

THE MED SUPPLY LINE

A publication of ACO Med Supply, Inc. • Volume 4 Issue 01



**HEROES IN
HEALTHCARE**
A Closer Look

**OA NANO
KNEE BRACE**
*The World's Lightest
Knee Brace*

EXOS
*A Breakthrough in the
Treatment of Upper
Extremity Fractures*

NEW LOOK.
Renewed Commitment.
Rebranding of ACO Medical Supply



aco
MED SUPPLY

A publication of ACO Med Supply, Inc.

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CONTENTS

| | |
|---|-------|
| New Look. Renewed Commitment | 3 |
| Rebranding of ACO Medical Supply | |
| Heroes In Healthcare | 4-5 |
| ACO's Initiatives | 6-7 |
| Continuing Education Rehab Division | |
| OA NANO Knee Brace | 8-9 |
| Exos | 14-15 |
| A Breakthrough in the Treatment of Upper Extremity Fractures | |



THE MED SUPPLY LINE is an inside look at how orthopaedic products are making a positive difference in quality orthopaedic care. This publication, produced by ACO Med Supply, is designed to educate and inform orthopaedic surgeons, practice administrators, purchasing departments, physical therapists, and athletic trainers. The information contained in this publication is not intended to replace a physician's professional consultation and assessment. Please consult your physician on matters related to your personal health.

SUCCESSFUL PARTNERING

Managing the inventory in a large orthopaedic surgery practice is more important today than it ever has been. Insurance carriers are reimbursing less and we all are looking to find ways to improve our bottom line. Partnering with ACO Med Supply has helped us do that. ACO Med Supply has helped Greensboro Orthopaedics by streamlining our ordering, controlling inventory, ensuring rapid delivery, offering the highest quality braces in the market and by being a valued consultant to our physicians and therapists.

The OrthoTrack system ACO Med Supply offers is an integral part of our inventory management. We are easily able to create and track purchase orders, know our inventory levels and receive alerts on low stock, and run a variety of reports regarding our DME inventory at the click of a button. The functionality of the system has made the managing of our DME very efficient and cost effective (first year savings of \$75,000); something that we could never have achieved with a manual system. I have become a true believer in having an inventory tracking and ordering system and OrthoTrack has exceeded our expectations.

ACO Med Supply is a valued partner with a wide breadth of products. From the DJOglobal and DonJoy lines to complete med-surg and physical therapy/rehab supplies, they are able to handle all our needs. The level of DME knowledge they offer is the best in the market. They understand DME billing and we consult with them to keep up to date on the frequently changing Medicare rules and regulations.

ACO Med Supply offers us a wide selection of the highest quality products with an outstanding inventory system. They back those qualities up with invaluable market knowledge and service. These are the reasons we have partnered with them and they have helped improve our bottom line.



John S. Nosek, MPA, CMPE
Executive Director,
Greensboro Orthopaedics



aco
MED SUPPLY

NEW LOOK.

Renewed Commitment.

Rebranding of ACO Medical Supply

Two thousand twelve is continuing to be a significant growth year for ACO Med Supply. While undertaking an exciting rebranding venture, ACO Med Supply is staying focused on what makes them succeed, their relationships with their key customers, physician partners, office administrators, and DME coordinators, as well as their vendors and employees. With the current emphasis on “New Look. Renewed Commitment.” ACO Med Supply continues our pledge to meet and exceed customers’ expectations, by maintaining timely shipping, helpful customer service and offering broad and extensive product lines with knowledgeable sales representatives to back them up. ACO Med Supply’s goal is to be the largest and best supplier of post-operative orthopaedic care in the country, striving also to become an educational resource for athletic trainers, physical therapist and physician practices alike.

Benchmarking our previous 17 years, we have learned that we do well when our customers are doing well. With the changes in Integrated Delivery Networks (IDN’s) and Group Purchasing Organizations (GPO’s), and the focus on Accountable Care Organizations (ACO’s), we have reviewed opportunities for value-based contracting strategies. Striving to increase product availability, assisting our customers to reduce overall inventory costs, and helping them to find ways to improve patient outcomes, we stand ready to share

responsibility for controlling medical costs. Building our relationships with our physician partners has allowed us to continually improve on best practices and to integrate opportunities to help our customer show return on their investment with ACO Med Supply.

