



GIRAFFE GAZETTE

AMAZING THERAPY!

DECEMBER 31, 2008 VOL. 7



TECH TIPS AND THE JUXTA-FIT™ PRODUCT LINE

Nothing great was ever achieved without enthusiasm.

-Ralph Waldo Emerson

Despite increases in raw materials, production, and packaging costs, we are proud to announce the decision to hold to our 2007 pricing for 2009*.

At a time when many budgets are under pressure, we are extremely grateful for your business and support of our new products. What better way to communicate our gratitude to you with this delightful announcement?

We have successfully avoided raising our prices since 2007, in part, because we have been able to honor and live our vision: "To provide products and services that enable people with circulatory disorders to live independent lives." We know this is a shared vision with all that you stand for as well.

Look for the Giraffe Gazette announcement in upcoming weeks for an updated 2009 catalogue -- available through traditional mail channels as well as electronic medias.

Thank you for allowing us to give back to you in this very special way.

*Introductory pricing for the Juxta-Fit product line ended December 31, 2008. Pricing for this line reverts to standard, published pricing.

Comfortable Fit Choosing a length for the standard size Juxta-Fit™ garments is the same as choosing a length for our other standard size garments.

When the knee length measurement taken for that sizing chart is not equal to or longer than the garment length, the shorter garment should be chosen. This guarantees that when the garment is worn properly aligned just above the ankle it will not extend into the knee crease and will be a comfortable garment.

We have found some patients prefer to apply the legging lower on the leg starting on the ankle because the softness of the Juxta-Fit material still keeps it comfortable while worn this way, unlike our stiffer garments.

We have also found that some patients don't mind the garment coming into the knee crease because of the softness and prefer to have more coverage than less. Unfortunately we can't predict who these patients will be to suggest a longer garment for a shorter length leg.

Girth versus length should not be an issue in the standard Juxta-Fit product line as the size range extends only to XL. The garments have a calf contour that alleviates any loss of length due to girth. In the larger custom legs girth vs. length may be more of an issue.

*see page 2 for tips on measuring
for the Juxta-Fit Knee Piece*

CircAid[®]
MEDICAL + PRODUCTS

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TECH TIPS AND THE JUXTA-FIT™ PRODUCT LINE. . . (continued from other side)

Measuring for the Juxta-Fit™ Knee-Piece There is no standard set amount of bands any custom Juxta-Fit garment should have. It depends on the limb length, girth, shape, and if a combination of garments are being ordered. Bandwidths change accordingly to ensure gradient compression and if wider bands are needed at the knee, this results in fewer bands to cover the length.

Most knee-piece designs should generally have equal bands above and below the knee; however, if equal measurements are not provided above and below the knee, if there is a drastic change in girth from below to above, or if a special fit is requested, there may be more bands above or below the knee.

The custom measuring chart asks for a complete set of measurements even though in some cases, a knee piece only is being ordered. The minimum circumference measurements should be taken 25cm above and below the knee for the best custom knee-piece evaluation and to pass through to production.

“Fits-Like-A-Glove” Knee-Piece The knee-piece should always be aligned with the thin diamond breathoprene backing centered on the knee crease as this ensures the bands are positioned properly to the circumference they were meant to fit.

JUST MARRIED: THE MEASURE-UP™ ARM-SLEEVE AND SILHOUETTE™ CUSTOM MEASURING CHART

*A friendship that was shared by two
has grown into a love so true
Please share our joy as we
Circaid Medical Products Measure-up Arm-Sleeve
and
Circaid Medical Products Silhouette Arm Undersleeve
incorporate our measurements
into one easy-to-use, custom measuring chart
and begin our new life together
effective immediately*

Circaid Medical Products		Custom Measuring Chart	
1899 Ave. 14th Street Portland, OR 97202 Phone: (503) 76-3530 Fax: (503) 76-3530 Website: www.circaid.com		<input type="checkbox"/> Measure-Up™ Arm-Sleeve <input type="checkbox"/> Silhouette™ Arm Undersleeve	
Date: <input type="checkbox"/> Yes <input type="checkbox"/> No		Color Option for Measure-Up Arm-Sleeve Only Foam Liner Exterior: <input type="checkbox"/> Black <input type="checkbox"/> Red <input type="checkbox"/> Blue <input type="checkbox"/> Turquoise Foam Liner Interior: <input type="checkbox"/> Red <input type="checkbox"/> Blue <input type="checkbox"/> Turquoise	
Facility Name: _____		Patient Name: _____	
Billing and/or Shipping Address: _____		Phone Number: _____	
Billing and/or Shipping Address: _____		Fax Number: _____	
City, State, Zip: _____		Account Number: _____ Purchase Order Number: _____	
Shipping Method: <input type="checkbox"/> Ground <input type="checkbox"/> 3 Day <input type="checkbox"/> 2 Day <input type="checkbox"/> Next Day (if early a.m.) (10:30a.m.)			
Measure arm at following points in centimeters: 1. Palm circumference 2. Arm circumference every 5cm starting at wrist 3. Medial length from arm hole at 20° flex wrist to axilla 4. Medial length from wrist to elbow crease		Circumference Measurements (Centimeters only) Palm of Hand Wrist 5cm 10cm 15cm 20cm 25cm 30cm 35cm 40cm 45cm 50cm	
Length Wrist to Elbow Crease Left Right		Length Wrist to Axilla Left Right	
Special Instructions *Arm should be at its smallest *Maintain arm size at time of measuring to assure a proper fit of garment *Facility and patient acknowledge custom-made products are warranted to be free of defects in materials and workmanship and can be returned for repair but not a refund. Initials: _____			

For a full size version, click here.