

Allied OSI Labs Now Offers Digital Scanning for BOTH Custom Orthotics and AFOs

Allied OSI Labs for the last six years has provided foot and ankle specialists the technology to scan for custom orthotics. Now, the advanced software can also scan for The Richie Brace®.

“Technology to scan the foot has been around for many years,” said Allied OSI Labs Operations Manager Cheryl Meyer. “With the new technology, it is now possible to scan and create a 3D model of the ankle and lower leg as required for AFO products. This method is precise, efficient and cost-effective,” she explained.

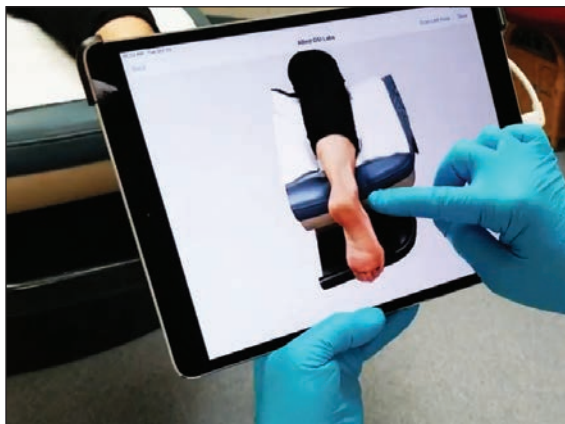
The Allied OSI Labs iPad Scanner requires no more than the hand-held iPad with a lightweight camera attachment called a Structure Sensor Camera. Purchase the hardware from Allied OSI or use your own. Once these two pieces of hardware are ob-

tained, it’s a quick and simple download from the iTunes app store to download the scanning software.

Physicians can use scanning in replacement of plaster, foam molds, and/or STS casting socks. In doing so, a practice can save, on average, \$30 per patient when factoring in the reduction of supplies needed and time savings.

Once a patient scan is complete, practitioners can send their patient’s digital casts to the lab for immediate processing. This immediate ordering process eliminates the delay of shipping, as well as the money spent on shipping casts to the lab.

“All of our custom orthotics and AFOs are available to order directly from the iPad,” said Allied OSI Labs Product Specialist Kathy DuBois. “Our



Client Service Team is available for assistance before, during and after the scanning and ordering process.”

Allied OSI Labs Practice Consultants can be reached at 800.444.3632 to answer any questions that practices may have about the Allied OSI Labs iPad Scanner. Training videos are also available on the company website, www.alliedosilabs.com or click here.

Continued on page 154

Spotlight on HighHealer: Treatment for Your Plantar Fasciitis Patients Simplified

The **HighHealer** from Active Life Solutions has emerged on the podiatric scene this year to provide simple, innovative, and cost-efficient conservative care for patients with plantar fasciitis.

Created by longtime podiatrist **Dr. Stephen Bui**, the patent-pending HighHealer is the world’s first portable 5-in-1-foot care device that combines five evidence-based treatment modalities for better compliance and effectiveness.

“For the first time, we have a device that can condition your foot with five different modalities *working at the same time*,” Bui said.

The HighHealer, which has been recommended by podiatrists, chiropractors, physical therapists and trainers throughout the world, focuses on the following critical areas for foot therapy: reducing inflammation, stretching the plan-



tar fascia ligament, strengthening the intrinsic muscles, loosening calf tightness and massaging the foot.

“Dr. Bui has created a fantastic versatile solution that can satisfy the needs of many patients,” said Nick Turner, managing director of DocShop Pro, an inventory management and supply provider for podiatric practices. “At DocShop Pro we love to make innovative products available to physicians and their patients.”

The HighHealer was launched on a crowdfunding site in August 2018, raising \$134,250 during a successful 40-day campaign that resulted in gaining nearly 1,500 backers. It is currently being sold in 47 different countries and by 13 global distributors.

Call 717-500-1257, visit www.ActiveLifeUSA.com/HH, or click here for more information.