Through educational events, such as “The Play It S.A.F.E. Concussion Management”, CEU’s will be offered to customers as we strive to be more valuable as a provider for your supply needs and partner to your practice.

“New Look. Renewed Commitment.” You’ll be seeing this tagline frequently over the next year as it embodies ACO Med Supply’s pledge to our customers, vendors and employees. Additionally, I am proud to unveil our new logo as part of our anniversary celebration and rebranding process. The last few years have been fast-paced, rapidly changing and exciting for ACO Med Supply and our customers. We expect to continue this level of activity during the coming months and years as healthcare is going through significant changes. We believe that the strength and value in our relationships with our customers and vendors will lead to our mutually successful future.

*-Stuart Ross
President, ACO Med Supply*



A Closer Look at ACO's

HEROES IN HEALTH+CARE

Mike FLOYD

The Med Supply Line has launched this new segment, Heroes in Healthcare, to praise chosen nominees for their involvement in the healthcare field and their passion for making a difference.

The first Healthcare Hero, Mike Floyd, was debuted in our last issue, Volume 3, Issue 4. Mike is dedicated to fundraising for cancer research after the passing of his wife, Kathy, from endometrial cancer in 2010.

Mike shared his story with us about his rally around cancer research and his development of Kathy's Krew, made up of friends and family of Mike and Kathys. Their plan is to educate the community on living a healthy lifestyle which includes regular physician checkups. In Kathy's memory, Kathy's Krew ran Disney's Half Marathon and plan to run other 5 and 10ks in her honor.



Donations can be made to Nancy Katherine Floyd's fund at www.relayforlife.org, or through the Blumentahl Cancer Center at Carolinas Medical Center.



Combining Therapies *for* Better Outcomes

Triton DTS

- Multiple table adjustments provide ideal positioning
- Graduated static, intermittent and cyclic tension options closely mimic the feel of hands-on therapy



Genisys Transport Laser

- Fully functional device with independent control over all parameters
- Choice of 8 interchangeable Laser Diode and Cluster Applicators with power ranging from 100mW-1440mW



Dr. BOUDREAU

Dr. Yves Boudreau, Orthopaedic surgeon at Shelby Bone & Joint Clinic in Shelby, NC made his first trip to Nicaragua Orthopaedics Overseas in 2006 and he has returned every year since then. Orthopaedics Overseas is a division of Health Volunteers Overseas, a charitable organization based in Washington, DC with the mission to improve healthcare in developing countries by teaching the local physicians. Dr. Boudreau is a volunteer surgeon who enjoys traveling to host countries to teach the local surgeons and residents, surgeons in training. "I prefer this approach because it allows you to cooperate and exchange with the local surgeons instead of pushing them aside to do a marathon of cases in a week" says Dr. Boudreau, "Health Volunteers Overseas is not about shipping materials, it is about teaching." In orthopaedic surgery, you need equipment to be able to teach and perform cases. It became obvious to Dr. Boudreau after his first trip that there was a huge need for material help, so he started looking for orthopaedic instruments and equipment to ship. Since the only reasonable way to ship heavy and bulky items is by container, he had to find enough items to fill one. He found that the



U.S. healthcare system generates a lot of turnover of good equipment, so he started collecting various supplies from hospitals and orthopaedic company donations. This year, ACO Med Supply provided a huge donation of braces and various other supplies, which are in great need in Nicaragua and typically difficult to find as donations. "This opens up a whole new topic for teaching the residents, since they have not had access to these types of materials in the past" explains Dr. Boudreau, "for example, since ACO donated a large number of fracture braces this year, I will be able to give a lecture on fracture bracing and they will learn a new skill which will be very appropriate for their environment." Most of Dr. Boudreau's time in Nicaragua is spent at Hospital Escuela Antonio Lenin Fonseca, a public hospital that treats the poor, and is the main trauma center for the entire country. The orthopaedic surgeons on staff at Lenin Fonseca are highly qualified and have been great stewards of the materials sent each year.

If you would like to make a donation to Health Volunteers Overseas and to Dr. Boudreau's mission to Nicaragua, contact ACO Med Supply. Your donations will go to public institutions so that everyone in need can benefit.

