Equipment Choices
Support Surfaces & Pressure Redistribution
We Make Improving Care Easier

ProMed has the education, resources and products to help you...

Improve Care. Save Time. Reduce Costs.

We know that your facility strives to be survey-ready at all times, and we’re here to help! Professional Medical provides clinical and regulatory guidance to accompany our product lines as well as information on how regulatory changes will affect your residents, staff and facility.

Here’s a list of F-tags that correspond to key Professional Medical equipment categories. We specialize in ensuring that your facility is using our products in accordance with regulatory standards.

F-281: Compliance® SureEdge Diabetic Management Program
F-309: Clinical and Diagnostic Equipment, including Vital Signs Monitor Rental and Service Program
F-314: Health Care Equipment and Furnishings, including Bariatric Solutions and Pressure Redistribution Products
F-322: Compliance® 5-Star Enteral Delivery Program and Nutritional Supplements
F-323: Fall and Safety Management, Equipment and Supplies
F-325: Institutional Scales
F-328: Respiratory Care Management, Equipment and Supplies (we also rent and service state-of-the-art concentrators)
F-332: Pill Dispensing Programs
F-441: Handwashing/Touchless Paper and Soap Programs

ProMed is your one source for on-site in-servicing and demonstrations to ensure that your entire staff is using our equipment categories in a way that maximizes their performance. We’re also ready to assist you with any repair or replacement services that your facility might need.

Ask us about our Loan-To-Own (LTO) Program – we tailor leasing plans to fit your equipment needs and budget.
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Call Dena Trudeau (Director of Customer Service) for help with ALL of your equipment needs! 815.740.7528
The following information was excerpted from relevant clinical and regulatory guidance.

Guidance to Surveyors

F-314: Pressure Ulcers
Support Surfaces and Pressure Redistribution

Pressure redistribution refers to the function or ability to distribute a load over a surface or contact area. Redistribution results in shifting pressure from one area to another and requires attention to all affected areas. Pressure redistribution has incorporated the concepts of both pressure reduction (reduction of interface pressure, not necessarily below capillary closure pressure) and pressure relief (reduction of interface pressure below capillary closure pressure).

Appropriate support surfaces or devices should be chosen by matching a device’s potential therapeutic benefit with the resident’s specific situation; for example, multiple ulcers, limited turning surfaces, ability to maintain position. The effectiveness of pressure redistribution devices (e.g., 4-inch convoluted foam pads, gels, air fluidized mattresses, and low loss air mattresses) is based on their potential to address the individual resident’s risk, the resident’s response to the product, and the characteristics and condition of the product.

For example, an overinflated overlay product, or one that “bottoms out” (completely compressing the overlay, when, for example, the caregiver can feel less than one inch between the resident and support material) is unlikely to effectively reduce the pressure risk. These products are more likely to reduce pressure effectively if they are used in accordance with the manufacturer’s instructions. (which can be found at www.promedsupply.com). The effectiveness of each product used needs to be evaluated on an ongoing basis. Surveyors should consider the following pressure redistribution issues:

- Static pressure redistribution devices (please see pgs. 8-10) (e.g., solid foam, convoluted foam, gel mattress) may be indicated when a resident is at risk for pressure ulcer development or delayed healing. A specialized pressure redistribution cushion or surface, for example, might be used to extend the time a resident is sitting in a chair; however, the cushion does not eliminate the necessity for periodic repositioning (please see pg. 15).

- Dynamic pressure reduction surfaces (please see pgs. 11-13) may be helpful when: 1) The resident cannot assume a variety of positions without bearing weight on a pressure ulcer, 2) The resident completely compresses a static device that has retained its original integrity, or 3) The pressure ulcer is not healing as expected, and it is determined that pressure may be contributing to the delay in healing.

- Because the heels and elbows have relatively little surface area, it is difficult to redistribute pressure on these two surfaces (please see pg. 10). Therefore, it is important to pay particular attention to reducing the pressure on these areas for the resident at risk in accord with resident’s overall goals and condition. Pillows used to support the entire lower leg may effectively raise the heel from contact with the bed, but use of the pillows needs to take into account the resident’s other conditions. The use of donut-type cushions is not recommended by the clinicians.

