

# ULTRAVAC

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## REFERENCE MANUAL

CARLTON PROFESSIONAL

Setting the standard in electrotherapy equipment



This robust vacuum therapy unit has a specially designed needle valve to give the operator full control over the strength of vacuum. Such a fine intensity control and clearly marked gauge make this unit ideally suited to either facial or body treatment.

Includes:

- 1x Comedone ventouse
- 1x Lymph drainage ventouse
- 1x Pore blockage ventouse
- 1x Facial cup – small ventouse

1x Facial cup – medium ventouse

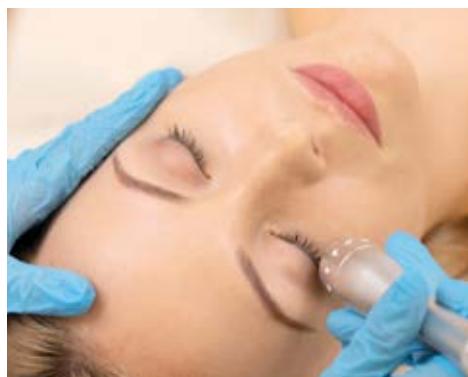
- 1x Body cup – 52mm dia.
- 1x Body cup – 40mm dia.
- 1x Tubing set

We consider a purchase from Carlton Professional to be the beginning of a valued partnership

# Welcome to Carlton Professional

**Our business has manufactured professional beauty therapy equipment and furniture in the UK in our Sussex factory for over 40 years. In that time, our production has been used in the best training colleges around the world and many of the world's leading salon and spas.**

Our range continues to evolve, with the addition of the very latest Carlton 'Concept' machines, that have seen the latest technologies of Radio Frequency and Electroporation added to our extensive range of treatment options. Our treatment product range that include specialist ampoules, ionised gels and serums, alongside pre and post treatment products perfected for every client, make Carlton Professional an affordable and profitable option for every salon and spa.





By partnering with **Carlton Professional**, you will have the support you need to grow as an aesthetic therapist, and as a business.



Feel reassured about gaining insurance cover, receive adequate knowledge and training, offer clients cutting edge technology, and receive the support you need as a therapist.



At Carlton Professional we offer you finance opportunities on purchasing, full training with purchases, Marketing support and help, launch event, ongoing events.



Be sure to book your launch event in today to help get your Carlton Professional treatment courses selling, and your clients looking fabulous!

# Why our stockists choose Carlton Professional

## **Carlton** team

A team passionate about creating excellent products and delivering a great service

## **Carlton** quality in product manufacturing

Innovative, user-friendly products based on international scientific research.

In-house research & development creating advanced products that deliver results.

Use of high-grade raw materials and concentrated active ingredients.

No animal testing. Mineral Oil, Lanolin, Artificial Fragrance and Formaldehyde are Not used in our products.

Insistence on highest standards of manufacturing practice and quality control.

## **Carlton** professional training

Education and support from dedicated training professionals.

Access to first rate training materials and literature.

Additional online support offered via interactive website

## **Carlton** pricing

Highly attractive profit margins on retail products and professional treatments, making it a very viable business proposition.

## Support for your **Carlton** business

Regular newsletters.

Access to a dedicated business website.

Advice on your salon via our consultation service.

## **Carlton** promotional strategies & marketing materials

Sophisticated high profile marketing campaigns.

Great range of branded goods, as well as training and marketing materials.

Flexible systems which can be adapted depending on the salon space available.

Free samples with selected purchases.



# The structure of the skin

It is estimated that our skin is made up of around 70 trillion skin cells making it the largest organ of the body. It gives us our shape by supporting all of our internal organs, bones and blood and provides a waterproof covering. The thickness of the skin can vary, the thinnest skin is around the eyes and eyelids, and is approximately 0.5mm, the thickest skin is found on the soles of the feet and can be up to 4mm in thickness. The epidermis is a vascular, nourished by diffusion from the dermis below it.

## Skin Structure - Epidermis

The epidermis is made up of six layers, each plays a different part, and these layers are called

**Stratum Germinativum** – This is the deepest layer of the epidermis, also known as the Stratum Basale. It is within this layer that a process called mitosis takes place. Mitosis means cell division and that's exactly what happens, the cells divide making more new fresh, plump cells, it is here when the cells are first created that they are at their most receptive. As this process of mitosis happens, the older cells start to move upwards through the layers towards the surface. In this layer, blood vessels connect to the dermis and this is where, through deep product penetration to the epidermis, we are able to communicate with the dermis via this layer. The Stratum Germinativum also contains melanocytes; these are melanin producing cells which provide the body its natural protection against harmful UV rays.

