

Invention of FS6® Compression Foot Sleeve Creates Whole New Market... Leads to Broad Technology Applications in Orthopedic Care

By Debbie Shannon

ING Source, Inc., founded by Dave Higgins, well-known inventor and product specialist in sports and health care, launched the FS6 Compression Foot Sleeve just over three years ago. This new method of treating and reducing the pain associated with plantar fasciitis and edema has sold over 3,000,000 units worldwide. Higgins accomplished this by leveraging friends and partners from his past career, a business life that includes being recognized as the creator of the diabetic sock marketplace, and other contributions of products and programs for the podiatry market through his associations with clients in the industry.

The FS6 is dispensed by over 1,000 DPM's worldwide. Many more are recommending this product, helping to make it the #1 selling sports brace in the USA running specialty market, according to *Leisure Trends*.

Higgins said, "I knew this new technology would be accepted, but honestly I did not expect such a response. The FS6 had initial success in the USA podiatry market through a co-brand distribution agreement with a leading podiatric splint company, but since November of 2014 it has been sold only under its healthcare brand OrthoSleeve, which offers other successful products now for the calf, knee, thigh, elbow, and wrist.

According to Higgins, "Our success is reminiscent of the experience that Dr. Douglas Richie, DPM and I had in the '90's when we started making socks with specific features for diabetic patients. Now the diabetic sock market is over \$300M and the majority of products do not serve the diabetic community well. With FS6, we have unmatched technology, but sadly, even reputable companies are making efforts to benefit from this market creation with ineffective products."

According to Higgins, the OrthoSleeve line was not intended as a replacement for other devices for foot and ankle care. "Our intent was to offer an adjunct to night splints, orthotics and other podiatric treatments. We supplement treatment to the patient and income to the podiatrist. The technology is called Compression Zone Technology®, whereby sections (zones) of the sleeves vary in gradient compression from light to firm (10-15 mmHg to 20-30 mmHg), each zone with its own specifically designed function. The evidence of success is in the response from patients, athletes, practitioners and people all over the world, from all walks.

From a more evidence-based perspective, from a white paper written by Dr. Roy Lidtke, DPM, FACFAOM:



Neuromuscular adaptation is often described as the role that stimulation (compression in this case) of the afferent nerve fibers in the joint capsule and ligaments has on proprioception and function of the muscles involved with the joint segment. This research suggests that wearing devices such as the FS6 produces a heightened neurological stimulation that in turn produces a feedback mechanism to the muscles allowing

them to adapt more efficiently near their physiological resting length. With proper function of the muscles, the joint segments would function at a level reducing any excessive segmental biomechanical loads across the tissues allowing for normal physiological healing.

According to Dr. Ben Pearl, DPM of Arlington Foot and Ankle, "I was an early adopter of the FS6 sleeve as I developed my own case of plantar fasciitis and found an immediate slight

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reduction in pain on wearing it, with my first steps in the morning. When I can look a patient in the eye and tell them I have benefitted from the product I am recommending, they have that much more confidence in what I am telling them."

ING has also designed a program that offers different ways to do business. It is called *Podiatry Partners* and it covers direct purchase, as well as no-inventory.

Dave Higgins unapologetically states, "It is not our goal to grow by denigrating competitors, but we took great pains and expense to create the FS6 concept. We are careful with its manufacturing, using only the highest possible quality materials, process and machinery, subjecting ourselves to FDA scrutiny. We just offer caution to the patients and the podiatrists about other imitating look-a-likes. The FS6 truly has a controlled technology inside the knitting. The application of high compression in products by brands and/or companies that are NOT compression experts is risky at best."

For more information, call 877-647-0386, visit www.ingsource.com, or [click here](#).