- A resident with severe flexion contractures also may require special attention to effectively reduce pressure on bony prominences or prevent breakdown from skin-to-skin contact.
Clinical & Regulatory Guidance

Some products serve mainly to provide comfort and reduce friction and shearing forces, e.g., sheepskin, heel and elbow protectors. Although these products are not effective at redistributing pressure, they (in addition to pillows, foam wedges, or other measures) may be employed to prevent bony prominences from rubbing together.

Advance Directive
Based upon the assessment and the resident’s clinical condition, choices and identified needs, basic or routine care should include interventions to: a) Redistribute pressure (such as repositioning, protecting heels, etc); b) Minimize exposure to moisture and keep skin clean, especially of fecal contamination; c) Provide appropriate, pressure-reducing, support surfaces; d) Provide non-irritating surfaces; and e) Maintain or improve nutrition and hydration status, where feasible. Adverse drug reactions related to the resident’s drug regimen may worsen risk factors for development of pressure ulcers or for non-healing pressure ulcers (for example, by causing lethargy or anorexia or creating/increasing confusion) and should be identified and addressed. These interventions should be incorporated into the plan of care and revised as the condition of the resident indicates.

Repositioning
Repositioning is a common, effective intervention for an individual with a pressure ulcer or who is at risk of developing one. Assessment of a resident’s skin integrity after pressure has been reduced or redistributed should guide the development and implementation of repositioning plans. Such plans should be addressed in the comprehensive plan of care consistent with the resident’s need and goals. Repositioning is critical for a resident who is immobile or dependent upon staff for repositioning. The care plan for a resident at risk of friction or shearing during repositioning may require the use of lifting devices for repositioning. Positioning the resident on an existing pressure ulcer should be avoided since it puts additional pressure on tissue that is already compromised and may impede healing.

Surveyors should consider the following repositioning issues:
• A resident who can change positions independently may need supportive devices to facilitate position changes (i.e., a trapeze bar). The resident also may need instruction about why repositioning is important and how to do it, encouragement to change positions regularly, and monitoring of frequency of repositioning.

Observation
Observe whether staff consistently implements the care plan over time and across various shifts. During observations of the interventions, note and/or follow up on deviations from the care plan as well as potential negative outcomes, including but not limited to the following:
• Whether pressure-reducing devices for the bed and/or chair, such as gel-type surfaces or overlays are in place, working, and used according to the manufacturer’s recommendations. (Be sure to know the manufacturer’s recommendations).

Resident/Staff Interviews
Interview the resident, family or responsible party to the degree possible to identify:
• Awareness of approaches, such as pressure redistribution devices or equipment. (make sure the resident and family know that you are using specialty items) turning/repositioning, weight shifting to prevent or address pressure ulcer(s);

(continued on next page)
Severity Level 3 Considerations: Actual Harm that is not Immediate Jeopardy

Level 3 indicates noncompliance that results in actual harm, and can include but may not be limited to clinical compromise, decline, or the resident’s ability to maintain and/or reach his/her highest practicable well-being.

Examples of avoidable negative outcomes may include but are not limited to:

- **Failure to implement the comprehensive care plan for a resident who has a pressure ulcer:** As a result of a facility’s failure to implement a portion of an existing plan related to pressure ulcer care, such as failure to provide for pressure redistribution, or inappropriate treatment/dressing changes, a wound increased in size or failed to progress towards healing as anticipated, or the resident experienced untreated pain.

**Guidance to Surveyors**

**F-309: Quality of Care**

Altering the environment for comfort (such as adjusting room temperature, tightening and smoothing linens, using pressure redistributing mattress and positioning, comfortable seating, and assistive devices).

**Guidance to Surveyors**

**F-323: Accidents**

Entrapment may occur when a resident is caught between the mattress and bed rail or in the bed rail itself. Technical issues, such as the proper sizing of mattresses, (the bed rail pads on pg. 14 are a good solution) fit and integrity of bed rails or other design elements (e.g., wide spaces between bars in the bed rails) can also affect the risk of resident entrapment.