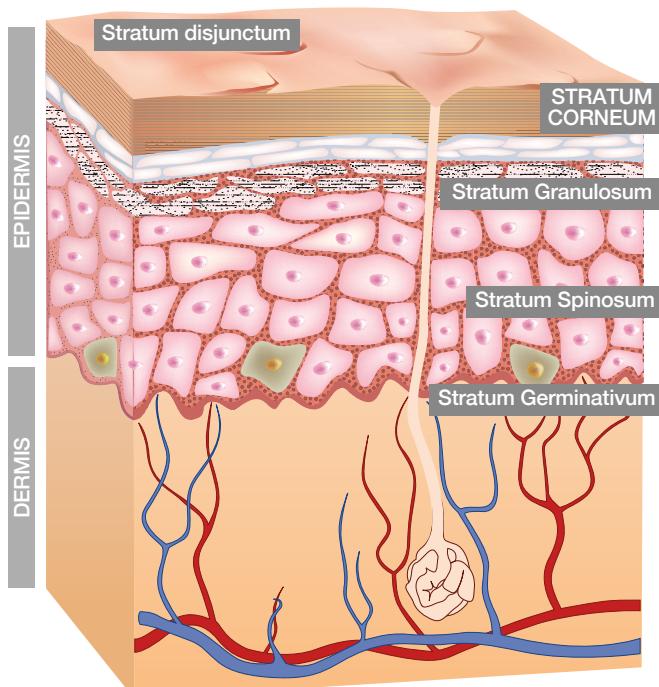
**Stratum Spinosum** – This is where the first stage of keratinisation takes place. Cells are pushed up from the Stratum Germinativum and begin to flatten slightly then start to synthesise keratin. This layer is also known as the prickle cell layer. Lipids are present in this layer; these lipids create a hydrophilic barrier between the Stratum Granulosum and the Stratum Lucidum, which prevents dehydration.

**Stratum Granulosum** – Also called the granular layer, it is in this layer that keratinisation continues, the nucleus within the cells become void and starts to fill with keratin. The cells flatten further and continue to move up into the next layer.

**Stratum Lucidum** – This is a clear layer and has 2-3 layers of irregular clear flat cells. The Stratum Lucidum only tends to be found in thicker skin, therefore is commonly found on the soles of the feet and the palms of the hands.

**Stratum Corneum** – This layer is made up of between 15-20 layers of completely flattened cells, these cells are full of the protein keratin. This is the last part of the life cycle of the cell, which will eventually be shed from the skin's surface. The keratin within these flattened cells, help to absorb water helping to keep the skin hydrated and preventing water from evaporating.

**The Stratum disjunctum** – This is the outermost layer and is part of the stratum corneum. The dead skin cells from this layer shed naturally over time. We lose between 30,000-40,000 dead skin cells from this surface daily, therefore the skin is constantly renewing itself. The desquamation process unfortunately slows over time the older we get.



The renewal of skin cells, or **Keratinisation**, on average takes 28 days, however, after the age of 36, your age represents the number of days the process of keratinisation takes.

## Function - Epidermis

The whole process of a single cell moving up through the layers of the skin, takes approximately 28 days.

The epidermis is connected to the dermis by an undulating surface, due to this undulating surface; it gives a larger surface area, where all biological changes and nutritional exchange can take place. As we age, the epidermis and dermis start to separate, therefore causing all chemical reactions and processes to slow down quite dramatically, a classic example of this would be skin healing. When we are young, if we cut or graze the skin, it heals very quickly without too much trouble, however as we age, the process of healing can take much longer, meaning the skin is susceptible to infection. Therefore as we age, it is even more important to ensure we are taking care of our skin and treating it correctly.

The epidermis has a chemical protection called the acid mantle on its surface. The acid mantle is made up of sweat and sebum and these acts as a fungal and bacterial deterrent. The acidity of the skin helps to neutralise the chemical effects of contaminants, this is why skincare products are slightly acidic so as not to disrupt the skins balance. Free radicals constantly attack our skin and can weaken this natural barrier; this is why it is so important to protect our skins from the sun.

## Skin Structure - The Dermis

Within the dermis there are two layers, the lower layer is called the reticular layer, it is this layer that gives the skin its overall strength and elasticity, it has courser elastin fibres and denser collagen bundles.

