Industry News

AOPA Policy Forum - Great Success for O&P
The 2013 AOPA Policy Forum was a great success for AOPA members and the O&P community. The first day provided attendees intensive informational sessions about the condition and trajectory of O&P amid a challenging political environment. More than 100 AOPA members attended the sessions, which focused on legislative and regulatory issues. Celebrating her birthday with AOPA, was first term Rep. Tammy Duckworth (IL-8). Closing up the educational sessions of the Policy Forum was Rep. Brett Guthrie (K-2). Both Representatives gave extremely fruitful talks and agreed to co-sign letters encouraging other representatives to co-sponsor the O&P RAC Audit legislation. Cascade’s President, Jeff Collins and Pacific Southwest Account Manager, Andy May attended the event and supported the cause.

RAC Insurance Coverage Now Available
With regulatory proceedings costing upwards of $80,000, practitioners face rising challenges in the O&P industry. Those who bill Medicare or Medicaid are now faced with the reality that the Recovery Audit Contractor (RAC) and Zone Program Integrity Contractor (ZPIC) audits have spread nationwide. MEDEFENSE™ Plus from NAS Insurance is a program designed to protect against these and other governmental regulations. MEDEFENSE™ Plus offers coverage for attorney and audit costs incurred in response to actions or proceedings resulting from RAC audit finding, as well as payment for potential fines and penalties. In addition, MEDEFENSE™ Plus provides defense cost and civil fines and penalties coverage for HIPAA, STARK and EMTALA proceedings. For more information on how you can protect your practice, contact NAS Insurance Services online at nasinsurance.com.

WillowWood & University Partners Secure VA Contract for Advancing Transfemoral Prosthetics
As part of a Department of Veterans Affairs (VA) Innovation Initiative (VAI2) competition, WillowWood, in partnership with the Ohio State University and the University of Akron, has secured a new contract to develop a more comfortable and useful prosthetic system to help patients at VA medical centers who have a transfemoral (above-knee) amputation. The contract was signed on August 10, 2012 and publically announced by the U.S. Department of Veterans Affairs. Last year, WillowWood, the Ohio State University and the University of Akron jointly entered an industry competition announced by the U.S. Department of Veterans Affairs. The contract was signed on August 10, 2012 and publically announced by the U.S. Department of Veterans Affairs. WillowWood, the Ohio State University and the University of Akron, have secured a new contract to develop a more comfortable and useful prosthetic system to help patients at VA medical centers who have a transfemoral (above-knee) amputation. The contract was signed on August 10, 2012 and publically announced by the U.S. Department of Veterans Affairs.

Product Picks
Ossur® Vari-Flex® XC Rotate™
The new Vari-Flex® XC Rotate™ combines a smooth roll-over and excellent rotation and shock absorption to meet the daily demands of the moderate to high activity user. Central to the Vari-Flex® XC Rotate™ is the respected ‘torsion cell’, which makes it easier to turn while helping to reduce rotary forces on the knee joint and shear forces on the residual limb. The dual carbon keel lessens the impact of vertical forces, while the EVO feature within the foot cover helps to enhance stance control and roll-over motion, boosting overall walking comfort.

Product Updates
Alliard Launches KiddieGAIT™ Transformation
The newly redesigned KiddieGAIT™ features a lower profile with velcro lining on the inside and a strapping system that includes a D-Ring strap closure. Now available in YOUTH size XL (#28907) (L1932).

Kinetic Revolutions Adjustable Pylon Reimbursement
The adjustable pylon family is now being reimbursed by commercial and Medicare insurances under L5999: addition to lower extremity prosthetic; user adjustable height pylon, adult or pediatric, AK or BK. Billing and appeal language is now available on the Kinetic Revolutions website www.kineticrove.com.

Cascade Close-Up
Kim Schwab
We are pleased to announce Kim Schwab has joined Cascade Orthopedic Supply, Inc. as the new Sales Territory Manager for the Mid-Atlantic region. Kim’s territory includes West Virginia, Virginia, North Carolina, and South Carolina. Kim joins Cascade after working within the O&P industry in both sales and business development. Kim is married and has a two-year old daughter named Violet. She recently has discovered a passion for “glamping (or luxury camping)” and hopes to one day own a vintage-chic travel trailer. She especially loves spending time with her family and satisfying her Pinterest addiction. Kim is looking forward to working with the independent O&P customer base and building upon existing and new relationships.

Rod Veitch
After 13 years, Rod Veitch has returned to Cascade Orthopedic Supply, Inc. as Senior Customer Service Representative. When he was originally hired at Cascade in 1980, Rod was the first employee outside of the Leavy family to work at Cascade. Rod has worked in various roles throughout his career, including operations, purchasing, and customer service. He is looking forward to helping the Cascade Customer Service Team take it to the next level of service. Rod has been married for 27 years and has six children and four grandchildren who all reside in Northern California. He enjoys fishing, working out, outdoor activities, and spending quality time with his family. Rod looks forward to moving back to Northern California where he can enjoy his family, friends, and the mountains.

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Flat-bed manufacturing allows ALPS to precisely control the shape and thickness without adjusting the yarn, volume or tension, which can create a non-uniform wear and constriction in unwanted areas. Because ALPS does not remove fibers to create its soft feel, the sock does not lose volume and will not mat down over time. Proprietary manufacturing methods produce a sock which minimizes stretch to ensure sock thickness is maintained for the life of the sock. The performance-based moisture management system of Coolmax® moves perspiration away from the body and through the fabric where it can evaporate quickly. This allows the wearer to feel cooler and more comfortable. Available in narrow, medium or wide and in 1, 3, and 5 ply and sizes range from 8, 10, 14, 18, and 22. 

**Aspen Vista® 464**
The Vista® 464 TLSO offers support to the entire thoracolumbar spine, providing a versatile system that supplies a therapeutic level of motion restriction throughout the healing process. Three shoulder strap configurations along with height adjustment technology allow the Vista 464 to accommodate all body types for an effective and comfortable fit. The Vista 464 (#993340 - L0631) and the Vista 627 Lumbar (#993440 - L0627). Capturing the comfort and compliance of Aspen's SUMMiT Line and the post-operative support of the Contour Line, the Vista Lower Spine line provides a truly versatile option to improve the progression of patient care. Aspen is proud to be recognized as a worldwide leader in spinal orthotics. For more information, please visit www.aspenmp.com.

**Trulife NaturalFlex**
The new Seattle NaturalFlex is Trulife's first foot with a fiberglass composite split keel. Based on the proven Seattle Energy keel design, the Seattle NaturalFlex is the latest offering to the K2 market. Features of the Seattle NaturalFlex include: dynamic response and good ground compliance, flexible fiberglass composite split keel, removable sandal toe foot shell, four keel categories, compatibility with the Seattle endoskeletal leg cosmesis, removable sandal toe foot shell, four keel categories, compatibility with the Seattle endoskeletal leg cosmesis, removable sandal toe foot shell, four keel categories, compatibility with the Seattle endoskeletal leg cosmesis, and a two year foot warranty. #SNF10x (L5972).

**UCO International EZFit Sport Firm**
The Made in USA EZFit Sport Firm premolded foot orthotic offers comfort and pain relief for many patients. The full-length design provides immediate support for pes planus and planatar fasciitis, and is also suitable for high impact sports such as football and basketball. It can be fitted in many types of shoes without modification or can be easily modified with heat and/or grinding. Features a UCOkork Base for durability, a reinforcement layer of Thermo-HK, and a soft top layer of perforated UCOlite to disperse impact and allow air circulation. Available in metric sizes 36-50. #250805.