These stories inspire everyone at ACO Med Supply and we want to continue to spread these inspirational stories of our community's Healthcare Heroes. If you know anyone in your life who is dedicated to helping others, please contact ACO at info@acomedsupply.com or visit our website and tell us why you consider them a Healthcare Hero. Nominees are chosen for an article in a future publication of The Med Supply Line, as well as featured in a special section on the ACO Medical Supply website.

REHAB DIVISION OF ACO

As a premier orthopaedic specialty distributor, ACO Med Supply is one of the largest and most respected DonJoy distributors in the United States. Covering North and South Carolina, Virginia and Georgia, ACO Med Supply currently distributes products from over 200 manufacturers.

Our success and status within the orthopaedic market led to a product expansion in 2009 that now includes physical rehabilitation equipment and supplies. Today, our diverse customer base consists of physical therapy clinics, athletic training centers and long-term care facilities.

We have a specially trained staff which offers personal, on-site and technical support to physical therapists, occupational therapists, athletic trainers, and other rehabilitation professionals. ACO represents the industries' most reputable manufacturers and the broadest choice of quality rehabilitative equipment and supplies at competitive prices. We are committed to bringing our customers the latest technology, while keeping you informed of advancements in our industry and on our rehabilitation product offerings. For more information, call your local ACO sales representative or 1-800-351-8006.

ACO REHAB MANUFACTURERS

Armedica

Biodex

Chattanooga Group

Clinton

Cramer

Game Ready

Hausmann

Kinesio Tape

Nautilus

NuStep

Scifit

Sports Art

SPRI

TheraBand

Whitehall

BSN medical

Delta Solutions

Complete Therapy Approach for Orthopedic Injuries
Trusted Brands. Trusted Quality. Trusted Solutions.

NEW Delta-Dry® Stockinette

- Water Resistant
- Maintain Daily Hygiene
- Standard Casting Application
- Revenue Generator



Delta-Lite® Conformable

For a complete solution pair with Delta-Dry® Padding



Delta-Lite® Plus

NEW Delta-Cast® Vacuum

- Designed by Orthopedic Technicians
- 2 Year Warranty
- Adjustable Tray
- Hose Storage Compartment
- Cost Effective



For a complete solution pair with Delta-Cast® Cutter

BIODEX FALL RISK SCREENING AND CONDITIONING PROGRAM



With the addition of the rehab division, we have teamed up with Biodes to focus on Long Term Care Facilities and Fall Prevention. Falls are the leading cause of injury deaths among people 65 and older and reducing the incidence of falls is a key focus with administrators in residential, assisted and skilled nursing facilities.

This is where ACO Med Supply can help. We are the local distributor for the full line of Biodes equipment in North Carolina, South Carolina and Southern Georgia. In our continuing efforts to provide the best care, we are excited to work with Biodes to offer a well-designed Fall Risk Screening & Conditioning Program designed to improve balance, strength and overall mobility. This program allows you to focus on what matters most, the safety of your patients

The Biodes Balance System SD is an integral component of the Biodes Fall Risk Screening & Conditioning Program, used to both test and train older adults. A simple two-minute test can accurately identify those likely to fall; candidates at risk can enter the program, utilizing the evidence-based protocol to strengthen muscle and improve balance essential for independent mobility.

BIODEX CONCUSSION MANAGEMENT PROGRAM

The Biodes Concussion Management Program is a complete "turn-key" solution to diagnose and manage concussions in a Plug-and-Play format. The comprehensive Varsity and Pro packages provide users with best practices tools, education and support.

Objective balance testing is critical

Research shows that athletes demonstrate decreased stability up to three to five days post injury. This can be the result of ineffective use of one or more of their sensory systems. Signs and symptoms will vary following head trauma. With some individuals, signs and symptoms may resolve immediately after a mild head injury (MHI) while others have persistent symptoms. In either case, the recovery period related to MHI appears to coincide with recovery of postural stability as well as normalization of eye-head coordination and return of cognitive function.

Benefits of the Biodes Concussion Management Program

- Evidenced-based protocol facilitates medically supported "return-to-play" decision process.
- Ongoing education and support with print-on-demand protocols, graded symptom checklist and



educational materials round out the program and keep you up to date.

