

## PediFix® Introduces 11 New Medical Footcare Products

“More great new products to help foot specialists, their patients, and their practices” says Jon Case, president of the 4th generation, 132-year-old, family-owned-and-operated podiatry industry supporter. Proving popular already, **Comfort ToeWraps™** are soft, thin, fabric-lined,



adjustable foam loops that help straighten, align and separate crooked, overlapping or hammer toes more comfortably and conveniently than tape. A 5½” **Professional Nail Cutter** is OTC-packaged for sale to patients, but tough enough for clinical use, featuring heavy, stainless-steel construction, ‘double-action’ design, barrel spring, all at a doctor’s price under \$30. “These look and feel like mycotic nippers that cost \$100 more,” says Case. For a fast, new way to clean and deodorize, **Tea Tree Ultimates® Foot Wipes** help remove sweat and odor, dirt and grime, fungus, bacteria and germs—before exams, in LTC facilities, at home, and whenever a shower is impractical. “Great for diabetic patients, too,” according to Case. **Silicone Tape** offers 4 benefits—protects skin from shear, pressure and friction, shields corns and sore spots, reduces scars, and provides gentle, easy-release fixation for bandages on fragile, at-risk skin that won’t cause damage when applied or removed frequently. Also announced—**Visco-GEL® Little ToeBuddy® Bunion Guard** to relieve ‘pinkie toe’ pain, Heloma Molle for corns and irritation between 4th and 5th toes, OTC-packaged **Plantar Fascia Relief Strips**, and two types of **FootReachers™** for patients who can’t easily, safely or comfortably reach their feet to enable better footcare, cleaning & hygiene, application of creams, moisturizers, antifungals, and more. **Strexercise®** is a safe, stable stretching platform for plantar fasciitis, Achilles, calf, knee and hamstring rehab. New **Double-Action Gel Heel Cushions** absorb shock to cushion sore heels. Also launched, a new **Bunion Sleeve** with a recessed pad to protect the deformity, but take up less space in shoes. “Dozens more products are in various stages of development,” adds Case. *To order, get samples, a new catalog or more information, call 800-424-5561, FAX 800-431-7801, email [info@pedifix.com](mailto:info@pedifix.com), or click here.*



## KLM Laboratories® Soccer Orthotic

KLM Laboratories presents the Soccer Orthotic, an addition to an already impressive product line. The Soccer Orthotic is a custom device for active patients.

KLM Laboratories continues to help practitioners meet the ever-changing needs of each patient including athletes and active individuals. The Soccer Orthotic is the newest member of the KLM sport orthotic family. This device is equipped with a flexible 2mm polypropylene shell. KLM’s standard Terryco top cover adds increased padding and a crepe plantar arch fill provides additional support. The full-length suede bottom cover helps prevent slippage in the shoe during start/stop events. The KLM Soccer provides mild to medium support for everyday and athletic activities.

KLM’s Products and services include: full line of sports and functional orthoses; federally approved diabetic insoles; full line of OTC foot and ankle braces; Richie Braces, gauntlets, and AFOs; every type of cast correction; all orthotic materials and supplies; three day in-house turnaround; free pick-up and delivery of custom orders—nationwide.

*For more information, email [Melinda@klmlabs.com](mailto:Melinda@klmlabs.com), call 800-556-3668, or click here.*

*Continued on page 136*

## MTI's 450W Quad Power Chair

Medical Technology Industries (MTI) is proud to showcase their 450W Quad Power Podiatry/Bariatric Chair. This chair provides the comfort and strength your patients deserve, with a 30" width, 19" entry height and 800 lb. capacity. The bariatric chair offers four user-programmable settings to assure rapid movement into upright, contour, flat, and trendelenburg positions. The plug-n-play arm and foot splines offer the convenience of switching out arms, leg wrap supports, vision blocks and more.

- DC Quad-Power: lift, back, tilt & foot
- Height: 19-30.5" or 21-37"
- Width: 30"
- Backrest: tapered
- Weight Capacity: 800 lbs.
- Controls: foot or hand
- Programming: 4 programs & auto return
- Headrests: 11 articulating or 2 non-articulating choices
- Velcro Upholstery: seamless or designer
- Arms: floating, bed rail, back



- rail or seat rail
- Legrest: knee break w/9" extension
- Base: standard, 340° swivel or mobile choices
- Frame: all-steel
- Accessories: Vision Block, Shoe Tray, Mayo Tray, Leg Wrap, IV, Light Mount & Restraint Straps

If you buy a 450W Bariatric Chair, you will receive a free stool or light. This offer is available from September 1, 2017 to December 29, 2017. Visit <http://www.mti.net/podiatry>, call 877-708-6033, email [sales@mti.net](mailto:sales@mti.net), or click here for more details.

