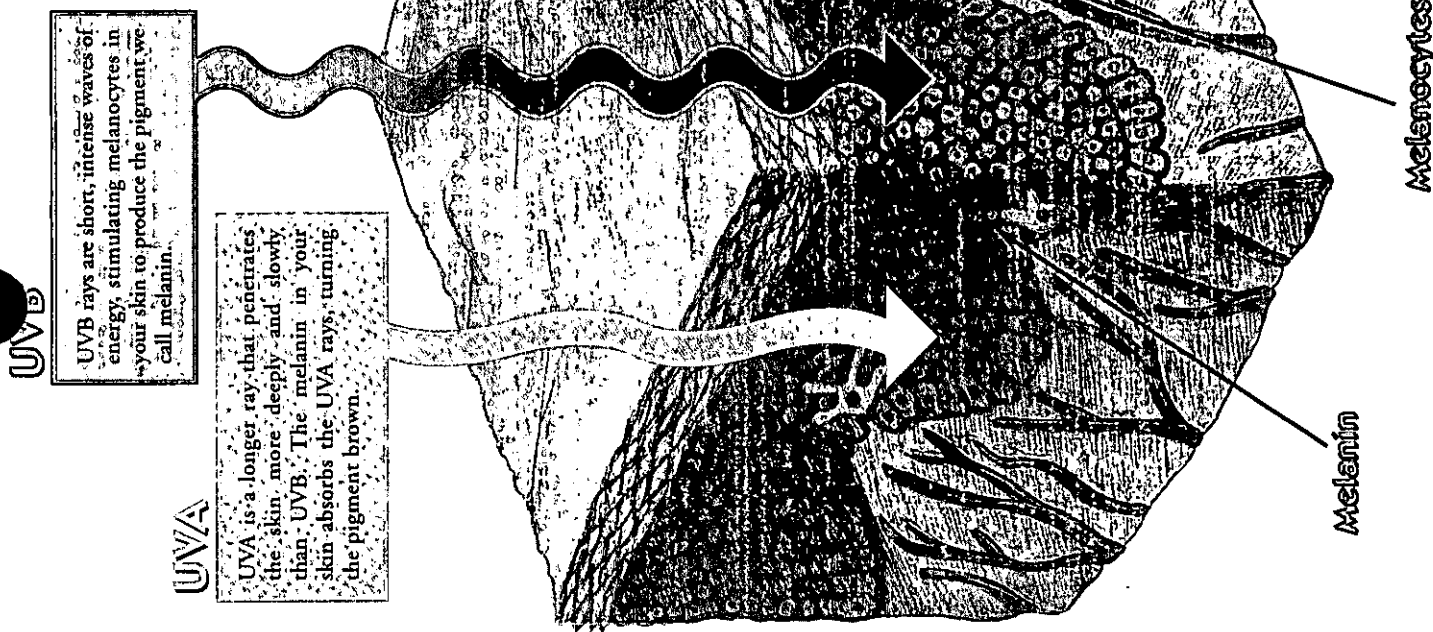
In order to most effectively avoid overexposure, a tan should be acquired gradually, according to the guidelines prescribed by your salon professional. A sunburn, or erythema, occurs when too much ultraviolet light reaches the skin and disrupts the tiny blood vessels near the skin's surface.

Why does a tan fade? Cells in the epidermis' germinative layer (also called the living epidermis) are constantly reproducing and pushing older cells upward toward the horny layer (dead epidermis), where they are sloughed off in about one month. As your skin replaces its cells, the cells laden with melanin are removed. So the tanning process must continue with the new cells.

Understanding Ultraviolet Light

Ultraviolet light, whether produced by the sun or an indoor tanning unit, consists of two main components, UVA and UVB, both of which contribute differently to your tan. Indoor tanning equipment utilizes a carefully formulated and controlled mixture of the two light waves, designed to tan you with a minimized risk of sunburn. Tanning outdoors does not give you this control, because the sun emits the entire spectrum of ultraviolet light, including the most intense rays that burn you more quickly.

That's why we call indoor tanning "Smart Tanning."