Above the reticular layer is called the papillary layer. This layer contains smaller looser collagen and elastin fibres. This layer has a rich blood supply and nerve supply which provides the basal layer (or Stratum Germinativum) of the epidermis with sensation and nutrients.

## Function - The Dermis

Within the dermis are a number of specialised cells, all with important functions to carry out. Eccrine glands are the primary sweat glands of the human body; they produce a clear, odourless substance consisting mainly of water. Hair follicles are also found in this layer, attached to the hair follicles are little muscles called erector pili, these muscles lift the hair when the body gets cold to trap warm air and retain heat, and as you would expect, the muscles relax to flatten the hair to cool the body.

Nerves are also located in the dermis and enable the body to respond to pain, temperature, touch and pressure.

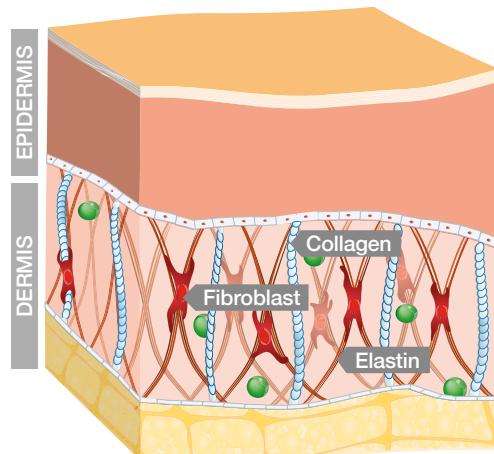
The proteins **collagen and elastin** are found in both layers of the dermis, but both have different effects on the body –

**Collagen** – Maintains the tone and structure of the skin because the molecules are rigid and

resistant to stretching. It is made up of three polypeptide chains wrapped around one another as a triple helix.

Collagen is formed in **fibroblasts** within the dermis, this can breakdown within the skin. The main cause of this is due to the enzyme Collagenase. This breaks down old collagen at a precise rate, however, this rate speeds up with sun damage, exposure to free radicals, age and UVA exposure (which is an inhibitor).

**Elastin** – Gives our skin resilience, keeping it toned, tight and springy. Like collagen it is produced by fibroblasts and forms a network of elastic tissue. The breakdown of elastin is what causes the skin to sag. Again, like collagen, elastin can also breakdown, the enzyme elastase is responsible for this breakdown under normal conditions, however with free radical attack, advanced ageing and sun exposure, this breaking down process will speed up resulting in an increased loss of elasticity within the skin.





# Understanding Vacuum suction

A Vacuum suction is a mechanical treatment which when applied to the face or body can stimulate the skin, bringing blood and nutrients to the area. The treatment lifts the tissues which causes stimulation of the underlying structures and aids desquamation. An increase in circulation nourishes the skin and muscles, reduces puffiness and swelling due to poor circulation and the metabolism is stimulated. It can also assist in the breaking down of hard fat.

The vacuum pump reduces the atmospheric pressure. This decreases in pressure, and when decreased pressure is applied to the tissue, it sucks the tissue into a ventouse or vacuum cup offering a very specific treatment.

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Lymph fluid consists of water, salts and waste products from the body.

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Lymph flows through the vessels that run alongside the arteries and veins. It is moved around by the movement of the muscles.

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Lymph travels in the direction of the nearest lymph nodes, (E.g., armpits, backs of knees, groin, neck, jaw line, inside of arm), these vary in size from a pea to an almond.

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Lymph nodes filter the lymph and stop any bacteria from passing into the blood stream. Bacteria found in the lymph nodes causes them to become sore and swollen



# Application

## **There are two methods of vacuum application: -**

**VACUUM SUCTION - GLIDING VACUUM:** The ventouse/vacuum cup is moved along in the direction of the lymphatic flow towards the lymph nodes.

### **BODY – STATIC VACUUM:**

The ventouse/vacuum cup is held in a single position.

## **Recommended treatments**

### **FOR BODY**

Reduce heavy hips and thighs, abdominal and midriff bulge-especially after pregnancy, heavy upper arms, subcutaneous fat on back and shoulders, large buttocks, improve the appearance of cellulite and treat areas of tissue fluid known as oedema.

### **FOR FACIAL**

Deep cleansing to remove impurities such as sebum and makeup, improve lymphatic circulation and enhance skin respiration, improve the skin's appearance and plump out fine lines, loosen and remove blackheads, promote the activity of the sebaceous glands in dry areas.

## **Benefits**

Produces erythema, and aids desquamation.

The metabolism is stimulated.

Vascular and lymphatic flow is increased.