## The Richie AeroSpring Bracing System<sup>®</sup> Is Now Available from Allied OSI Labs

Allied OSI Labs, a leading custom orthotics lab and premier Richie Brace<sup>®</sup> distributor, is one of the first labs to make the new **Richie AeroSpring Bracing System<sup>®</sup>** available to podiatrists.

The Richie AeroSpring Bracing System<sup>®</sup> offers new options for podiatrists who commonly prescribe walking boots for challenging musculoskeletal conditions of the lower



extremity. The new brace provides 4 pathology-specific systems including:

- **AeroSpring Achilles Offloading System** ~ Achilles tendon rupture and tendinopathy
- **AeroSpring Plantar Fascia Offloading System** ~ plantar heel pain
- **AeroSpring Midfoot Offloading System** ~ degenerative arthritis of the midfoot joints
- **AeroSpring Dropfoot Stability System** ~ dropfoot

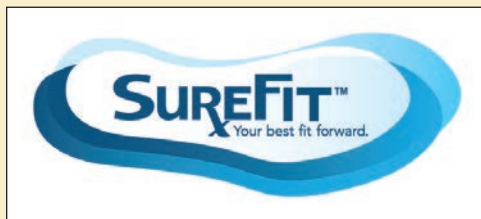
Podiatrists often find that patients are not compliant in utilizing their prescribed walking boots—a problem that is likely to improve with the Richie AeroSpring Bracing System<sup>®</sup>.

Unlike walking boots, the Richie AeroSpring is lightweight, making it easier for patients to walk naturally while they are healing. It also decreases the chance of pain in the knees, hips, and spine that is com-

*Continued on page 137*

## SureFit Launches New ecommerce Site

**SureFit Lab** has launched its new ecommerce site at [SureFitlab.com](http://SureFitlab.com). This online store gives practices access to over 300,000 products that can be delivered to your practice in a timely and cost-effective manner. Your practice will be able to access our full line of custom and off-the-shelf bracing as well as the nation's largest stocked diabetic shoe selection.



[SureFitlab.com](http://SureFitlab.com) will also provide access to training and reimbursement data. Your practice will be able to access the site's Medicare billing information, training videos, and Medicare shoe compliance information.

*Please log on today to activate your account. For more information, please log onto website, email [sales@surefitlab.com](mailto:sales@surefitlab.com), or click here.*

monly found in patients wearing walking boots. Patients are also able to drive, which is something they are unable to do when wearing the walking boot.


The Richie AeroSpring is the perfect “marriage” of a custom foot orthotic and an ankle brace.

Practices can also expect to see favorable reimbursement as the brace is PDAC-approved.

For more information, call 800-444-3632, visit <https://www.aolabs.com/products/richie-brace/richie-aero-spring-bracing-system>, or click here.

## **Brown & Brown Insurance: Providers of Quality Products and Knowledgeable Advisors to the Podiatric Industry**


**Brown & Brown Insurance** is a proven national leader, ranked 6th largest Independent Insurance Intermediary in the U.S and ranked seventh in the world by Business Insurance Magazine. Their specialists not only provide you with a tailored product specifically designed to meet the needs of the podiatric physician but also provide exceptional service. Their strong partnerships enable



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them to bring you options which best fit your needs based on your practice profile and location at the lowest available price. Each of their Insurance carrier partners is A—A+ + rated by AM Best.

Many DPM’s are overwhelmed with administrative duties and ever-changing compliance regulations, and often do not have the time to consider each of their insurance options. “Brown & Brown and their experienced specialists,” says a company spokesperson, “are knowledgeable professionals engaged in the industry so they understand your needs, wants and frustrations. This understanding allows us to bring the solutions you are in search of when

### SPOTLIGHT ON AMERX

## Preparing for Dry Winter Skin: AMERIGEL® Care Lotion



Leaves are changing and cooler air is beginning to blow in. As the temperatures continue to drop, podiatrists across the country are sure to see a rise in the number of patients seeking solutions for dry, cracked, and irritated skin. Choosing the right moisturizer for your patients, particularly those suffering with diabetes, is key to providing the relief they need.

