Training Manual
Brownallyear .. yeah! spray tanning specialists

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look great, feel great, be great.
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look great, feel great, be great.
DHA is primarily used as an ingredient in sunless tanning products. It is often derived from plant sources such as sugar beets and sugar cane, and by the fermentation of glycerin. DHA was first recognized as a skin coloring agent by German scientists in the 1920s. Through its use in the X-ray process, it was noted as causing the skin surface to turn brown when spilled.

In the 1950s Eva Wittgenstein at the University of Cincinnati did further research with dihydroxyacetone. Her studies involved using DHA as an oral drug for assisting children with glycogen storage disease. The children received large doses of DHA by mouth, and sometimes spat or spilled the substance onto their skin. Healthcare workers noticed that the skin turned brown after a few hours of DHA exposure.

Eva Wittgenstein continued to experiment with this unique substance, painting DHA liquid solutions onto her own skin. She was able to consistently reproduce the pigmentation effect, and noted that DHA did not penetrate beyond the stratum corneum, or dead skin surface layer.

Additional research studied DHA’s skin coloring effect in relation to treatment for patients suffering from vitiligo.

Sunless tanning

Coppertone introduced the first consumer sunless tanning lotion into the marketplace in the 1960s. This product was called “Quick Tan” or “QT”. It was sold as an overnight tanning agent, and other companies followed with similar products. Consumers soon tired of this product due to unattractive results such as orange palms, streaking and poor coloration. Because of the QT experience, many people today still associate sunless tanning with fake-looking orange tans.

In the 1970s the United States Food and Drug Administration (FDA) added DHA permanently to their list of approved cosmetic ingredients.

Today, dihydroxyacetone is the main active ingredient in all sunless tanning skincare preparations. It may be used alone or combined with other tanning components such as erythrulose. DHA is considered the most effective sun-free tanning additive.
Sunless tanning products contain DHA in concentrations ranging from 1% to 15%. Most drugstore products range from 3% to 5%, with professional products ranging from 5% to 15%. The percentages correspond with the product coloration levels from light to dark. Lighter products are more beginner-friendly, but may require multiple coats to produce the desired color depth. Darker products produce a dark tan in one coat, but are also more prone to streaking, unevenness, or off-color tones. **The artificial tan takes 2 to 4 hours to begin appearing on the skin surface, and will continue to darken for 24 to 72 hours, depending on formulation type.**

Once the darkening effect has occurred, the tan will not sweat off or wash away with soap or water. It will fade gradually over 3 to 10 days, in conjunction with the skin’s normal exfoliation process. Exfoliation, prolonged water submersion, or heavy sweating can lighten the tan, as these all contribute to rapid dead skin cell exfoliation (the dead skin cells DHA does not damage the skin, and is considered a safe skin coloring agent and nutritional supplement.

**DHA safety considerations**

For the 24 hours after self-tanner (containing high DHA levels, ~5%) is applied, the skin is especially susceptible to free-radical damage from sunlight, according to a 2007 study led by Katinka Jung of the Gematria Test Lab in Berlin. Forty minutes after the researchers treated skin samples with high levels of DHA they found that more than 180 percent additional free radicals formed during sun exposure compared with untreated skin. Another self-tanner ingredient, erythulose, produced a similar response at high levels. **For a day after self-tanner application, excessive sun exposure should be avoided and sunscreen should be worn outdoors,** they say; an antioxidant cream could also minimize free radical production. Although some self-tanners contain sunscreen, its effect will not last long after application, and a fake tan itself will not protect the skin from UV exposure.
The solution

WHAT TO USE AND WHY

There are many ways of applying sunless tanning solution but the most effective way is by a professional spray tanner or beauty therapist using a suitable machine that sprays solution onto the body. Most tanning solutions can be use in various machines as well as the automated stand alone machines.

It takes only minutes to achieve a rich beautiful bronzed tan which leaves you looking great, feeling great, so you can be great.

There are many great products on the market for you to choose and you will find that trial and error are part n parcel to finding one that suits your clients and your branding.

Some solutions contain parabens and other nasties that can be harmful and irritate the skin so be sure to ask your supplier what is best suited for you.