An increase in circulation nourishes the skin and muscles.

Reduces puffiness and swelling due to poor circulation.

Hastens the removal of fatty cells in conjunction with a reduction diet.

Helps prevent chilblains

# Contra-indications

Delicate sensitive skin/reduced skin elasticity.

Couperous conditions.

Skin diseases.

Extremely loose skin tissue.

Bruising, cuts and swelling.

Epileptics.

Cancer.

Herpes simplex.

Infected acne conditions.

Any glandular swelling.

Thrombosis, phlebitis.

Thread veins/varicose veins.

Hypersensitive skin.

Bony areas.

Excessively hairy areas.

Breast tissue.

Sunburn.

Recent scar tissue.

Stretch marks.

Excessively crêpey areas



Therapists providing treatment should conduct a thorough consultation with clients and if they have any reservations about suitability for treatment should refer the client back to their G.P.

\*Stimulation of the skin and muscle can cause Botox to be broken down faster, we are also stimulating a muscle that is temporarily frozen, this can cause an unusual sensation. Clients should avoid treatment in these areas until Botox has worn off, usually six months.

\*Stimulation of skin and muscle may cause Dermal Fillers to move. Avoid until filler has dispersed.

# Contra-actions

Some clients may notice the following effects. These are all normal reactions if observed in a mild effect. If any effect is noticed excessively it is vital to cease treatments immediately and refer the client to their GP. In this instance, be sure to take photographs, and fill in an accident book in accordance with your insurer's instruction.

Mild discomfort

Erythema (Redness)

Warm, or what appears to be over-sensitised skin

Erythema will disappear a 24 hours after the treatment though you may want to consider this and consult with client as to whether the treatment is right for them.



# Vacuum instructions and care guidance



# Recommended treatment routines

**Full Body Treatment:** 20-40 minutes up to 3 times a week.

Body vacuum can be used in conjunction with other treatments, such as G5 body massager, body galvanic and faradic. Body vacuum is usually booked as a course of 10-12 treatments.

**Facial Treatment:** up to 5-12 minutes up to 3 times a week

A course of between 10-12 treatments is recommended



## PRECAUTIONS

Ensure that the intensity of suction is not too high as this may result in bruising or loosening of the skin

The ventouse/vacuum cup must be clear to allow you to see the degree of suction. The recommended percentage of skin taken up into the ventouse/vacuum cup is no more than 20%.

Ensure that the area for treatment has a sufficient covering of oil. This allows the ventouse/vacuum cup to move freely and without dragging the skin.

The ventouse/vacuum cup must always be moved in the direction of the blood venous flow (towards the heart) and towards the lymph nodes.



## CARE OF VENTOUSE/VACUUM CUP

After each treatment, place glass ventouse/vacuum cup into a beaker of hot soapy water. Then wash thoroughly and clean with a small bottle brush, rinse and dry. The ventouse/vacuum cup can then be sterilized in cold sterilizing solution, or sanitized and stored in an ultraviolet cabinet.



## FACIAL & BODY ULTRAVAC

This robust vacuum therapy unit has a specially designed needle valve to give the operator full control over the strength of vacuum. Such a fine intensity control and clearly marked gauge make this unit ideally suited to either facial or body treatment. When setting the vacuum intensity the dial needs to be turned 2-3 times in order to increase the vacuum intensity.



## Bruising of a treatment area is a result of poor technique. To prevent bruising avoid:-

Excessively high pressure settings

Pulling the cup off the skin without releasing the pressure.

Over treating the area i.e. too many strokes or excessive treatment time.

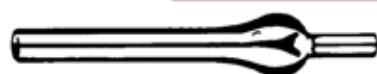
Bony areas without sufficient fatty tissue.

# Accessories

## GLASS VACUUM APPLICATORS

### Pore Blockage

Used to remove specific areas of blockages which group together and need intensified treatment i.e. chin area. Also used for Anti-wrinkle treatment.



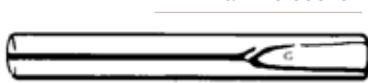
### Comedone

The small round opening is placed over the comedone, ensuring that the pressure is exerted evenly on the surrounding tissue.



### Lymph Drainage

The flat head ventouse can be used for most vacuum therapy treatments, it will cleanse the pores whilst ensuring that the skin is not over pressurised. It can also be used to work in the facial lines or give a lymph drainage massage.