Red, White and Bluetiful

Proud to be Made in the U.S.A., **Dr.'s Remedy** new Fall 2019 Collection is a playful palette of timeless colors that are each effortlessly chic in their own way. From the re-launch of their iconic REMEDY Red, to two future favorites—CLASSIC Cloud and DEVOTED Denim, which they describe as “must-have hues in the making”. Podiatrist-formulated with special pigments to ensure an even application and lasting color, every Dr.'s Remedy shade is vegan and 10-Free of known toxins—making them safer for children and pregnant women and an overall more gentle alternative to traditional formulas.

The Made In The USA Collection includes:

- Always Ready for Red: **REMEDY Red**, the iconic shade that NEVER goes out of style; bold, bright, boundary-pushing.
- White Done Right: **CLASSIC Cloud**, the ultimate all-around hue; a gorgeous way to highlight glowing skin well after Labor Day, this crisp, clean, full-coverage white has the wearability of a nude—while remaining totally on trend for any season.
- Bluetiful: **DEVOTED Denim**, from blue jeans to black tie; like your favorite pair of blue jeans, this versatile creamy indigo polish is both timeless and tres chic.

Every Dr.'s REMEDY® product has been uniquely formulated with organic ingredients and is enriched with biotin, vitamins, wheat protein,

tea tree oil, lavender, and garlic bulb extract (naturally occurring anti-fungal ingredients). In addition to being 100% vegan, paraben-free and pregnancy-safe—Dr.'s REMEDY is approved by the American Podiatric Medical Association.

Call for competitive wholesale pricing 877-323-NAIL (6245) or click here.

MTI's All-New 550 Podiatry and Wound Care Chair

MTI introduces the all-new 550 Podiatry & Wound Care Chair, the only ADA-complaint chair in its market. Featuring SmartTech™ and Smart Safety™ technology and industry-first power footrest extension. Call 800-924-4655, or visit www.mti.net/550.



The New eTech_Rx from KLM Labs

KLM Laboratories presents the eTech_Rx, a custom device for all patients, as an addition to an already impressive product line.

KLM Laboratories continues to help practitioners meet the ever-changing needs of podiatry with this new cost-efficient custom prescription device. The eTech_Rx is a direct-milled polypropylene orthotic featuring a 4 degree Varus intrinsic rear foot post and a simulated leather top cover. The stiffness of the shell can be modified to meet the needs

Looking For Discounted Prescription Orthotics?
Look no further than KLM's

eTech_Rx

Order with Digital Casting

Only available at elab.klmlabs.com

of each patient: flexible, semi-flexible, semi-rigid, or rigid. Requiring a digital cast of the patient's foot that is sent to the lab using eLab, KLM's secure online ordering system, the eTech_Rx demonstrates how KLM uses innovation to provide practitioners access to cutting-edge technology and delivering “Quality in every Step.” Call 800-556-3668, visit www.klmlabs.com, or click here.

Podiatrist Becomes First to Own FDA-Cleared Laser Technology for Pain, Surgery, and Fungus

David Zuckerman, DPM and CEO of Zuckerman Future Technologies, is the first podiatrist to own FDA clearance for the **Remy**, a Class IV Laser. The Remy is cleared for patient treatment of pain/inflammation for conditions such as Achilles Tendonitis and plantar fasciitis. It is also cleared for surgical procedures (e.g., wart removal, non-surgical mosaic warts, toenail micro-drilling, etc.). Finally, The Remy provides treatment for onychomycosis as well.

Zuckerman Future Technologies is a direct importer of The Remy. With this model, Dr. Zuckerman has created a unique way to keep the price an incredibly competitive rate for fellow podiatrists. “When I can keep my costs down, everybody

Continued on page 155

SPOTLIGHT ON AMERX

AMERX Health Care to Offer Hands-On Protocol Building Workshops

AMERX Health Care has partnered with international speaker, author, and practice consultant Holly Burkman to offer **Building Your Protocols: A Hands-On Workshop** in various locations across the country. This fast-paced, interactive session is designed to help podiatric physicians and practice managers develop an effective set of protocols, ready for immediate use following the workshop.

In each **FREE** workshop, Holly will lead a small cohort of participants—no more than 20 per session—in the process of efficiently and correctly developing the right protocols specific to

their practice’s individual needs. Attendees will learn the steps to replicate the process of developing lucrative, time-efficient, in-office protocols designed to streamline practice management, boost positive patient outcomes, and encourage practice growth.