The Epidermis

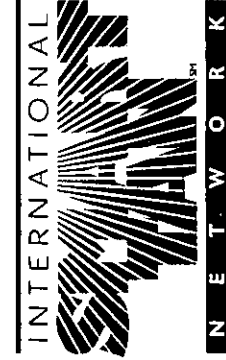
Your skin's epidermis consists of two layers: the germinative layer (sometimes called the "living" epidermis) and the horny layer (the "dead" epidermis). When exposed to ultraviolet light, melanocytes in the germinative layer produce melanin which is absorbed by the surrounding cells. This creates a protective barrier from ultraviolet light reaching deeper, more sensitive layers of the skin. This whole tanning process is the body's own natural defense against sunburn and skin damage.

Phenylbutazone
Phenytoin (Dilantin)
Piroxicam
Pitch
Polythiazide
Porphyritins
Prinzide
Procaine
Procarbazine
Prochlorperazine
Proprietyline (Vivacril)
Promazine Hydrochloride (Sparine)
Promethazine
Promethazine Hydrochloride
[Phenergan]
Proripylone
Psoralen (Ox, Tri, Meth, Ultra, etc.)
Pseudoefedrine
Pyrazinamide Hydrochloride
[Pyralazote]
Pyrazinamide
Pyridine
Quinethazone (Hydramox)
Quinidine
Quinidine Gluconate
Quinidine Sulfate
Quinidine Polygalacturonate
Quinine
Ranipril
Retin-A
Rose bengal
Rue
Ru-Tuss II
Salicylanilides
Salicylates
Salutensin/Salutensin-Demi
Selegiline
Ser-Ap-Es
Serpasil-Esdris
Silver Salls
Sparsule
Spartine
Stibamide Iethionate
Sulfacetamide
Sulfacyline
Sulfadiazine
Sulfadimethoxine
Sulfaguanidine
Sulfamerazine
Sulfamethiazine
Sulfamethoxazole
Sulfanilamide
Sulfapyridine
Sulfasalazine
Sulphathiazole
Sulfinpyrazone
Sulisomidine (Elkosin)
Sulfisoxazole
Sulfonamide(s)
Sulfone
Sulfonylureas (antidiabetics)
Sulindac

Tenaril
Tenoretic
Terfenadine
Tetramycin
Tetrachlorosalicylanilide (TCSA)
Tetracyclines
Therachistin
Thiazides (Ditril, Hydrodiuril, etc.)
Thiophene
Thiopropazate Dihydrochloride
[Dartal]
Thioridazine
Thiosulfli-A
Thiothixene
Thorazine
Timolide
Tolazamide
Tolazamide and Tolbutamide
Tolbutamide
Tolbutamide (Orinase)
Toluene
Toluidine blue
Trandate HCT
Tranylcypromine
Tretinoin
Triaminic TR
Triamterene
Tribromosalicylanilide (TBS)
Trichloromethiazide (Meathydin)
Tridione
Triethylene Melamine (TEM)
Trifluoperazine
Trifluoperazine and Trifluopromazine
Trifluopromazine Hydrochloride
[Vesperin]
Trilafon
Trimeprazine
Trimeprazine Tartrate (Temoril)
Trimethadione (Tridione)
Trimethoprim
Trimethopysoralen
Tripryrazine Sulfamethoxazole
Trimprimine
Trimalin Repetabs
Triplenamine
Triprolidine
Triprolidine and Chlorphenitamine
Tropicamide
Tryptofavin
Trypan blue
Ultraoxpsoralen
Vaserelic
Vesprin
Water Ash
Wood tars and Petroleum
products
Vidarabine
Vinblastine
Xylene
Yarrow
Zestoretic
Zidovudine