The use of a **specialty air-filled mattress or a therapeutic air-filled bed** (please see pgs. 11-13) may also present an entrapment risk that is different from rail entrapment with a regular mattress. The high compressibility of an air-filled mattress compared to a regular conventional mattress requires appropriate precautions when used for a resident at risk for entrapment. An air-filled mattress compresses on the side to which a person moves, thus raising the center of the mattress and lowering the side. This may make it easier for a resident to slide off the mattress or against the rail. Mattress compression widens the space between the mattress and rail. When a resident is between the mattress and rail, the mattress can re-expand and press the chest, neck, or head against the rail. While using air therapy to prevent and treat pressure ulcers, facilities should also take precautions to reduce the risk of entrapment. Precautions may include following manufacturer equipment alerts (please see pgs. 12-13) and increasing supervision.

**Captain Compliance**

Meet Captain Compliance, protector of resident care and savior from the dreaded F-tag violation. Captain Compliance searches the globe for products designed to improve care and protect residents while keeping your facility in clinical and regulatory compliance.
ProMed continues to develop special relationships with our manufacturers to help you reduce costs, drive efficiencies and **proactively enhance your preventive and restorative care while complying with regulatory guidelines.**

**Types of Dynamic Mattresses** *(Source: National Pressure Ulcer Advisory Panel)*

**Dynamic Pressure Mattresses without a Pump**
These mattresses rely on air sectors and valve release technology to automatically adjust inflation and deflation as the resident moves. When air compresses out of one area of an air sector to provide pressure relief, another area intakes the air. Dynamic pressure relief mattresses without a pump are suitable for residents who are ambulatory, have multiple turning points, can reposition themselves and do not require moisture control.

**Alternating Pressure Mattresses**
An active support surface that provides cyclic changes in interface pressure on the skin as defined by maximum and minimum interface pressures and their duration and frequency. The mattress pump regulates the amount of pressure through the air sectors to ensure continuous movement of pressure points. Ideal for your residents who need continuous alternating pressure points on their body, are unable to move or reposition themselves and don’t require moisture control. *(Please see pgs. 11-12)*

**Low Air Loss Mattresses**
These mattresses adjust the pressure in a particular area of the mattress by the input or release of air through the pump. These units often include a feature that provides air flow directly to the resident’s skin at a controlled rate to assist in managing the humidity and temperature (micro-climate) immediately adjacent to the resident’s skin. Ideal for situations where maceration and heat build-up are an issue, suitable for the prevention and treatment of all stages of pressure ulcers. *(Please see pgs. 12-13)*

**Lateral Rotation Mattresses**
You can laterally rotate residents up to 30 degrees for pulmonary benefits and pressure relief. For added convenience, some models offer programmable levels of rotation. Ideal for residents with pneumonia or circulatory problems or multiple pressure sores.

**DID YOU KNOW?**

ProMed’s strategic vendor partners are hand-picked based on the following criteria:

- Industry presence, dedication and reputation
- Product quality, outcomes, reliability and ease of use
- Impact on resident care, information and educational tools
- Available innovative products

*CLINICAL & REGULATORY GUIDANCE*
3-Year Pressure Redistribution Mattress

This pressure redistribution mattress was specifically designed for long-term care. It’s divided into three distinct zones composed of 66 channel cuts to reduce friction. Varied pressure reduction is offered in the heel, torso and head sections, with special attention given to pressure management in the vulnerable heel section.

Features:
- Top cover: Unitek IV Stretch Nylon Non-shear, low moisture vapor transmission (LMVT), fluid resistant, antimicrobial, antibacterial, fire retardant
- Contamination barrier: Barrier Stop Flap reduces the possibility of inner core contamination
- Bottom cover: MasonGard Triple laminate vinyl is fluid resistant, antimicrobial/antibacterial and fire-retardant
- Fire-retardant: California Technical Bulletin #117

A solid, everyday pressure reduction mattress for less than $130!

weight capacity: 300 lbs
warranty: 3 years

3-Year Pressure Redistribution Mattress

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<tr>
<th>ITEM #</th>
<th>DESCRIPTION</th>
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<tr>
<td>600-M700-76</td>
<td>Pressure Redistribution Mattress, Foam, 300 lb. Max., 36&quot; x 76&quot; x 6&quot; (ea)</td>
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<tr>
<td>600-M700-80</td>
<td>Pressure Redistribution Mattress, Foam, 300 lb. Max., 36&quot; x 80&quot; x 6&quot; (ea)</td>
<td>$129.95</td>
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<tr>
<td>600-M700-84</td>
<td>Pressure Redistribution Mattress, Foam, 300 lb. Max., 36&quot; x 84&quot; x 6&quot; (ea)</td>
<td>$139.95</td>
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</tbody>
</table>