Applying the tan is 50% of a great outcome and the other 50% is the solution you use. Most solutions contain a bronzer so you can see it going on, this is recommended as you can make sure you dont miss any vital areas and have your client leave looking streaky.

HOW DO I CHOOSE WHICH IS THE BEST SOLUTION TO USE

In my experience, a great tan is 50/50 meaning that 50% is the solution and 50% is the person who is applying it. Some products have different properties in them so best to check them out. Always ask for a natural tan first time and if you dont think its dark enough get your tanner to go over you again, much better to be natural than to look orange or yellow. Getting even coverage is important to your tan looking natural and If your tanner is experienced they will know how to shade your body with the gun so you look like you have been in the sun.

CAN I GO OUT IN THE SUN

After you tan and while it is developing it is not advised to go in the sun. This is because your melanin in your skin is already changing with the DHA so you dont want a double whammy by going in the direct sun while it is developing. Wait till the product has developed then go out in the sun.
IS FAKE TANNING SAFE

DHA - Dihydroxyacetone, the manuka plant derived substance from which MGO is formed in manuka honey and also is the key ingredient in most sunless tanning products - it causes browning of the skin. DHA does not penetrate below the top dead skin; it only changes the colour of the surface. It's a bit like when you cut an apple and leave it to go brown. It is very safe and natural; however, some products do have other nasties like parabens etc.. in their products so check out the ingredients.
Applying the solution

HOW TO

Ask your supplier to check your machine to see that you are getting the optimum amount of tans per spray. Too much and you can waste the product, too little and it can become frustrating. Most tanners have their guns turned up too high so check your machines manual for all your correct spray directions. A tan should use between 25 and 30 ml per spray.

Using a tanning machine that enables you to turn the gun on many angles is the best way to achieve a great tan. It helps you to get to places you otherwise might miss.

Another very important tip is to make sure you release the trigger before reaching the bottom of your client. If you don’t, you may end up with a concentrated spot at the last point of spray. Try moving the gun closer and further away to see where you are best to spray at. About 15cm is probably ideal for first timers and as you get better with confidence you will find you can go closer for applying more solution. It is better to go light first and add a second coat than to douse your client first time.

Below are the positions to ask your client to stand in, each position will be explained. These positions are to briefly show you how to cover the body. The more practice you have the better you will become and they can be done in any order that suits you.

- statue
- hello
- goodbye
- inner
- robot
STATUE

Client stands front on with arms out. Your gun will fan out approximately 6-8-cm wide as shown below. With up and down stokes the widest part should be horizontal. Do not do the face just yet start at the shoulders and go top to bottom and left to right or which ever is comfortable for you.

HELLO

Next is the hello position so you can get under the arms. Get the to put their arms up and you will see where it is whiter and gently mist this area.
INNERS

Get your client to turn their leg so you can do the inside of their leg. Another way is to get them to turn side on with one leg forward especially good idea if your client is uncomfortable but I find the front way is best for coverage. You will know when your client is in front of you, which way is best. Do each leg.

GOODBYE

The goodbye is the same position as the hello just at the back of your client, so repeat the same as the hello.
ROBOT

The robot is a very important position as when clients arms are extended out from as shown you will see all down the side is where you have missed. Once you have done this get your client to stay standing side on to you but get them to do the very first position the statue. now start on the top of their shoulders and spray down the arm. This is where if you client was out in the sun they would have tanned arms naturally from the sun. By doing this you are adding shading and making the tan much more realistic. You are pretty much done just the face and a few more pointers.
The Face

APPLYING IT

FACE

With the face ask your client to hold their breath and ask them not to screw up their face as most people like to do, but this causes lines on the face. Start at the side swoop down once, do a middle section and the other side. Keep the gun at about 15cm for first time face.

Ask your client to look at the ceiling and do a quick spray under the chin from left to right.

喷雾图案应该大约6-8cm宽

Section the face into 3, start with the gun approx 15cm away from the face and spray lightly from the outer then middle then other side going from top to bottom.
Other Tips

CREASES / BUMS / BOOBS AND KNEES

**KNEES**
With some clients, mostly the more mature clients you may have to ask them to bend their legs so you can spray over their knees. Some people have creases on their knees so be aware of them.