- Play It SAFE® Algorithm and Sideline Assessment offers guidelines for on-field RTP decisions for coaches, ATC's and team physicians.
- Instrumented objective balance testing utilizing the Biodes Balance System SD or the Portable BioSway allows quick and objective comparison of preseason baseline to post-injury results.
- HIPPA compliant post-injury Summary Report shows status, progress and outcomes of tests.

For an on-site demonstration or more information, contact Rob Bowen 704-749-6292 or 1-800-351-8006.

OA NANO®

The World's Lightest Knee Brace

According to the Arthritis Foundation, Osteoarthritis of the knee is the number one cause of disability in the United States with over 14 million Americans suffering with some form of this progressive disease. Managing the pain is a challenging task for both the patient who is suffering and the physician who is seeking to find ways to relieve the pain. In many cases, OA knee pain is relative to what the patient feels and is hard to truly understand. The treatment protocol in the various stages of OA - from mild, moderate and severe - can range from over-the-counter NSAIDs to Total Knee Arthroscopy - replacement (TKA). Every year in the United States alone, more than 300,000 knee replacements are performed. The focus of finding reliable solutions to offset surgery, prolong activity, and provide effective pain relief are centered around patient comfort and compliance.

This basic recommendation of weight loss and continued movement can be difficult when a patient suffers from OA knee pain and instability. Over-the-counter NSAIDs can provide temporary pain relief, however they will not provide the necessary stability combined with the pain relief that results when also using an OA knee brace. Compliance can often be an issue and lead the patient to choose the suffering of knee pain in lieu of a bracing option.

DonJoy, the world's most innovative manufacturer of braces and supports, has addressed this serious problem with an effective solution. Recently launched at the American Academy of Orthopaedic Surgeons, (AAOS), was the groundbreaking OA Nano®, the world's lightest off-

loading brace for patients with mild to moderate osteoarthritis ("OA") of the knee, incorporates new generation nano magnesium alloy. At only 14 ounces, the OA Nano® provides the light weight of regular magnesium with the strength needed to leverage DJO Global's clinically proven OA Adjuster technology and offers arthritis pain relief on the off-loading side. "The combination of these lightweight and functional technologies results in an OA brace that takes patient compliance to a higher level," said Steve Ingel, Senior Vice President, General Manager of DJO Global's Bracing & Supports business unit. The OA Nano® is a low profile, lightweight solution that is designed for people to stay active and move freely, making patient compliance a reality. It's also ideal for the many patients who have had

some sort cartilage or meniscus repair in their lifetime. With over 43% of cartilage or meniscus repair procedures leading to OA of the knee within ten years, this will be an excellent choice to remain active while providing stability and relief.

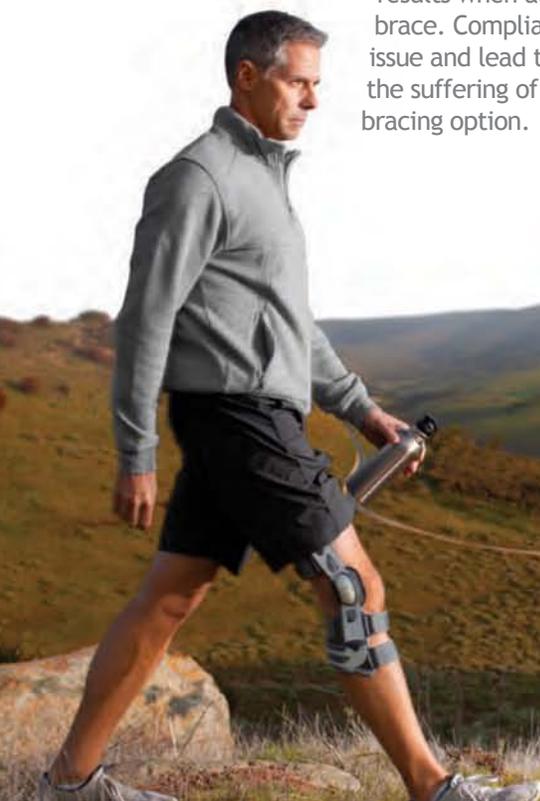


"This is the best thing I've ever had on my leg. I feel pain relief but I don't feel the brace".

