

Success Story: TheraGauze™ Use on a Venous Stasis Ulcer

Dr. Mary Ann Crandall, Doctor of Natural Health with Therapeutic Laser and Thermal Imaging Center in Medford, Oregon, had tried several products to heal a patient suffering from a venous stasis ulcer of the left leg. Each time the results was the same, the patient could not tolerate the dressing.

According to Dr. Crandall, “[She] had tried several products on her ulcer including Hydrofera Blue, Dermafil, and numerous other products. She indicated that they started hurting soon after

the dressing was applied and she had to remove them. I was at a loss as to what we could use on the wound.”

Dr. Crandall attended the SAWC Conference in Tampa, Florida, had received a sample of TheraGauze™ “and decided it was worth a try.” Dr. Crandall and the patient were happy to discover that the patient was able to tolerate the product with no pain and was able to sleep through the night.

“I am continuing to apply TheraGauze and have

instructed the patient to purchase the product. I am confident that I can now get the ulcer to close using a combination of low level laser therapy and TheraGauze.”

“I just wanted to praise your product...I am glad to have tried [TheraGauze™] and intend to continue using it on my patients.”

As a follow up, Dr. Crandall’s patient did order TheraGauze™ and is continuing to use the product.

TheraGauze™ Helps Create The Ideal Wound Healing Environment By Delivering Moisture With:

- No Maceration
- No Sticking
- No Residue
- No Pain

Outside Sales Success: Phoenix Indian Medical Center and TheraGauze™

Tom Shay, Professional Health Sales Representative, has established a successful evaluation with Phoenix Indian Medical Center based in Phoenix, Arizona.

Dr. Donna Carmen and Sue Brown, wound care nurse, treat major wounds at the Phoenix Indian Medical Center. The majority of which are diabetic foot ulcers. Both are always looking for new products to make their jobs easier and patients more comfortable.

Theragauze™ was presented as an alternative to gels, gauze, and transparent dressings. The staff currently use gels, calcium alginates, absorption beads, and various dressings. While all these products work to a certain extent, Ms. Brown thought the Theragauze™ would fit nicely into their overall protocol.

Shay reports that Dr. Carmen and Ms. Brown immediately liked TheraGauze™ because the

product provides absorption without maceration and the product easily fit into their overall protocol. They also liked the coolness of the product, the lack of tearing or loose fibers, and the ability to add Betadine, Dakins solution, and perhaps other topicals.

Shay’s approach to this meeting was to give his audience Dr. Adam Landsman’s White Paper, the Use Protocol and product samples to review together.

“It really worked. They were looking at the clinical and finding case studies that were similar to their own patients. Questions were also asked about how to use the product. Can it be cut? How much exudate does it hold? I let them imagine the many ways that they could utilize the product in their daily practice,” Tom reports.



Success Story: Trial from VPMA Lead

Kristi Hicks, Soluble Systems, LLC Sales Representative, established a successful trial through the VPMA Conference in Williamsburg, Virginia.

Following the conference Hicks sent a follow up letter, Dr. Adam Landsman's White Paper, TheraGauze™ Use Protocol, and a box of TheraGauze™ to Dr. D'Amelio of Norfolk Foot & Ankle Group.

Dr. D'Amelio's first application of TheraGauze™ was used in conjunction with an Una Boot to treat a hard to heal

venous stasis wound. After one week the patient returned for a dressing change. Dr. D'Amelio's Medical Assistant called Kristi to happily report, "TheraGauze™ was still moist. It came right off of the wound without sticking." Dr. D'Amelio was impressed with how after just one week the wound was quickly approaching closure.

Kristi has a follow up appointment scheduled for Friday, November 16, 2007.

Success Story: TheraGauze™ Account!

Kristi Hicks, Soluble Systems, LLC Sales Representative, established a successful account and big believers in TheraGauze™.

Kristi first introduced TheraGauze™ to Southampton Surgical Associates in July 2007. Dr. Charles Williams and Angie Marvdes, LPN began using TheraGauze™ immediately.

After trialing the product on various wounds, and suture sites Dr. Williams began writing scripts for TheraGauze™.

Currently Dr. Williams is scripting, on average, three TheraGauze™ scripts per week.

In addition, Dr. Williams, a general surgeon, is also interested in "not only using TheraGauze™ on his patient's wounds, but also implementing TheraGauze™ in the Operating Room," Kristi reports.

To date Kristi continues to lead sales with the most active accounts ordering TheraGauze™.

Congratulations to TheraGauze™ Evaluations In Progress

Tom Shay

- 🔹 Primary Children's Hospital, Phoenix, AZ
- 🔹 Dr Scott Evans
- 🔹 Dr Bob Fridrich
- 🔹 Dr Kann
- 🔹 Dr Aung
- 🔹 Phoenix Indian Medical Center, Dr Shih
- 🔹 Andy Schnebly, BSPT: LDS Hospital, Salt Lake City, UT

Joe Baum

- 🔹 Kelly Brothers: RNC, BSN: Newport Hospital

Shelia Jones

- 🔹 Dr Thomas Matysik, DPM
- 🔹 Plantation General Hospital

Rob Laumann

- 🔹 Sunshin Podiatry
- 🔹 Wound Care Center at Marietta Memorial
- 🔹 Wound Care Center at Kettering MC

Bill Bevan Jr

- 🔹 Dr Colon
- 🔹 Dr Glyn Lewis: Marietta Podiatry Group

Randy Bevan

- 🔹 Womack Army Hospital
- 🔹 The Regional Wound Center, High Point, NC
- 🔹 The Foot and Ankle Center of NC, Pinehurst, NC

Rick Pendergast

- 🔹 Sutter, Kentfield Rehab
- 🔹 Contra Costa Podiatry

Steve Eckert

- 🔹 VA Ann Arbor Healthcare, Beaumont Medical Wound Clinic