FREIGHT: $12/ea (if order is fewer than 10 mattresses)

BUY 10* – get FREE shipping! (or more) *any size/any combination

BUY 25* – get 6% OFF!! (or more)

**Offer will be applied in the form of an invoice discount, for invoices paid within 30 days only. Valid only on items on pages 8-10. No other discounts or incentives apply with this offer.
7-Year Pressure Redistribution Mattress

This multi-layered mattress creates a comfortable pressure-redistribution environment. The top layer of the mattress is made of die-cut, high-density foam in the head and torso areas, and the heel area features special high resilient foam. The foot section has precision channel-cut foam to provide additional pressure reduction in the heel area. A bottom layer of high-density foam provides a firm foundation.

Features:

- **SSPT Rail System** provides solid-edge support, allowing easy patient transfer in and from bed
- Designated head and foot sections
- Concealed zipper with Barrier Stop Over-Flap prevents liquids from contaminating the mattress core
- Fire sleeve available to meet Federal Fire Code CFR 16 part 1633

### 7-Year Pressure Redistribution Mattress

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<td>Pressure Redistribution Mattress, Foam, 350 Lb. Max., 36” x 76” x 6” (ea)</td>
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<tr>
<td>600-M850-80</td>
<td>Pressure Redistribution Mattress, Foam, 350 Lb. Max., 36” x 80” x 6” (ea)</td>
<td>$177.95</td>
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<tr>
<td>600-M850-84</td>
<td>Pressure Redistribution Mattress, Foam, 350 Lb. Max., 36” x 84” x 6” (ea)</td>
<td>$188.95</td>
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<td>_____-RR</td>
<td>To add Raised Rails to any mattress above, please add “RR” to the end of the item #</td>
<td>$20.00</td>
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**FREIGHT:** $12/ea (if order is fewer than 10 mattresses)

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**A multi-layered pressure redistribution mattress**

- **weight capacity:** 350 lbs
- **warranty:** 7 years

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www.promedsupply.com
15-Year Pressure Redistribution Mattress

Residents up to 450 lbs. will be comfortable on this multi-layer pressure-redistribution mattress. The top layer of Lura-Quilt foam is aerated to allow continuous air flow and reduce heat buildup. The sloped heel section reduces pressure and increases blood circulation by redistributing the load from the heel to the less-vulnerable calf.

Features:
- 4-way stretch nylon waterproof cover
- Designated head and foot sections
- Concealed zipper with Barrier Stop Over-Flap prevents liquids from contaminating mattress core
- Fire sleeve available to meet Federal Fire Code CFR 16 part 1633

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<td>600-M900-76</td>
<td>Pressure Redistribution Mattress, Foam, 450 Lb. Max., 36” x 76” x 6” (ea)</td>
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<td>Pressure Redistribution Mattress, Foam, 450 Lb. Max., 36” x 80” x 6” (ea)</td>
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<td>600-M900-84</td>
<td>Pressure Redistribution Mattress, Foam, 450 Lb. Max., 36” x 84” x 6” (ea)</td>
<td>$219.95</td>
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To add Raised Rails to any mattress above, please add “RR” to the end of the item #

$20.00

BUY 10* – get FREE shipping!
(or more)
*any size/any combination

BUY 25* – get 6% OFF!!*
(or more)

*Offer will be applied in the form of an invoice discount, for invoices paid within 30 days only. Valid only on items on pages 8-10. No other discounts or incentives apply with this offer.

A best buy for all of your high-risk residents who require a high-quality pressure redistribution mattress

weight capacity: 450 lbs
warranty: 15 years
**Alternating Pressure Mattress System (APM)**

The APM Mattress System offers an extraordinary therapeutic surface for the prevention and treatment of pressure sores. The powerful yet quiet air pump provides user-friendly operation. The APM incorporates a system of 20 individual bladders. The pump offers an 8 minute cycle time; adjustable comfort settings allow pressure to be customized by resident weight. The “static” feature offers constant low pressure support and an internal pressure control sensor that continually monitors surface pressure for optimal pressure redistribution.