—Tom, 62
High School Football Coach

"It's amazing how stable I feel. It's like I have my leg back and I don't even feel the brace."

—Shane, 64
Philanthropist



Dependable Offloading

New world material nano MAG™ (loading side) provides strength when offloading

Unlimited Comfort

Malleable magnesium frame allows cuff adjustment and delivers patient compliance

Stays in Place

Contoured design enhances brace suspension for various levels of activity

Clinically-Proven[®]

DonJoy's Adjuster™ technology offloads a little—or a lot

Light as Air

Material science collides with innovation to create functional comfort in a lightweight design. The flexibility of the magnesium frame allows for an intimate fit while the revolutionary nano MAG material provides strength to offload and provide pain relief. OA Nano, for mild to moderate OA is designed for people to stay active and move freely, making patient compliance a reality.



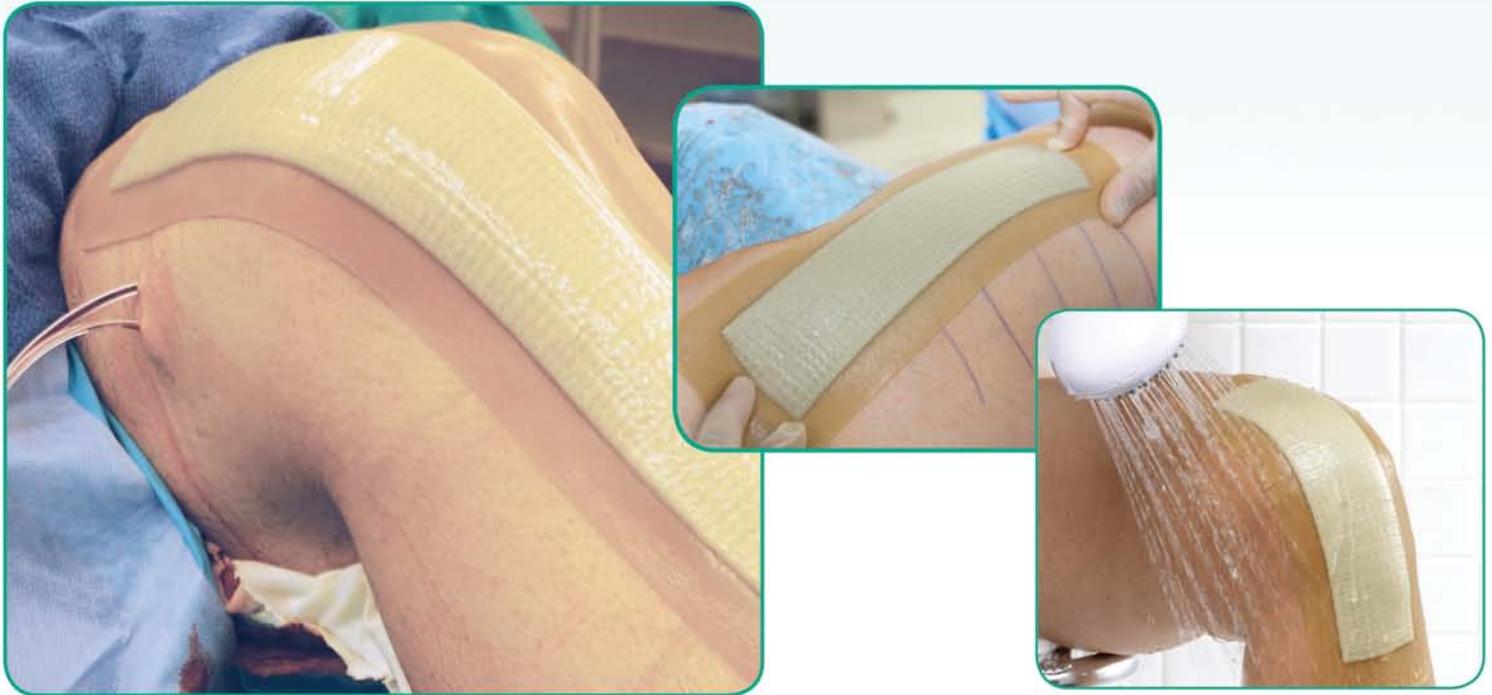
DONJOY™

Mighty. Light.