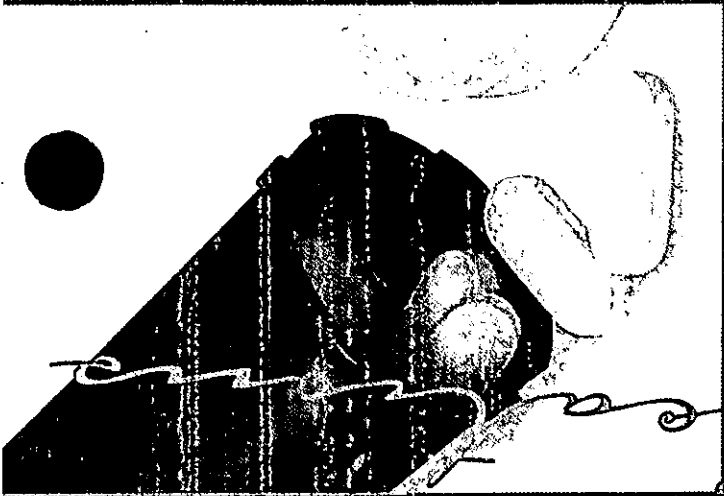
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Photosensitizing Medications and Foods



Certain drugs and foods do not mix well with ultraviolet light. This mixture contains a PARTIAL list of substances which could sensitize your skin to ultraviolet light.

ANYONE TAKING ANY TYPE OF MEDICATION IS STRONGLY ENCOURAGED TO CONSULT WITH HIS OR HER PHYSICIAN PRIOR TO TANNING.

Miscellaneous Classification of Photosensitizing Agents

Antihistamines	Oral Contraceptives and Estrogen
Anticonvulsants	Major Tranquilizers
Antifungals	Oral Diabetes Medications that are Sulphur-Based
Antiinflammatory Drugs (Ibuprofen, Ketoprofen, Naproxen, etc.)	Diuretics (Fluid Pills)
Antiseptics	Some Antimalarials-Fansidar
Antibiotics	(a Sulfa Drug)
Anticholesterol Medications	Chloroquine
Antidepressants	Some Deodorants, Perfumes, Colognes, Cosmetics, Etc.
Antipsychotic Medications	Some Herbal Products
Artificial Sweeteners	St. John's Wort Families
Blood Pressure Medications	Some Sunscreens
Coal Tar Products	Tattoos
("Tegrin", "Denorex", etc.)	

Photosensitizing Foods

Carrots	Grass (wheat, barley, etc.)
Celery	Lady's Thumb (tea)
Citrus Fruits	Lime oil
Clover	Mustards
Coumarin	Onions
Dill	Parsley
Eggs	Parsnips (vegetables)
Figs	Saint John's Wort
Garlic	Smartweed (tea)
Ginko Biloba	Vanilla Oils

Photosensitizing Agents

Acetazolamide	Aldactazide
Acetophenazine	Aldoclor
Acetohexamide (Dymelor)	Aldoril
Acetohexamine	Aminoacridine
Acridine preparations (slight)	Aminobenzoic Acid
Acified	Amiodarone
Agave Lechuguilla (amarillis)	Amitriptyline (Elavil, etc.)
Agrimony	Amoxapine