### Facial Cups -

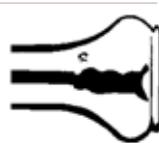
#### Small 21mm | Med. 27mm

There are two sizes of facial cup ventouses. Used for lymph drainage massage or general cleansing, lifting and toning treatments.

Part No.390101



Part No.390102



### Body Cups -

#### Small 40mm Part No. 390106

#### Large 52mm Part No. 390107

Two sizes available for body work. The size of the cup selected will depend on the amount of fatty tissue in the area being treated.

Part No.390106



Part No.390107



Each glass ventouse and body cup (except comedone ventouse) have an air hole on the side. This hole must be covered by the therapist to obtain a vacuum when in contact with the skin. This provides easy release from the skin when treatment is completed ensuring that no skin drags or bruising occurs. (Pneumo-lifting cups do not have an air hole.)

# Face and neck vacuum treatment sequence

Apply a covering of oil to the area being treated.

Select a suitable facial ventouse, and insert the selected glassventouse into the black coupling connector (located in the end of thevacuum tube).

Set switch to 'on' and check that the intensity control is set to zero.

Place the ventouse onto the skin (ensuring that the air hole on theside of the ventouse is covered after placing on the area. Alwaystest intensity on yourself first).

Turn the intensity control clockwise until sufficient suction isobtained to perform the treatment on the area. It may be necessaryto alter the intensity when changing to different areas during atreatment. To release the suction at the end of each stroke, lift thefinger covering the air hole, this will avoid skin drag and also skindamage.

Work over the face and neck for between five and twelve minutesusing the cleansing/toning diagram (figure 1) as a guide.

When the treatment has been completed, turn down the intensitycontrol and remove the ventouse from the skin.

Any specific problems can now be treated, i.e. blackheads orfacial lines, by selecting the appropriate ventouse and working untilthe desired effect has been obtained.

Remove any remaining oil from the skin with toner, then wipe dry.

A cooling mask or relaxing compress can now be applied in orderto calm the tissues.



To help with the removal of comedones, use the comedone extractor. The comedone extractor has such a small aperture; therefore, the vacuum intensity needs to be raised. After facial steaming is an ideal time to perform this treatment.



## TECHNIQUE TIPS

Strokes should flow rhythmically and each stroke must overlap the last one performed.

Strokes should be applied at a medium pace.

Strokes should not be applied over the lymph nodes.

Repeat stroke again if contact is lost during the application of a stroke



# Body vacuum treatment sequence

Apply a covering of oil to the area being treated.

Select a suitable body cup, and insert the selected glass cup into the black coupling connector (located in the end of the vacuum tube).

Set switch to 'on' and check that the intensity control is set to zero.

Place vacuum cup onto the skin, ensure that the air hole in the glass is covered and gradually increase intensity of vacuum until sufficient suction is obtained for the treatment.

Move the cup towards the lymphatic nodes, as shown below, releasing the air hole after each movement. It may be necessary to alter the intensity of the vacuum when changing to a different area.

Work as indicated over the body (approximately 20 minutes for a complete body treatment). NEVER work for longer than 5 minutes on any one area.

When the treatment is complete release air hole, lift cup from the skin, turn down intensity and switch off.

Spray with toner to remove remaining oil and wipe dry.



The Ultravac intensity control works on a valve system, therefore, it is not unusual if it completely turns clockwise 2-3 times before the ideal intensity is reached.



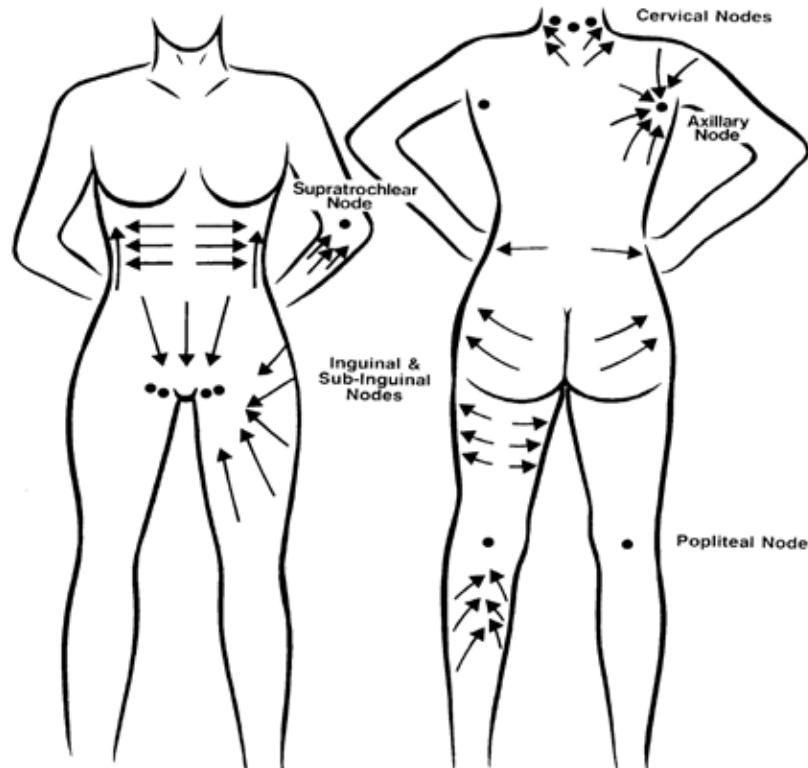
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# Client after care recommendations