Building Your Protocols workshops will be hosted across the country with new sessions added to the calendar regularly. *For more information on upcoming sessions or to secure your seat at one of these exclusive events, register online at AMERXHC.com/protocols-workshop today, call (800) 448-9599, or click here.*

wins—including the patient,” said Zuckerman. “Podiatrists shouldn’t be expected to pay over \$20,000 for technology that achieves results. The Remy is not even \$15,000 and works just as well, if not better, than competing technologies.”

Call 856-229-2939, visit www.zuckermanft.com, or click here.

Medi-Dyne® Receives APMA Seal of Acceptance for Tuli’s® X Brace®

Medi-Dyne, a leading producer of innovative pain prevention “Products that Keep People Moving™” announces that it has earned the American Podiatric Medical Association (APMA) Seal of Acceptance for its recently acquired and patented **X Brace** product.

The X Brace delivers immediate relief from heel pain due to ailments affecting millions of people each year. Proven effective by athletes and heel pain sufferers worldwide, X Brace provides a comfortable, low-profile, pain-relieving solution for previously hard-to-treat circumstances such as wearing flip flops, sandals, or when walking barefoot.

Each product that receives the Seal of Acceptance undergoes a rigorous review by a team of podiatric physicians to ensure it promotes foot health. “We are pleased to have received the APMA Seal of Acceptance. It solidifies what we and the users of the product already know: the X Brace works,” stated Craig DiGiovanni, Vice President Sales &

Marketing, Medi-Dyne.

For more information, visit www.medi-dyne.com or click here.



New B2Splint™ from PediFix—Patented Toe Spacer/Toe Crest Combination

The **PediFix** Footcare Company introduces a new treatment option for bunions, hammer and crossover toe deformities, pre-op, post-op or

Continued on page 156

non-operatively. The **B2**—short for Bunion and 2nd toe—was developed by Jeff DeSantis, DPM of Cambridge Foot & Ankle Associates in Southern California. “There is such a need for this device to separate, align and support deformed toes—we’ve been dispensing them with great results and satisfaction,” he stated. “We’re pleased to work with PediFix to ex-

pand availability to podiatrists and their patients”. “This is a helpful innovation in forefoot care,” says Jon Case, President of the long-time industry supporter and 5th generation family of foot specialists, founded in 1885. “It provides patients with relief from multiple conditions and is already a popular new addition to our Visco-GEL® range.”

The B2Splint is available Right or Left, Small and Large, fitting shoe sizes 5-9 and 9+, to doctors and patients now, and from leading industry distributors and referral via the firm’s nationwide retail network soon. *To order, get more information or a free sample, call 800-424-5561, FAX 800-431-7801, email info@pedifix.com, or click here.*

Prefabricated Orthotics: An Essential Tool in the Modern Day Podiatry Clinic

Prefabricated orthotics are an essential tool in the modern day podiatry clinic. Couple this with ever-more savvy patients and the wide availability of devices on sites like Amazon, and it’s clear that offering your patients a cost-effective, instant treatment option adds value to the patient experience and your reputation.

MD Buying Group has partnered with the UK’s leading prefabricated orthotic manufacturer to offer you exclusive devices that are not available online to patients. This versatile new range offers devices to treat specific conditions such as PTTD, Achilles Tendonitis, plantar fasciitis and hallux rigidus.



Enabling you to deliver instant functional control in OTS devices, Alleviate EVOLVE devices with EVA wedges are a great solution; and for high-end semi-bespoke control choose SELECT, an injection-molded polypropylene orthotic shell and a comfortable, controlling sporty top cover. All you have to do is decide on the rear foot control you want: 2, 4 or 6°.

MD Buying Group is the exclusive U.S. distributor of HealthyStep Products. Visit us today to find out more, offer your patients instant solutions in the clinic with reliable and well constructed orthotics. <https://mdbuyinggroup.com/healthystep> and save 20% with product coupon BX20, or click here.