**AMERIGEL Care Lotion** has been trusted by medical professionals for over 20 years to rehydrate and soothe dry, irritated skin. The fast-absorbing, non-greasy formula is recommended for daily diabetic skin care, and unlike other products on the market, is safe to use between the toes without causing maceration.

AMERIGEL Care Lotion is available in two sizes—16 oz. bottles with pump top, perfect for in-office treatments, and 6 oz. tubes for dispensing direct to patients—and backed by a patient-direct

100% money-back guarantee. Contact your AMERX Health Care representative today at 800-448-9599 or click here.

## **Toe-Rific Holiday Gifts for Referring Doctors & Patients**

This Holiday season send your referring doctors and patients **Toe-Rific’s** one-of-a-kind delicious foot-



### AWESOME GIFTS for Referring Doctors & Patients

Assorted Flavors!



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- Our “one of a kind” products are always remembered!
- 10% Discount if ordered before November 25th, 2017
- Affordable - from \$8.95
- We are retiring at the end of the year, order plenty!

See all our products at: [www.ToeRific.com](http://www.ToeRific.com)

“I recommend them to everyone who wants more patients.” - Ken Jackson, Founder/CEO Top Practices



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*Continued on page 138*



themed chocolates that they will always remember!

Toe-Rific is proud to be endorsed by Rem Jackson, CEO of Top Practices, Brian Tracy, international business speaker and author, as well as hundreds of podiatrists.

Their products range from our bite-sized Petite Feet to their three-dimensional one-pound chocolate foot. All are packaged in a seasonal red gift box ready to hand out.

Toe-Rific products are affordable and begin at \$8.95. Take advantage of their special offer and receive 10% Off if orders are placed by November 24, 2017.

Check out all their products at [ToeRific.com](http://ToeRific.com) and let them take the hassle out of your Holiday gift giving, call toll-free 888-863-3663, or click here. Toe-Rific Chocolates & Candy has been providing podiatrists with creative thank-you gifts for referring doctors and patients for over 30 years.

They are taking their “victory lap” this year and will retire in January.

## Save Time, Improve Safety with New Ultrasonic Cleaner from Midmark

Your time is valuable—and having clean instruments shouldn’t be one of your worries. **Midmark Corp.** recently introduced **QuickClean™**, a new line of ultrasonic cleaners that

are reportedly 150 percent more effective than their previous units, to help save valuable time and improve instrument processing.

Using Frequency-Leap technology, the QuickClean unit disperses water evenly across the tank, ensuring used instruments are fully cleaned, no matter their placement. In some tests, cycle time has been reduced by as much as 60 percent,

*Continued on page 139*



allowing caregivers to spend more time with patients rather than cleaning contaminated instruments or waiting on a wash cycle to complete.

Three tabletop sizes and two recessed options of the QuickClean are available, providing caregivers with options to fit any instrument-processing configuration or workflow. And the QuickClean is easy to use right out of the box and offers a number of features to minimize required training and set-up, including:

- Digital LCD control panel that displays prompts.
- Options for preset or customized settings.
- Intelligent software that remembers the last cycle settings.
- Fluid sensor that ensures the bath always has sufficient water levels.

For more information on the QuickClean Ultrasonic Cleaner, visit <http://www.midmark.com/products/medical/instrument-processing/quickclean-ultrasonic-cleaners>, or [click here](#).

## HealthSmart Introduces New Stein's Consumer-Friendly Foot Care Collection

As one of the most trusted names in foot care, **Stein's** has been the leading manufacturer of professional grade, American-made foot care products for over 80 years. Made from the highest-quality materials, Stein's foot care consumer packs are designed to reduce the pain and discomfort associated with common foot ailments. Each consumer pack features an insert card that shows how to use the product and where it should be placed on the foot.



Stein's will

be selling consumer packs for the following items:

- Aperture Corn Pads/Toe Separators (6/pk)
- Corn Pads/Toe Separators (6/pk and 9/pk)
- Pre-Cut Bunion Pads (6/pk and 9/pk)
- Pre-Cut Metatarsal (Meta) Pads (6/pk)
- Pre-Cut, Kidney-Shaped Moleskin Pads (8/pk)
- Pre-Cut, U-Shaped Blister Pads (6/pk)
- Removable Bunion Pads (2/pk)

Within each product category, consumers can select from a variety of different sizes, colors, materials and adhesive or non-adhesive options. Offering a more diverse selection will give customers a greater opportunity to find the Stein's pack that fits them best.

To order, call 1-800-526-4753, email [Steins@live-healthsmart.com](mailto:Steins@live-healthsmart.com), or [click here](#).