Powered by nano MAG and DonJoy's Adjuster technology, **OA Nano** is the world's lightest functional OA knee brace available, so your patients can keep moving forward.

 **DJO™**
GLOBAL

The right dressing **can** make a difference.



AQUACEL[®] Ag SURGICAL cover dressing provides the following benefits:

- ✓ Antimicrobial Protection¹⁻³
- ✓ Skin Friendly
- ✓ Comfortable and Flexible
- ✓ Waterproof*

*When dressing remains intact and with no leakage.

Dressings can impact your clinical outcomes.

A prospective comparative evaluation was conducted involving 428 patients undergoing total hip or total knee arthroplasty. Patients received either the hospital's then-standard dressing regimen (Mepore[™] dressing covering AQUACEL[®] dressing), or a modified dressing regimen of AQUACEL[®] dressing covered with DuoDERM[®] Extra Thin dressing (the main components of AQUACEL[®] Ag SURGICAL cover dressing), after application of a liquid film-forming acrylate. The modified dressing regimen was not enhanced by the addition of the acrylate.⁴



- a. A post-operative dressing regimen using Mepore[®] dressing covering AQUACEL[®] dressing was compared to a new dressing regimen of DuoDERM[®] Extra Thin Dressing covering AQUACEL[®] dressing after application of a liquid film-forming acrylate. A subsequent study demonstrated no enhancement of the new dressing regimen by the acrylate.
- b. Equivalent performance of AQUACEL[®] SURGICAL cover dressing to DuoDERM[®] Extra Thin dressing covering AQUACEL[®] dressing demonstrated in in vitro testing.

Choose AQUACEL[®] Ag SURGICAL cover dressing

AQUACEL[®] Ag SURGICAL

| Dressing size | For incisions up to | Total Fluid handling per dressing <i>in vitro</i> (g/24hr) ^a | Dressings per box | Code |
|---------------------------------------|---------------------|---|-------------------|---------------|
| 3.5" x 4" (9 x 10cm) | 1.5" (4cm) | 21.7 | 10 | 412009 |
| 3.5" x 6" (9 x 15cm) | 3.5" (9cm) | 37.2 | 10 | 412010 |
| 3.5" x 10" (9 x 25cm) | 6.5" (17cm) | 62.0 | 10 | 412011 |
| NEW SIZE 3.5" x 12" (9 x 30cm) | 8.5" (22cm) | 77.5 | 10 | 420670 |
| 3.5" x 14" (9 x 35cm) | 10.5" (27cm) | 93.0 | 10 | 412012 |

^aTotal fluid handling per dressing size was calculated based on testing results in Technical Report WHRI3264 TA180.

References: **1.** Jones SA, Bowler PG, Walker M, Parsons D. Controlling wound bioburden with a novel silver-containing Hydrofiber dressing. *Wound Repair Regen.* 2004;12(3): 288-294. **2.** Bowler PG, Jones SA, Walker M, Parsons D. Microbicidal properties of a silver-containing hydrofiber dressing against a variety of burn wound pathogens. *J Burn Care Rehabil.* 2004;25(2):192-196. **3.** Bowler P. Progression toward healing: wound infection and the role of an advanced silver-containing Hydrofiber dressing. *Ostomy Wound Manage.* 2003;49(suppl 8A):2-5. **4.** Clarke JV, Deakin AH, Dillon JM, Emmerson S, Kinninmonth AWG. A prospective clinical audit of a new dressing design for lower limb arthroplasty wounds. *J Wound Care.* 2009;18(1):5-11. **5.** Laboratory Test Comparison of AQUACEL[®] Surgical Dressing 'New Design' and the Jubilee Method of Dressing Surgical Wounds. WHRI3264 TA180. October 7, 2009. Data on file, ConvaTec Inc. **6.** Calculations based on raw data taken from ConvaTec Technical Report WHRI3264 TA180. 2011 Data on file, ConvaTec Inc.