**Features:**
- Removable non-shear, antimicrobial cover encapsulates the entire 20-bladder mattress
- CPR feature allows for rapid deflation of mattress system
- Adjustable comfort settings allow pressure to be customized by resident weight
- Soft/firm dial to obtain custom resident comfort pressure levels
- Low pressure alarm LED, an audio-visual alarm indicating when the mattress pressure is very low
- Static function to enable constant low pressure support

**APM Mattress System**

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<td>600-AM7000</td>
<td>Alternating Pressure Mattress, Air,</td>
<td>$485.95</td>
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<tr>
<td></td>
<td>350 Lb. Max., 36” x 80” x 8” (sys)</td>
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weight capacity: 350 lbs

warranty: 1 year
Low Air Loss & Alternating Pressure Mattress System (LAL/APM)

The LAL/APM Mattress System is one of the most advanced systems in ProMed’s series. The micro-processor sensor technology provides continuous feedback to equalize pressure and maximize patient comfort. The mattress consists of 20 8” high cell-on-cell air bladders. In the event of a power failure, the bottom 4” of the air cell will remain inflated, offering sufficient weight support for the resident. The 10 adjustable comfort settings allow pressure to be customized by resident weight.

Features:
- Slip-resistant mat and securing straps on the mattress base for added safety
- CPR feature allows for rapid deflation of mattress system
- Low air loss, alternating pressure relief therapy (10, 15, 20, 25 minute cycles)
- Static function can suspend the alternating mode (auto-recovery to alternating mode after 30 minutes)
- Micro-processor pressure-sensing technology enables seat inflation when bed is raised

Weight capacity: 350 lbs
Warranty: 1 year

LAL/APM Mattress System

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<tr>
<td>600-AM8000</td>
<td>Low Air Loss/Alter. Pressure Mattress, 350 lb. Max., 36” x 80” x 8” (sys)</td>
<td>$789.95</td>
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Low Air Loss Mattress System with Pulsate (LAL/Pulsate)

The LAL/Pulsate Mattress System offers an extraordinary therapeutic mattress system for the prevention and treatment of pressure sores. The LAL/Pulsate pump produces 1180 liters of air flow per minute offering a cool and dry sleeping surface. This top-of-the-line system offers 10 comfort settings, accommodating residents’ individual needs. The auto firm feature allows for a one-minute fill rate. The exclusive pulsate mode reduces the air flow every 30 seconds to 50% of the comfort setting. This feature will intermittently reduce pressure and increase blood flow. The internal pressure control sensor continuously monitors surface pressure for optimal pressure relief.

Features:
- Low air loss surface with more than 1180 liters of air flow per minute diffusing directly under the resident
- CPR feature allows for rapid deflation of mattress system
- 1180 LPM open flow, high flow pump with continuous duty cycle
- Soft/firm key with 10 LEDs to obtain custom resident comfort pressure levels (7.32 mmHg)
- Power fail alarm, an audio alarm indicating power outage or power cord disconnection
- Mode key with 3 LEDs: Pulsate, Static and Auto Firm modes

LAL/Pulsate Mattress System

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<tr>
<td>600-AM9000</td>
<td>Low Air Loss/Alter. Pressure Mattress w/Pulsate, Air, 350 Lb. Max.</td>
<td>$1,912.45</td>
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Weight capacity: 350 lbs
Warranty: 1 year
Alternating Pressure Overlay Systems
Offers an economical approach to pressure sore management. The hospital-grade alternating pressure pump and bubble pad is both user-friendly and maintenance free. Offers the patient more benefits than linear style pads. The unique design of this bubble pad allows more touch points, offering a superior therapeutic treatment. UL® listed.

Vinyl Bed Rail Pads
Our vinyl bed rail pads provide protective padding to help minimize the risk of resident injury. The vinyl cover wipes clean for easy disinfecting, and the rails can be raised or lowered without removing the bed rail pad. Pads are secured to the rails with convenient hook and loop closures and ties. The pads accommodate both half- and full-size side rails. (Half rail pads shown)

Bedside Safety Mats
Made from high-impact foam, these mats help reduce the possibility of impact-related injuries and provide full-length coverage of the bed exit area. Each safety mat features a fire-resistant wipe-clean cover with fluid-proof, antimicrobial and mildew-resistant properties. Designed with a skid-resistant bottom that prevents slipping and aids in ambulation.