Clients must avoid direct sunlight and commit to using SPF 30+, directly after, and during their treatment course for best results.

SPF30 protects up to 96% from UVA

SPF50 protects up to 98% from UVA

UVA penetrates the skin through to the dermis and breaks down the collagen. This is called "photoageing"

## Recommended skincare products

MONUSKIN Hydrating Moisturiser SPF15

MONUSKIN Tinted Moisturiser SPF15

MONUSKIN Recovery Balm

MONUSKIN Rich Cream Cleanser

MONUSKIN Deep Repair Complex

MONUSKIN Instant Soothing Serum

MONUSKIN Nourishing Treatment Oil

MONUSKIN Flash Relax Mask

MONUSKIN Lip & Eye Active Lift



If you are performing a treatment, designed to increase collagen production, then the client MUST be applying an SPF. Otherwise, as soon as they leave the clinic, they are undoing all the work you/they are trying to achieve



Clients should avoid treatments that expose them to excessive heat soon after treatment, such as sauna/steam/sunbed. Vigorous exercise

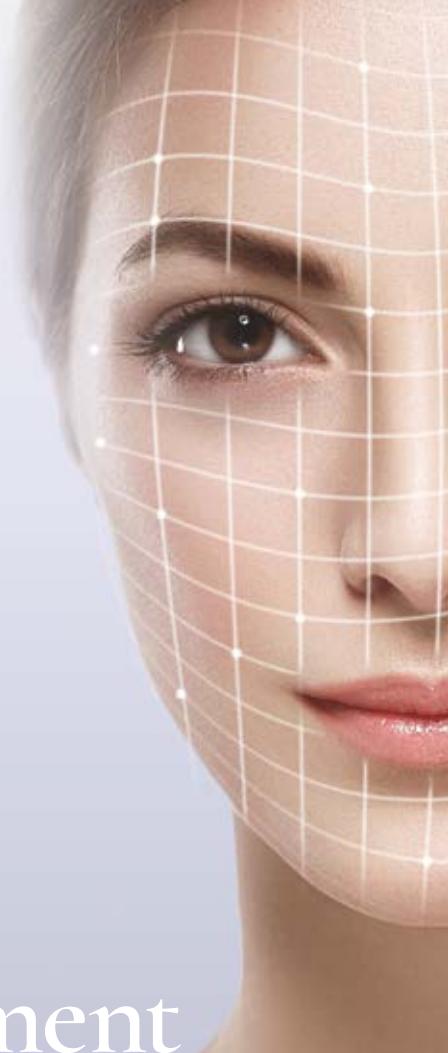


Clients should adhere to a strict skincare regime for best results, and use a regular collagen inducing/hydration inducing medium such as hyaluronic /collagen serums



Clients should drink two litres of water per day throughout course. Ask your client to drink half a litre just before coming for each treatment





# How to sell the treatment

## **For best results courses should be taken in twelve sessions, every 5 days.**

For the purposes of pricing, you wouldn't treat for any longer than 30 minutes in a session, and then add time, depending on which treatments/products you team it with

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## **Be commercially attractive to all budgets,**

We recommend you also offer shorter courses. Try an introductory offer to get clients in for that first treatment, then you will have the opportunity to upsell.

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## **Offer courses of 6 and 12.**

Offer 4 for the price of 3 as a one off "try me" promotion

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## **Create a Deluxe Treatment**

An extended procedure gives you the opportunity to include massage, masks, and ampoules

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## **Create a bespoke facials**

Include electrical treatments, masks, ampoules, serums. Also tier the facial, Platinum, Gold and Silver - price accordingly

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## **Combine with other treatments** for the ultimate electrical anti-ageing treatment