Find out more information about AQUACEL[®] Surgical Dressings
call **ACO Medical Supply** at **704-921-0116**



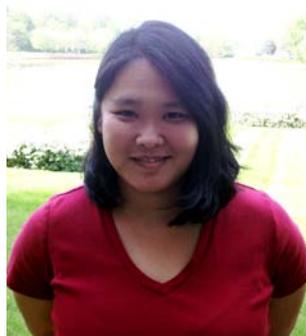
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ACO Employee **SPOTLIGHTS**

As a new addition to The Med Supply Line, we are adding a special section dedicated to employees who play an essential role in the growth, rebranding and success of ACO Med Supply. We feel that recognition is important because it creates a healthy and cohesive work environment, while encouraging teamwork, innovation and helps individuals grow and feel valued for their contributions. This employee spotlight section is an opportunity for us to acknowledge individuals who demonstrate behaviors that ACO Med Supply values.

CINDY ABE *Purchasing Manager*



Time flies when you're having fun or in this case, working a job you enjoy. For me, ten years has passed fairly quickly and I'm amazed at how far I've come since then. I remember pausing the first time I stepped into the ACO office because the building at the time (on Meacham Street) was so tiny! I have never been in an office that small and with

so few people. I was hesitant because I had been in the corporate world before that, but I decided to stick with it and here I am today!

From the warehouse to customer service, accounting to purchasing and rehab, every step has been a test filled with its ups and downs. My desire to learn and know how every piece works together has moved me all over the company and given me great insight as to how the company runs as a whole. As a purchasing agent, managing inventory is challenging as it ties directly into our daily sales. Figuring out what to buy and how much is a juggling act as customer demand constantly changes. But the rewards for meeting goals and satisfying both sales reps and customers are worth it. Knowing how my part plays out in the whole scheme of things drives me to push myself to always be better and do more.

Through it all, working here has been satisfying with the best part being the ACO family. We're not just co-workers putting in our eight hour days, but we're friends. Sure we fight, tease and yell, just like family members should but in the end we support and love each other always. It's that connection that keeps me going and happy to be here.

Contact: cindy.abe@acomedsupply.com
704-921-0116 Ext. 109

ALAN LIVINGSTON *Senior Sales Director*



What good is a sales rep that likes to hang his hat on being around for 15 years at ACO serving the same practices week to week? "What has he done for me lately?" Maybe this is the sort of question our clinicians and administrative customers are asking themselves?

I feel one of the unique products an ACO representative delivers is not just that which comes in a box, rather it is an understanding of how the orthopaedic physician's office operates...about how patients are encountered in tending to their sprains, strains, fractures and pain. While speaking of pain, check with the back office and you can hear about the cost of running a practice. So where does ACO come into play as a partner, part of the solution?

In my opinion, value is our cornerstone. How do I take my product whether new technology, cost savings, or revenue opportunities and help the practice achieve their goals? I believe this is the essence of our mission and one that I enjoy delivering each day and hopefully for days to come. Jimmy Gray, Vice President of ACO Medical Supply, expounds on Alan's sales techniques by saying, "Alan's customers have complete confidence in him, knowing that he understands all aspects of their practice. From the financial to the patient care needs, Alan is true to his commitments."

Contact: alan.livingston@att.net
803-322-0730

FAST FREEZE

Topical Analgesic

*All Natural, Fast Acting,
Non-Greasy*

As part of the recent acquisition of Bell-Horn, the Fast Freeze line of products is one of the many new products recently added to the DonJoy portfolio. Available without a prescription, Fast Freeze offers muscle pain relief, joint pain relief, arthritis pain relief and much more. It freezes your pain instantly and gives you immediate relief. Fast Freeze contains natural ingredients, such as Menthol, Camphor, Aloe, Vitamin E and Ilex and is an anti-inflammatory.

What is Fast Freeze?

Fast Freeze is a topical pain reliever used to treat sore and strained muscles by first dulling the pain with a cooling sensation and then relaxing it as Fast Freeze warms up, allowing patients to get back to their daily activities.



Applying Fast Freeze to affected sore muscles until it is absorbed will immediately relieve sore muscles and joints by dulling the pain with a cooling sensation. This effect eases your aches and soothes muscles. Perfect if you need maximum, fast relief for muscle aches, joint pain, back aches or minor arthritis.

