

WINTER 2018

NEW YEAR, SAME MISSION

See How WillowWood Is Leveling The Playing Field In 2018

INSIDE >>>>

- A veteran's journey from surviving an IED to becoming an advocate for amputees
- The new ordering options that are changing the game for prosthetists
- RevoFit Sockets available from BOTH WillowWood facilities
- An online community and resource center for amputees
- Check out our revamped educational offerings for 2018

THE NEW UTAH FACILITY IS **NOW OPEN**

Pushing Prosthetic Innovation
to New Frontiers is Our Mission.

Faster turnaround times for western U.S.

High-quality custom fabrication service

We're pleased to announce that our new Custom Solutions facility in Salt Lake City, Utah, is now open and accepting custom fabrication orders. We offer our full line of fabrication services, accept both casts and CAD files, provide reliable delivery, and have no hidden fees.

Facility hours of operation are 7 a.m. to 4 p.m. Mountain Time, Monday through Friday. Let us help you with your next fabrication order!

News, Notes and Helpful Information Inside

All by Design

Design to fit your patients.
Order to fit your workflow.

Creating a custom liner for patients with uniquely-shaped limbs as well as common limb issues is now faster and easier for prosthetists, thanks to our growing list of Alpha DESIGN® Liners ordering options. We understand how busy clinicians can be. That's why we're offering multiple ordering options to fit various workflows.

Alpha DESIGN® App: This channel is well suited for clinicians interested in digitally creating custom liners quickly and efficiently. Using an iPad and Structure Sensor, clinicians may use this free iOS app for shape capture, clinical notations, and order submission.

FusiformCAST: Our newest offering, FusiformCAST is a secure, paperless online ordering service. The free service provides automated order status notifications, electronic patient file storage, and more. For flexibility, clinicians may submit either casts or electronic shape files.

willowwoodco.com: Alpha DESIGN® Liners may also be ordered direct from our website's online order forms. Customers receive automatic order submission confirmations and may submit with casts or electronic shape files.



Tips on Customizing Off-The-Shelf Liners

Don't quite need a custom liner for your patient? We've got you covered. Customize off-the-shelf liners with accessories like Alpha® Volume Management Pads an affordable solution for clinicians to modify liners for amputees who need just a little something more for a completely comfortable fit.

Alpha Volume Management Pads

These 3 mm thick pads may be placed between the residual limb and the liner in areas where volume has been lost or in a localized area where extra padding is needed for greater comfort.

For example, an individual who has little padding over the fibula head and wears an Alpha Hybrid Liner with progressive profile may experience discomfort. The progressive profile only has 2.5 mm of gel in the fibula head area. Using a Volume Management Pad in the area will increase thickness to 5.5 mm in just this area, providing more padding, protection and comfort.

Product No.	Description
ALA-VM-LG	Volume Management Pads, Large, set of 3
ALA-VM-MD	Volume Management Pads, Medium, set of 3
ALA-VM-SM	Volume Management Pads, Small, set of 3
ALA-VM	Volume Management Pads, 1 Large, 1 Medium and 1 Small, set of 3

NEW SERVICE AVAILABLE!

RevoFit Sockets

WillowWood is now a fabrication outlet for Click Medical's RevoFit Sockets!

This alternative socket design uses strategically-placed panels, laces and dials, enabling amputees to adjust the fit of their sockets whenever needed.

WillowWood is now offering RevoFit socket fabrication from BOTH our Ohio and Utah custom solution facilities.

- Five-day lead-time
- High-quality workmanship
- New online order form at willowwoodco.com
- Fabrication includes a Direct or Versa Kit

"We are excited to bring WillowWood into our network of central fabricators. Their team is top notch, their process is among the best in the industry, and their focus on customer service and patient outcomes is outstanding."

- Jimmy Capra, Owner-Click Medical



RevoFit custom fabrication part numbers:

OFAB-DR-SP:
Definitive RevoFit Socket, Single Panel

OFAB-DR-MP:
Definitive RevoFit Socket, Multi Panel

Warranty:
90 days from date of invoice on workmanship

THE MAKING OF A WOUNDED WARRIOR

During his second tour of Iraq in 2006, US Army Staff Sergeant Luke Murphy lost his right leg in an IED explosion. As he moved forward with his life, he focused on the things he could do, not the things he couldn't—and today, he's doing a lot. After retiring from the Army, he graduated from college and wrote *Blasted By Adversity: The Making of a Wounded Warrior*.

From the classroom to a physically demanding career, his work was that much more difficult when his socket and liner were uncomfortable. With WillowWood One® and an Alpha Duo® Liner, he found a level of stability and comfort unlike anything he had tried. When he didn't have to worry about valve fails or incessant itching, he could focus on what really matters in his life.

“It disabled me, but it never broke me,
and it will never define me.”



WHAT LUKE WEARS

WillowWood One®

“I have tried just about every system; this has been by far the best. Once I get into it, which takes about 20 seconds, it doesn't move or give and allows me to be pretty comfortable throughout the day. I've never gone back to anything else.”

Alpha Duo® Liner

“When I wear the WillowWood liners, they don't itch, pinch, or cause blisters. They are a night and day difference. If my liners were itching, I couldn't concentrate and it drove me crazy. With WillowWood liners, not only am I more comfortable, I am also more efficient.”

Amputee Resource Center

Our online community for amputee resources includes real life stories, how-to-guides, product tutorials, and other resources for living life to the fullest.

Learn more about Luke's story
in our Resource Center!

www.willowwoodco.com/amputee-resources



WillowWood 2018 Educational Opportunities

New courses and webinars are being offered in 2018!

We've revamped our courses to better accommodate clinicians' busy schedules.

Webinars

Webinar: WillowWood One
Certification (WW1)

March 8, 2018 &
April 11, 2018

Webinar: WillowWood Apps (GP3)

March 27, 2018

Webinar: Outcome Research-
Clinical Essentials for Vacuum
Prostheses (GP5)

April 24, 2018

Classes

Alpha Liners for the New
CPO (GP2)

March 14, 2018
Location: Mt. Sterling, Ohio

OMEGA Training Day (OM6)

April 2, 2018
Location: Mt. Sterling, Ohio

Tradeshows

2018 Ohio Chapter AAOP Meeting

March 23-24, 2018
Location: Columbus, Ohio

2018 NWAAOP Meeting

April 26-28, 2018
Location: Bellevue, Washington

SEE ALL COURSE DESCRIPTIONS
IN OUR EDUCATION &
RESOURCES SECTION ONLINE
AT WILLOWWOODCO.COM

WillowWood[®]

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