Anesthetics (Procaine group)	Cold Salts	Fluorouracil	Mes
Angelica	Combipres	5-Fluorouracil (5-Fu)	Meth
Anthracycline	Comazine	Fluoxetine	Methazolamide
Antraquinone	Contraceptives, oral	Fluphenazine	Methdilazine
Anitidepressants	Corzide	Flurbiprofen	Methotrexate
Antihistamines	Chromolyn	Flutamide	Methoxsalen (Melaxine, Oxoralen)
Antimalarials	Cyclamates	Fasnapril	5-Methoxypsoralen
Apresazide	Cyclobenzaprine	Furazolidone	8-Methoxypsoralen
Apresoline-Esclidix	Cyclopentolate	Furocumarins	Methsuximide
Arsenicals	Cyproheptadine	Furosemide	Methyldothiazide
Asenizole	Dacarbazine	Gentamicin	Methylene blue
Auranofin	Danazol	Glipizide	Methylene orange
Aureomycin	Daralol	Glyburide	Methylene red
Azastadine	Decormine	Glyceril P. Aminobenzoate (sunscren)	Methylene violet
Azo Ganantal	Demeclocycline (Declomycin, Demethyl-chlorotetracycline)	Gold Salts (Compounds)	Melazone
Azo Ganstin	Demi-Regatran	Gold Sodium Thiomalate	Minizide
Bactrim	Desipramine (Norpramin, Pertofrane)	Griseofulvin (Fulvicin)	Minocycline
Barbiturates	Deschlorpheniramine	Griseofulvin Ultramicrosized	Minocycline and Oil of Bergamot, Lime, Cedar, Lavendar, Citron, and Sandalwood
Bavachi (Corylifolia)	Diabinese	Halogenerated carbonilides	Minoxidil
Belladonna & Opium	Dibenzopyron derivatives	Halogenerated phenols	Moduretic
Rectal Suppositories	Diclofenac	Halogenerated salicylanilides	Monochlorophenamide
Bendroflumethiazide	Dicyanin-A	Hematoxylin	Monoglycerol paraaminobenzoate
Benzedryl	Diethylstilbestrol	Hexachlorophen (rare)	Murmonab-CD3
Benzene	Diflunisal	Hydrochlorothiazide (Esidri, HydroDiuril)	Must Ambrette
Benzopyrine	Digaloyl Trioleate (sunscren)	Hydroflumethiazide	Nablon
Benzthiazide	Digitoxin	Hydptres	Nadison
Betaxolol	Dilantin	Hydroxychloroquine	Nalidixic Acid (NegGram)
Bithional (Actamer, Laroichidol)	Diltiazem	Hydroxypropyl Cellulose	Naphthalene
Blankophores (sulpha derivatives)	Diphenhydramine	Hyosciamine	Naproxen
Boutinum Toxin Type A	Diphenylpraline	Ibuprofen	Neuroleptics
Bromchlorosalicylanilid	Diures	Idoxuridine	Neutral red
Bromodiphenhydramine	Diuretics	Idoxuridine	Nifedipine
Bulosamide (Jadit)	Diuril	Imipramine	Norepinephrine Bitartrate
Bupirone	Diutensin-R	Imipramine HCL (Tofranil)	Norethynadrel and diethylstilbestrol
Butyl Chlorosalicylanilide	Doxazosin	Indapamide	Norfloracin
Cadmium sulfide	Doxepin	Indermide	Normazide
Calcifedol	Doxycycline	Indomethacin	Nortriptyline (Aventyl)
Calcitriol	Doxycycline Hydrate	Interferon Alfa-2B	Nortriptyline and Protriptyline
Calcium Cycamate	Dyazide	Isohexal	Oflaxacin
Capozide	Endapril	Isocarbaxazid	Olsalazine
Captopril	Encainide	Isohipencyl (Theruhistin)	Orange Red
Carbamazepine (Tegretol)	Enduranyl	Isohipendyl (Theruhistin)	Oretic
Carbamazepine and Trimethadione	Eosin	Isoretinoin	Orinase (Orabetic)
Carbinoxamine d-form (Twiston R-A)	Erythracine	Ketoprofen	Ornade
Carbutamide (Nadisan)	Erythrasin	Labelalol	Oxytetracycline (Tetramycin)
Chloroquine	Esimil	Lanitin	Pacalol
Chlorazepoxide	Estazolam	Levamisole	Para-dimethylamino Azobenzene
Chlorophyll	Estrone	Limbitrol	Paramehthadione
Chlorothiazide (Diuril)	Ethionamide	Lopressor HCT	Paraphenylenediamine
Chlorpheniramine	Ethosuximide	Loxapine	Pediazole
Chlorpromazine	Ethanolol	Maproline	Penicillin derivatives (Criseofulvin)
Chlorpropamide (Diabinese)	Eitretinate	Maxzide	Pergalide Mesylate
Chlorprothixene	Fansidar	Meclothiazide (Enduron)	Perflaline
Chlortracetyline (Aureomycin)	Fenichlor	Mapazine (Pacalol)	Perphenazine
Chlorthalidone	Flecainide Acetate	Mepergan	Phenanthrene Phenazine dyes
Ciprobexacin	Floruridine	9-Mercaptopurine	Phenazine
Clemastine	Flucytosine	Mesoridazine (Butazolidin)	Phenolic compounds
Clofazime			Phenothiazines (dyes)
Clofazimine			Phenoxazines
Clomiphene			
Chlormipramine			
Coal Tar			
Coal Tar derivatives			

Red●od Risk of Sunburn

The main advantage of tanning indoors is the reduced risk of contracting a sunburn. That's because indoor tanning units use a carefully controlled dosage of ultraviolet light in each session. Your successive session times are engineered to deliver tanning results while minimizing your risk of sunburn.