Gels are often used by professionals because they give you a more thorough application and better coverage than sprays or roll-ons. The act of rubbing the gel into the skin also helps relieve your sore and aching muscles. Unlike other gels, Fast Freeze is non-greasy and will not stain your clothes.

Fast Freeze delivers up to six hours of cold therapy support for pain relief, exercise and training. Additionally, it increases nerve stimulation for home therapy or athletic rehabilitation.

FAST FREEZE
*is used to alleviate
the following:*

- Joint Pain
- Muscle Pain
- Simple Backaches
- Arthritis
- Strains
- Bruises
- Sprains

INTEGRA
LIMIT UNCERTAINTY

Integra® Miltex®
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Limit uncertainty with pinpoint accuracy and simplicity

For more information or to place an order, please contact ACO Med Supply or Integra Miltex.
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REFORMABLE, REMOVABLE BRACING SYSTEM
Embrace the Re-form



EXOS

A Breakthrough in the **Treatment of Upper Extremity Fractures**

Exos is the only bracing system offering patients a removable, adjustable, reformable and waterproof solution for the treatment of fractures and other injuries requiring stabilization. Exos braces address many of the issues that plague traditional fiberglass and plaster casts.

Casts have been the standard of care in fracture management for many years, but a new technology is now changing the game. Exos braces are warmed in the Exos oven and then become completely formable to a patient's anatomy. The unique 3 layer construction employs a thermoformable polymer covered on the inside by closed-cell foam and a lycra cover on the outside. The result is a great feeling, great fitting, warm brace that stabilizes the upper extremity as well as a cast. They also look great and because they're easy to clean, they stay that way.

Exos braces utilize the proprietary BOA® lace closure system which allows the device to be easily adjustable to accommodate volume changes from swelling and or atrophy. This adjustability allows Exos braces to avoid the typically associated problems of a loose cast or compartment syndrome, making the device easy to remove without the need for a case saw. The BOA® locking ring allows the device to be locked when compliance is a concern.

Exos braces are waterproof and can be worn while showering or in water sports and can be easily dried with a blow dryer. Exos products provide excellent stabilization with superior comfort for greater patient compliance.

For an in-clinic demonstration, please contact your local DJO representative or call 1-800-351-8006.

REMOVABLE

Although the Exos brace is custom fit to your patient, it can be easily removed, allowing:

- Examination of the fracture site
- Examination of a wound or an incision
- Assessment of muscle atrophy
- The ability to initiate rehabilitation therapy earlier in the healing process
- Skin and brace cleaning
- Sawless removal

REFORMABLE

The Exos brace is completely reformable, allowing:

- Modification to account for anatomical changes as healing progresses
- Sequential straightening
- One brace throughout duration of treatment
- Less material waste

Simply heat brace
in our oven for
3-5 minutes

ADJUSTABLE

Exos uses the exclusive Boa® reel and lace system for dynamic compression, allowing:

- Expansion to allow for initial swelling and to reduce the risk of Compartment Syndrome
- Tension modification for custom fit despite atrophy or changes in soft tissue
- Improved patient comfort and fit

WATERPROOF

The Exos brace is “water-friendly”, allowing:

- Patients to continue their regular daily activities such as showering
- Children to remain active
- Athletes to continue water activities
- Use of blow dryer to quickly dry brace

EASY TO CLEAN

The Exos brace is designed for improved hygiene, allowing:

- Patients to hand wash and dry as needed
- Antimicrobial treated material to reduce odor
- Brace to be removed in order to clean skin or injury site

SEE-THROUGH

The Exos brace is radiolucent, allowing:

- X-rays to be taken without removal of brace
- Clinical assessment of fracture healing without the need for re-casting



ACO Med Supply
6510 Northpark Blvd.
Charlotte, NC 28216



aco
MED SUPPLY



REACTION™
K N E E B R A C E

EVERY PAINFUL ACTION REQUIRES A COMFORTABLE REACTION

The REACTION™ knee brace is a responsive, webbed approach to anterior knee pain that gives a distinct alternative to the basic knee sleeve.

The **ELASTOMERIC WEB** is an innovative solution that provides **ENERGY DISPERSION** to the painful knee, allowing comfortable motion in a brace that actually **STAYS IN PLACE**.

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