

MARCH 1, 2010

EXOS PRACTITIONER UPDATE

Completing our first year, Exos is grateful for your support and continued use of our products. We have been busy creating as well as upgrading current products. We value and continue to use customer feedback to make our products better at every opportunity. Your representative will be presenting a number of upgrades and new products in the coming months.

In the mean time, we want to share some tips and clinical information to help you use our products in the best possible way. Please share appropriate tips with your patients so they will have the best possible outcome.

REVISED INSTRUCTIONS

Our products are evolving and we are continually upgrading our Indications, Precautions and Instructions. You can find these in a pamphlet that is folded inside our product packaging. To keep up to date, we suggest you regularly review the enclosed instructions as new products arrive. This will make you the expert on their use.

BRACE FORMING TIPS

The single most important tip when forming Exos braces to the body is to **not tighten the lacing system when the brace is warm**. Place the brace on and tighten the lace just enough to remove the slack. Then use the hands to mold and tighten the brace around the extremity while checking alignment, checking for wrinkles and folds under the overlap, and shaping the brace in critical areas. The experience and art of the skilled cast technician remains invaluable to this clinical process. As the brace cools and takes shape, tighten the lace slightly and keep forming until rigid. Once the brace is cool and rigid, the lace can be fully tightened. Tightening the lace when warm results in a brace that will have uncomfortable wrinkles and uneven forming around the lace area.

REDUCING ODOR AND RASHES

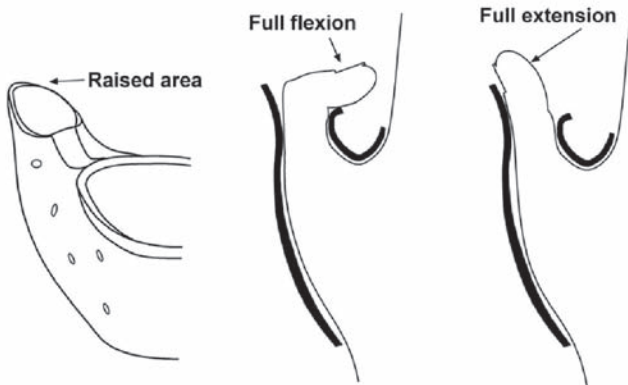
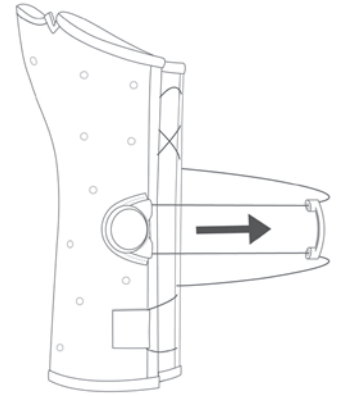
Exos braces are waterproof and may be worn in the shower, tub, or while swimming. As with anything worn on the body that gets wet often, good patient hygiene is essential for best performance. After swimming, Brace must be washed in warm, soapy water on or off the body. Wet braces must be thoroughly dried to reduce odor and the possibility of rash. Air-dry off the body or dry on the body using a hair dryer at low heat. Loosen the brace slightly to allow air flow and dry until the inside feels dry. Failure to properly wash and dry Exos braces can result in odor and possible rash. When odor occurs, brace can be rinsed with diluted vinegar or can be sprayed with foot odor sprays, left to sit for a while, and thoroughly rinsed and dried. People participating in regular water sports may find having two braces that are alternately washed and dried can improve hygiene. We are testing other solutions to aid in improving brace hygiene that we hope to offer in the near future.



Three time US Olympic snowboard team member Chris Klug used an Exos custom brace during 2010 Olympic qualifying. *"New brace rules! Thanks a lot. 5th place today in Austria... I would not have qualified for the team without this Exos brace,"* comments Klug.

OPERATING THE BOA® REEL

As you may have seen, we have been relocating the Boa reels to the mid portion of the SAFB from the end where they were placed. Boa reels will soon come on several more Exos products. Though they have proved durable, it is possible to kink and break the cable with improper use. Lift the reel cap until it clicks and **pull both cables** at once by pulling the plastic tab from the reel to fully loosen the brace. This tab has been added to all currently shipped product. On previous product without the tab, be sure to pull both cables out at once. Pulling one cable at a time can cause the other cable to jam inside the reel. When tightening the cable, be sure not to twist and kink it or it can be severely bent and damaged once pulled inside the reel. Occasionally the cable may seem jammed inside the reel. A good hard pull on **both cables** at once can often remedy the problem.



THUMB SPICA WITH RAISED SHIELD

We have encountered some confusion about the raised thumb area on our Short Thumb Spica (STS) and Long Thumb Spica (LTS) and what it is intended to do. This raised area behind the thumb nail is intended to provide extra support in case of impact that will keep the basal joint protected better. In most instances, our Thumb Spicas should allow full flexion and extension of the thumb IP joint. When molding the Spica, roll the inner edge a little and have the patient fully flex and extend the IP joint until the brace is cool. In addition, the raised area behind the thumb nail should be extended open to allow full extension of the IP joint. When properly molded and shaped, the motion of the thumb IP joint should not be impeded.



▲ Exos is the Official Supplier to the US Ski and Snowboard Team. World cup winner and Olympian Lindsey Vonn used an Exos Wrist Brace to heal her recently injured wrist with winning results. Note the Leopard print brace on her left hand.