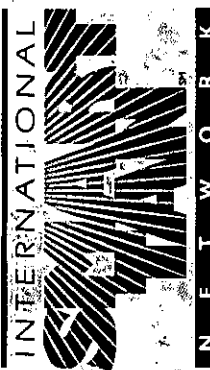
Anti-tanning lobbyists miss the point when they state that tanning units are more intense than sunlight. Intensity is only part of the equation. Exposure times in tanning units are much shorter than outdoor tanners would experience outdoors.

Total UV = Intensity x Duration

Because indoor tanning times vary from 5-30 minutes and because outdoor tanners might spend four hours or more in the sun, total UV received indoors is probably less than one would receive tanning outdoors.



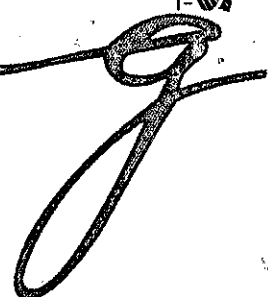
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Why
Tanning
is Smarter
Indoors



Indoor Tanning: It's About Control

You Don't Have it Outdoors....

Indoor tanning allows you to control exactly what kind and how much ultraviolet light your skin receives every time you tan. That reduces your risk of ever contracting a sunburn. It also allows you to eliminate all of the variables outdoors, such as:

❖ Seasonality

Depending on the time of year, the sunlight you receive is more or less intense. Gauging this sometimes is tricky.

❖ Location

Are you tanning at the beach, where surrounding sand acts as a reflector for ultraviolet light? Are you skiing, where snow has the same effect? Are you in the water, where UV light penetrates beneath the surface more than you might think? Your surroundings affect the intensity of ultraviolet light outdoors.

❖ Geography

Are you in Columbus, Ohio, or Charlotte, North Carolina? The intensity of sunlight increases the closer you get to Earth's equator, affecting the amount of time it takes you to sunburn.

❖ Weather Conditions

Is it partly cloudy or sunny? Is it overcast completely or raining? A significant amount of UV light penetrates through clouds even on an overcast day. But the intensity varies, depending on the cloudiness.

❖ Altitude

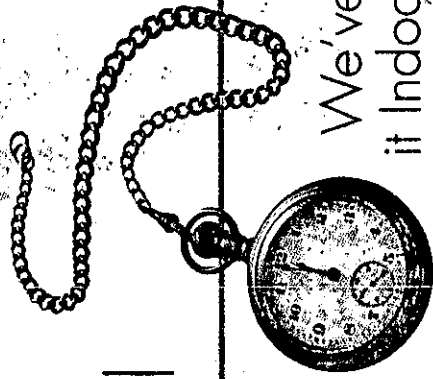
Are you at sea level or in the mountains? Even if you are in the foothills, sun intensity is greater at higher altitudes, another factor the average person can't gauge accurately outdoors.

❖ Ozone Layer

Regular changes in the Earth's ozone layer affect the amount of ultraviolet light from the sun that reaches the planet surface. It is virtually impossible to know from day to day how these conditions will change.

❖ Worry About Sunburn

Have you ever spent a day outside, only to be surprised at the end of the day by a sunburn? Or maybe you didn't get a sunburn when you expected you might. All of the variables listed above make tanning outdoors a guessing game.



We've Got it Indoors!

When tanning indoors, a tanner enjoys:

❖ Control

You always know exactly what kind of ultraviolet light you are getting and exactly how long you'll be getting it.

❖ Convenience

You never have to worry about inclement weather. It's always sunny and warm in your favorite tanning salon.

❖ Speed

It doesn't take all day at the beach to get an indoor tan. Depending on your skin, a few quick sessions a week is all it takes to obtain a golden brown tan.

❖ Service

Professional indoor tanning facilities monitor your progress and advise you on how to properly maintain your tan, reducing your risk of ever contracting a dangerous sunburn.