FIXED FLOW PUMP
- Durable, stand-up unit
- Lighted on/off switch
- Air output: 4.2 liters
- Cycle time: 5 minutes

ADJUSTABLE FLOW PUMP
- Control air flow for residents weighing between 65 and 265 lbs
- Manual adjustment dial for air loft of pad
- Hanging bed hooks
- Air output: 6 liters
- Cycle time: 5.5 minutes

BUBBLE PAD
- Made of medical-grade PVC with fire-retardant and bacteriostatic treatments
- Pad size: 76"x 31.5" inflated

ITEM # DESCRIPTION PRICE
600-APP1 Alternating Pressure Overlay System, Fixed Pump and Pad (1 set/cs) $59.45
600-APP2 Alternating Pressure Overlay System, Adjustable Pump and Pad (1 set/cs) $84.55
600-APPM Alternating Pressure Overlay System, Pad Only (1 pad/cs) $15.95

ITEM # DESCRIPTION PRICE
600-FP55 Bedside Safety Mat, Foam, 24" x 66" x 2" (ea) $49.95
600-FP55-BF Bedside Safety Mat, Foam, Bifold, 24" x 66" x 2" (ea) $59.95
Compliance® Wheelchair Cushion
Our wheelchair cushion is made of a high-density foam that surrounds a dual-chamber gel pod, providing superior pressure relief and resident comfort. The removable vinyl cover on the cushion is antimicrobial, fluid-proof and fire-resistant.

Features:
- Low-shear taffeta top fabric for increased comfort
- Anti-slip bottom with hook and loop closures to help keep cushion in place

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<tr>
<td>600-WC1816-EA</td>
<td>Compliance Foam/Gel Wheelchair Cushion with Vinyl Cover, 18” x 16” (ea)</td>
<td>$22.95</td>
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Gel Geri-Chair Cushion
The water-based gel in this geri-chair cushion provides pressure relief while foam padding at the back and legs offers cushioned comfort. The “3Mesh” fabric cover allows for cooling airflow.

Features:
- Relieves interface pressure at the coccyx and ischials
- Fits all geri-chairs
- Reverse side is fluid-proof nylon; both sides wipe clean
- Complete cover removes for laundering

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<tr>
<td>600-GELGC</td>
<td>Gel Geri-Chair Cushion (ea)</td>
<td>$149.95</td>
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Compliance® Heel Suspension Boot
Heel offloading devices, such as the Compliance® Heel Suspension Boot, have been shown to significantly offset the expense of treating heel pressure ulcers. These devices don’t just reduce friction and shear — they completely offload the heel while staying in place, even with resident movement.

Features:
- Super-soft peachskin antimicrobial cloth protects thin, fragile skin from tears
- Adaptable hook and loop closures allow the boot to be secured at two alternate positions
- Extended and cushioned design distributes the weight of the heel over a larger area, reducing pressure and increasing blood flow
- CA 117 approved

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<tr>
<td>600-PHE3-S</td>
<td>Compliance Heel Suspension Boot, Small (ea)</td>
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<tr>
<td>600-PHE3-M</td>
<td>Compliance Heel Suspension Boot, Medium (ea)</td>
<td>$28.95</td>
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<td>600-PHE3-L</td>
<td>Compliance Heel Suspension Boot, Large/X-Large/Bariatric (ea)</td>
<td>$38.95</td>
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Poly-Filled Heel Pillow
These poly-filled heel pillows are soft as a cloud and specially designed to relieve pressure on feet, heels and ankles. They’re great for helping to prevent tissue breakdown.

Features:
- One size fits all
- Thick, quilted polyester fill for comfort and protection
- Adjustable hook & loop closure

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<tr>
<td>600-PHE1</td>
<td>Synthetic Sheepskin Elbow Protector w/ hook &amp; loop closure (pr) — see pg. 4</td>
<td>$6.80</td>
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<tr>
<td>600-PHE2</td>
<td>Poly-Filled Heel Pillow (pr) — SHOWN</td>
<td>$15.88</td>
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