Improve Patient Care and Practice Revenue With Neuropathy Light Therapy Treatment

An estimated 20 million people in the country have some form of peripheral neuropathy, and there are over 100 types of this condition. There is no known cure but you can offer patients symptomatic relief with light therapy; i.e., you can help patients experience significant relief from the pain, tingling, numbness, inflammation and swelling which often occur with diabetic, statin and chemotherapy-related peripheral neuropathy.

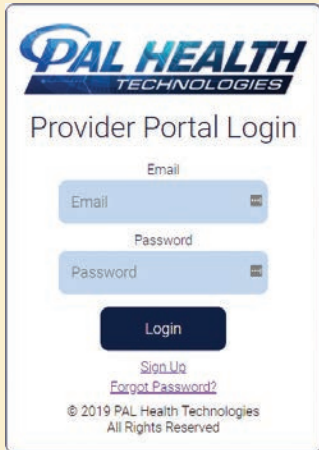
Light therapy features a combination of red and infrared LEDs that are utilized to maximize the impact of the photons of energy, thus stimulating the release of nitric oxide and production of ATP, which leads to vasodilation; the vasodilation creates increased blood flow, bringing oxygen and nutrients to impacted cells.

Energia Medical’s Healthlight™ line of light therapy products, inspired by Nobel-prize-winning science and backed by years of research, is FDA-cleared and built in the U.S. You can treat patients in-office with Energia Medical’s Clinical Line or you can sell at-home treat-

Continued on page 157

**PAL Health Technologies
Set to Release Its
New Provider Portal**

PAL Health Technologies is currently putting the finishing touches on their new **PAL Provider Portal**, for release August 2019. This is an online tool where providers can submit new orders, re-order, search, view current order status, and much



more. In addition, shipment tracking numbers and tracking links are attached to each order, providing their clients complete, start-to-finish transparency. "Here we are able to visibly demonstrate our best-in-class turnaround time of five days or less in-house," says PAL CEO Dr. Aaron Rossi. "We at PAL know that efficiency and patient satisfaction are two of the most important facets of running a successful practice. We won't stop there; phase two plans are in place to offer payment processing through the portal by integration with our new accounting software."

PAL's Provider Portal reflects the lab's desire to "break the mold" and leverage technology to provide a top-tier level of service for their clients. "We look forward to the release of the PAL Provider Portal," adds Rossi, "and helping to streamline your practice and improve efficiency."

For more information, please contact Nick Bohannon at n.bohannon@palhealth.com to get started or click here.

ments with their Express Line. Each device automatically turns off after the 20-minute treatment, and can be used with other treatment modalities or as a standalone.

Call 860-707-4220, email at Rob@energiamedical.com, visit www.EnergiaMedical.com, or click here for more information.

**Formula 7® Rapid Microgel® for
Interdigital Maceration**

Maceration is defined as the softening and breaking down of skin resulting from prolonged exposure to moisture. It was first described by Jean-Martin Charcot in

1877. Under normal circumstances, epidermal tissue forms an effective barrier against the insult from our external environment.

Prolonged exposure of the skin to excessive moisture can result in acute maceration. The outer, flattened layer of epidermal cells becomes rehydrated, causing swelling, and the bonds between the tissue planes weaken. This drastically alters their ability to withstand damage, particularly interdigital friction. Skin pH is normally 5.5-5.7, which protects against pathogenic bacterial colonization (Anthony, 1993). By contrast, an alkaline environment reduces the body's defense mechanism. In severe cases the outer layer of the epidermis is stripped away, exposing the fragile germinative layers. This causes pain and increases the risk of damage and significant secondary infection from bacteria and fungi, which multiply in the moist, protein-rich medium.

Formula 7® Rapid MicroGel® is formulated to address the cause of macerated tissue rapidly. Formula 7® Rapid MicroGel® is formulated with antifungal and bactericidal ingredients, penetration enhancers, and cosmetic astringents. The Active Pharmaceutical Ingredient (API) is tolnaftate. Formula 7® Rapid MicroGel® is indicated for 11 fungi.

To appreciate the full range of organisms that the formulation inhibits call Tetra at 800-826-0479 and ask for the Formula 7® Rapid MicroGel® Organism Summary or visit www.TheTetraCorp.com or click here, and explore the Physician Portal.

Formula 7® Rapid MicroGel® is so unique, there is a patent-pending.

