

Agape Medical Spa Credits Candela Products for Continued Success

By Bob Kronemyer, Associate Editor



Agape Medical Spa

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Spreading the love and impressive aesthetic results at Agape Medical Spa and Weight Loss Centers has been due in large part to the 15 lasers acquired from Candela Corporation (Wayland, Mass.), over the past three years.

"Candela lasers are very easy to operate. There is not a lot of room for error, and pulse duration changes are minimal," said co-owner Paul Mallari, P.A.-C. (Certified Physician Associate).

With four locations – Fall River, Mass., Lincoln, Warwick and Newport, R.I. – the Agape centers use three GentleYAG lasers (Nd:YAG 1064 nm), three GentleLASE lasers (alexandrite 755 nm), five Smoothbeam lasers (diode 1450 nm) and two Vbeam lasers (pulsed dye 595 nm). "Our number one workhorse is the GentleLASE for hair removal because of its versatility, followed by the GentleYAG for hair, skin tightening and spider veins," Mr. Mallari noted.

Results with the GentleLASE "are great," said Mr. Mallari, who schedules five to eight sessions, spaced at least one month apart, followed by one yearly touch-up session. "Patient discomfort is minimal because all Candela products come with a Dynamic Cooling Device (DCD), which is a cryogen system that helps cool the epidermis before actual laser treatment."

These high-volume liposuction facilities find the GentleYAG laser a good complement for treating the abdomen. "After removal of fat, many patients desire a little bit of skin tightening," Mr. Mallari explained. The GentleYAG is scheduled every three to four weeks, for a total of six to seven sessions.

Compared to competitive tightening systems, "procedure time with the GentleYAG laser is definitely less time consuming. A full abdomen takes about 30 minutes versus 90 minutes with the gold standard,"

Mr. Mallari said. "Time is money. Treatment with the GentleYAG also provides better results. I am seeing 75% to 80% skin tightening. Treatment is also less painful and consumable costs are less, so treatment is more affordable for patients."

At the Agape centers, the Smoothbeam is used to treat sebaceous hyperplasias, acne and keloids. For all three indications, patients undergo four to five sessions, once every three weeks. "Acne results are really good – in the 60% to 70% improvement range," Mr. Mallari said. In particular, patients with cystic acne benefit, as well as those patients who do not want to use antibiotics or take Accutane.

"Sebaceous hyperplasias diminish and patients do not run the risk of scarring from cauterization," Mr. Mallari conveyed. Patients with keloids (especially on the back), along with cystic acne, "have shown great results. But I think a combination of the Smoothbeam and the Vbeam laser works even better." A typical protocol is six to eight sessions, alternating one laser with the other, every three to four weeks.

Vbeam can be used alone for warts, port-wine stains, angiomas on the chest, tiny blood vessels on the face and rosacea. Patients schedule two to six sessions, again one every three to four weeks.

"Candela's customer support is one of the best I have ever experienced," Mr. Mallari said. "The company definitely supports my practice 100%. In the rare case that one of our lasers needs repair, Candela provides a speedy substitute, so I have minimal downtime. With our fifth center scheduled to open early next year in Westerley, R.I., we could not have continued to expand without the cost-effectiveness of Candela lasers. The company is also committed to keeping us in the forefront of technology."