

## Value for the Tanning Industry

In today's world with soaring energy costs, it's important that salon owners have the most energy efficient technologies at work for them. Fulham's line of SunHorse electronic ballasts are specially designed to provide better UV performance in tanning beds while using less energy. The result is lower energy operating costs — a real value proposition for salon owners.

But the value doesn't stop at just lower energy costs, SunHorse electronic ballasts offer additional important advantages that lower operating costs and improve performance of the tanning bed for the salon owner.

## The Advantages of Electronic Ballasts

- Longer lamp and ballast life
- Improved UV output
- Lower maintenance costs
- Lower installation costs
- Higher energy efficiency
- Reduced radiated heat
- Significantly reduced energy costs

## Estimated Annual Savings

The examples at right show the estimated annual savings from

- reduced energy consumption,
  - reduced HVAC costs,
  - reduced maintenance costs, and
  - reduced installation costs
- that electronic ballasts offer over magnetic chokes in some typical tanning bed configurations.

Electronic Ballast vs. Magnetic Choke Cost Savings						
100 Watt Tanning Beds						
	28 Lamp Bed		32 Lamp Bed		52 Lamp Bed	
	Choke	Electronic	Choke	Electronic	Choke	Electronic
Relative UV Output @ 230 Volts	95%	99%	95%	99%	95%	99%
Input Power per Lamp	126	84	126	84	126	84
System Power (Watts)	3528	2352	4032	2688	6552	4368
Line Current (Amps) @ 230 Volts	18.45	9.84	21.09	11.25	34.27	18.28
BTU Savings		4015		4588		7456
Energy Savings (Watts)		1176		1344		2184
Estimated Annual Energy Savings		\$254.02		\$290.30		\$471.74
Estimated Annual Thermal Savings		\$254.02		\$290.30		\$471.74
Estimated Annual Maintenance Savings		\$150.00		\$150.00		\$150.00
Estimated Installation Savings		\$150.00		\$150.00		\$150.00
<b>1st Year Savings</b>		<b>\$808.03</b>		<b>\$880.61</b>		<b>\$1,243.49</b>
<b>3 Year Savings</b>		<b>\$2,124.10</b>		<b>\$2,341.82</b>		<b>\$3,430.46</b>
<b>5 Year Savings</b>		<b>\$3,440.16</b>		<b>\$3,803.04</b>		<b>\$5,617.44</b>

Electronic Ballast vs. Magnetic Choke Cost Savings						
160 Watt Tanning Beds						
	42 Lamp Bed		48 Lamp Bed		52 Lamp Bed	
	Choke	Electronics	Choke	Electronics	Choke	Electronics
Relative UV Output	100%	104%	100%	104%	100%	104%
Input Power per Lamp	172.8	124.1	172.8	124.1	172.8	124.1
System Power (Watts)	7257.6	5212.2	8294.4	5956.8	8985.6	6453.2
Line Current (Amps) @ 230 volts	48.13	24.07	55.01	27.50	59.59	29.80
BTU Savings		6983		7981		8646
Energy Savings (Watts)		2045.4		2337.6		2532.4
Estimated Annual Energy Savings		\$441.81		\$504.92		\$547.00
Estimated Annual Thermal Savings		\$441.81		\$504.92		\$547.00
Estimated Annual Maintenance Savings		\$150.00		\$150.00		\$150.00
Estimated Installation Savings		\$150.00		\$150.00		\$150.00
<b>1st Year Savings</b>		<b>\$1,183.61</b>		<b>\$1,309.84</b>		<b>\$1,394.00</b>
<b>3 Year Savings</b>		<b>\$3,250.84</b>		<b>\$3,629.53</b>		<b>\$3,881.99</b>
<b>5 Year Savings</b>		<b>\$5,318.06</b>		<b>\$5,949.22</b>		<b>\$6,369.98</b>

Interested in learning more about what advantages electronic ballast can offer your customers? Contact your Fulham representative for more information at [info@fulham.com](mailto:info@fulham.com) or call 800-2-FULHAM.