



## ***On the Road Again***

### **One More Thing...**

For those of you familiar with Apple's new product announcements, you will recognize the phrase Steve Jobs would use to introduce his next block-busting, mind-shattering product - "**and we have One More Thing**".

Let me take this opportunity to let you know, our "one more thing" is now ready for public showing. And this time, I am very proud to say, our launch will be international.

If you don't know about Falcon Rehab's role in shaping the rehab health industry, let me digress and give you a quick overview:

In 1960, we introduced the very first commercial power pressure relieving seating system for wheelchairs - a power recline, literally liberating patients from a lifetime of being condemned to immobility.

- In 1964, we enhanced that concept and introduced the power tilt - with tilt and recline a few years later.
- When GEL was still the exception, we introduced the Gel Oventions accessory/replacement line that has now grown to over 200 product offerings.
- When clinicians told us that non-slip hardware was needed, Sta-Rite™ was born.
- When it became clear to us that leg rest design had been grievously overlooked we came up with a piston driven power design that eliminated the annoying problems that had for so long plagued therapists and patients alike.
- Raised toilet seat design had spiraled down to "cheapest to make" so we introduced a raised toilet seat that actually facilitates stable transfer from wheelchair to commode AND gave the clinician all the access needed to actually provide care.

And now, recognizing that the seismic shifts of costs and limitations in staffing needed revolutionary new thinking in pressure management, we have, once again, developed an industry-transforming product.

For those of you who will be at RehaCare (Germany Sept. 24-27) and/or the Rehab Nurses Meeting



### **And the winner is...**

Have you ever wondered how hospitals get ranked? It can be very confusing.

According to Dr. Douglas Salvador, VP of quality at Maine Medical Center (Portland, ME) they have been labeled the least safe hospital in Maine AND the safest hospital in Maine, during the same period.

Depending upon who's doing the evaluation and the criteria they're using, a good score isn't a guarantee. For example the Mayo Clinic, one of the consistently top-rated hospitals in the US, doesn't even make the top 2 in Minnesota on the America's Best Hospital website.



courtesy morguefile.com

(Anaheim Oct. 29- Nov 1) I encourage you to come by the booth and see our newest member of the Falcon / Gel Oventions Family: **Robo P.A.W.S.**

For those of you whose jobs keep you a bit more constrained, if you're interested, just send us an email to [support@gelovations.com](mailto:support@gelovations.com) and we'll happily send you a product sheet and, if you wish, schedule a facility in-service.



## Now That IS State of the Art 2014.

### Sta-Rite raised toilet seat



For most people, an inexpensive blow-molded raised toilet seat is all that is needed.

The patients who need Sta-Rite™ Raised Toilet seat are often high-end wheelchair users.

When they transfer to the toilet, they place most of their weight on one edge – often the front edge. Securely attached and stable is

Some agencies, which give out good grades, have a financial motivation to do so. If a hospital wants to use their report for marketing, the reviewing entity often charges a fee. Dr. Andrew Brotman, chief clinical officer at NYU Langone Medical Center in Manhattan, says the fees can be hefty.

"Healthgrades, charges \$145,000 to use. U.S. News is in the \$50,000 range. Leapfrog is \$12,500."

Plus which, companies like US News charges on line subscribers to access those reports. So whom can you trust?

While no system is perfect, it's a good idea to start with not for profits that have no particular agenda.

Organizations like the Joint Commission on Accreditation and state public health organizations are usually a good place to start if you're looking to find out how safe a hospital may be, but not necessarily how good.

Hospitals that take sicker patients may have higher rates of mortality and morbidity, but that doesn't necessarily mean that the facility or the staff aren't s good as an alternatives with higher "scores".

Moreover, since most patients choose hospitals based upon where their doctor of choice is affiliated, no one is absolutely certain how much of an influence hospital ratings have.

critical. These patients tend to have "bowel programs" that require access by OT/caregiver. With bowel issues, the time spent on a toilet seat can be considerable – resulting in increased pressure from sitting – with all of the complications that can arise. Appropriate, easy to clean padding is an important concern for many.

The Sta-Rite™ Raised Toilet seat was designed to:

- Have original toilet seat available for use when Raised Toilet seat is removed
- Install easily and be easily removed when original toilet seat is preferred
- Attach securely and remain stable even when weight is all on one edge of the seat
- Powder coated metal base – 500 pound capacity
- Sturdy metal base providing 6" rise above the toilet
- Access to patient on 3 sides for
  - unhindered insertion of suppositories
  - digital stimulation
  - perineal cleaning
- Optional Gel Ovarations™ Dimensional GEL toilet seat cover
- Optional arms on either side or both sides

The bottom line is this:

If you, or someone you care about, is a patient anywhere, you have to be an advocate for good care and safe be afraid to ask. If something doesn't seem right or you're not getting clear answers then ask to talk to the patient advocate or a hospital administrator.

What ultimately matters is the care you (or your loved one) receive and advocacy can play a big part in assuring the quality you want and deserve.

## HOT Flicks



Have you seen this tv star?

## A new weapon in the fight against decubitus ulcers.

- Improved patient care
- Reduced demands on caregiver time
- Safe and effective scheduled pressure relief
- Electronic documentation

Introducing the new Robo P.A.W.S.™ from the innovative team at Falcon Rehabilitation Products. In the same way the CPM machines freed up



for over ten years.

therapists and IV pumps provided precision infusion with less nursing oversight, Robo P.A.W.S.™ insures that clients who need sitting weight shifting can receive it, regardless of their cognitive level or physical disabilities.

Robo P.A.W.S.™ "brain" is a programmable system – field tested

It allows the clinician to determine

- the frequency of weight shifting
- the duration of the weight shift
- the angle of weight shift



and records each occurrence, if needed, for client documentation.

**If we can make something easier for you - give us a call.  
We'll be happy to see what we can do.**

**Gel Ovations™**  
**Real products Solving Real problems**

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