**BUMS**
Most of us have the bum line, unless you’re a super model. By asking your client a few questions you can find out why they are getting a tan. Usually if it’s for a special occasion and they have decided to go completely starkers you will need to make sure you don’t give them a bum line. You can do this by not even mentioning it. If you can see that they need that line done, when you are spraying their back just ask them to bend their knees a little bit and very quickly spray over and it’s done.

**BOOBS**
With breast that are large ask your client to lift their arms up into the hello first position. If you can see that you won’t be able to tan underneath you will have to ask them if they would like to do under their breasts. Most of them are happy to lift / hold while you tan.

**HOW LONG WILL IT LAST**
most tans last 4-10 days

**CAN YOU TAN IF YOUR PREGNANT**
that you should check with your doctor. I would suggest you research the solution you’re using to see what is in it, some solutions have some nasties, however getting a spray tan is not really any different to applying a moisturiser all over your body.

**CAN I EXERCISE**
not for the first 4-8 hours while the tan is developing, then after your first shower go for gold.
SHOULD I SHAVE/WAX BEFORE MY TAN

the best time to do this is a day before you come. Some hard waxes can grab the tanning product and it doesn’t look even. By doing it the day before it gives your skin a day to sort itself out before your tan.
Product

SOLUTION / TRAINING / FLYERS

shop at brownallyear.com for all your tanning requirements

Bay 10 tanning solution 2l
2 Litres
savings of $29!
Includes gst and delivery*
$207.00

Bay 10 tanning solution 1l
1 Litre
Includes gst and delivery*
$118.00

Bay 10 tanning solution 500
500ml
Includes gst and delivery*
$70.00

Bay 10 tanning solution 250
250 ml
Includes gst and delivery*
$40.00

Universal tan cards x 50
buy 7 tans and get one free.
Universal tanning cards for you to offer to your customer so they get the best deal from you.
$20.00

Universal tan cards x 100
$35.00

Sticky Feet x 25
Sticky Feet are great for your clients feet, simply peel and stand on them and they stick all the no more dirty brown feet.
$37.50

Sticky Feet x 50
Sticky Feet are great for your clients feet, simply peel and stand on them and they stick, no more dirty brown feet.
$75.00
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Your 1900 and brownallyear

Features

• Special Spray Tanning Tip and Needle Assembly (0.5mm)

• 2.7m Optiflex Hose

• Easy Push attachment connections

• Convenient ABS carry handle won't get hot

• Easy to clean motor filter

• Modern High Tech Look

• One year warranty

The 1900 is the perfect option for home users, salon use and mobile tanners. Includes everything you need to start spraying straight out of the box. It is light weight and great for technicians who do about 10-15 clients a day.

Operation

Fill your cup with the desired solution to start your spray tanning remember do not overfill past indicator. Screw the container onto the gun body firmly. Place the machine on a firm clean surface. Connect the hose into the back of the machine and into the gun and plug into mains system and turn on.
Solution volume

This can be adjusted with the nozzle at the back of the gun (the fluid adjusting screw) by winding it out on in changes the amount you spray onto your client. Each technician will have a different technique so have a play and see where you like your set too.

Cleaning the gun

- Remove the gun container
- Pour any remaining solution back into its container
- Rinse gun with warm or cool water
- Fill half way with water and replace container onto gun shake a few times
- Turn gun on and spray till spray is clear
- Remove filter onto of machine and rinse under water until clean

Mains Connection

This unit is a class II appliance which means it is double insulated for your protection, no earthing wire is necessary.

If the supply cord is damaged, it must be replaced by Earlex Ltd or our appointed agents. Your unit has been supplied with a mains lead with a fitted plug. This is identified by the fuse holder in the base of the plug.

Technical Specification

Volts 230V
Watts 400W
Airflow 970 ltr/min
Hose length 2.70m
PLEASE NOTE

We have done all we can to ensure that used correctly and according to these instructions this spray gun will give long and trouble free life. We accept no responsibility for damage caused by the use of incorrect or unsuitable substances that are unsuitable for the gun.