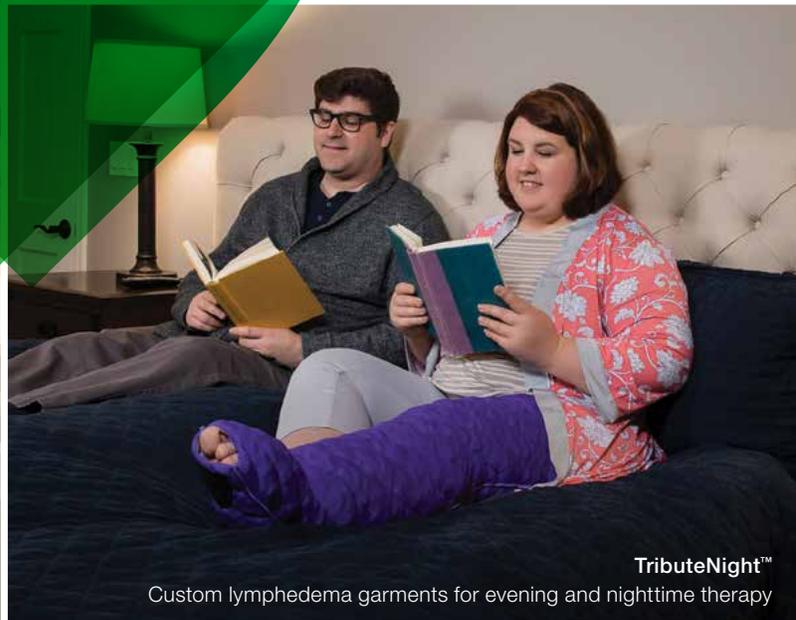
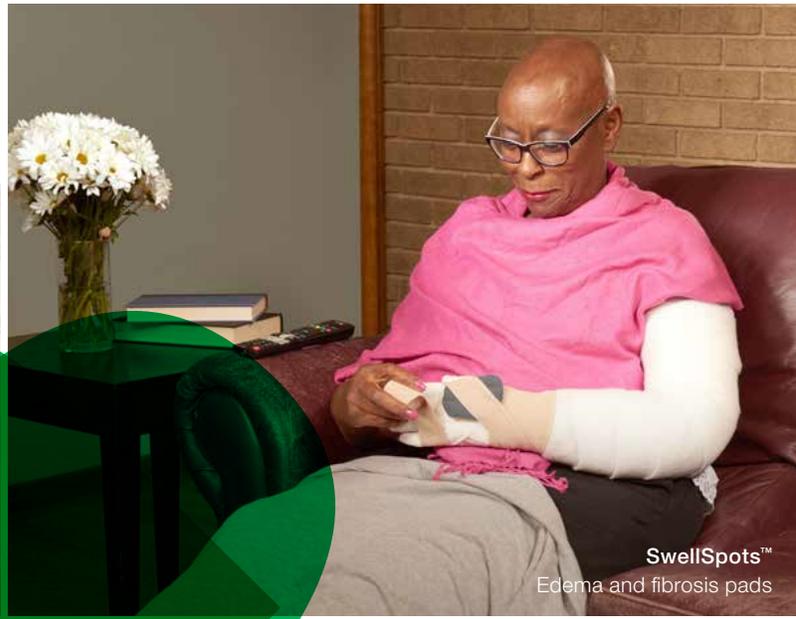




People.Health.Care.

Compression Solutions Training for Therapists in Certification Course



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About L&R USA INC.

L&R USA is an affiliate of our global parent company Lohmann & Rauscher, which has a 160-year history as a well-recognized and respected global manufacturer and supplier of compression therapy solutions and innovative wound care products. L&R USA provides you with effective compression solutions, including bandaging and the Solaris Collection of garments and wraps, to help you treat your lymphedema and edema patients.

When you use L&R USA products, you know your patients are in good hands with trusted brands like TributeNight™, ReadyWrap®, Rosidal® K, and Debrisoft®.

L&R USA — passionate about delivering innovative wound care and compression solutions.



Skin protection with stockinette

Step 1 of Multi-layer bandaging

STEP 1



tg[®] tubular

- lightweight and breathable **tubular stockinette** for comfortable experience



tg[®] cotton

- soft, comfortable, **100% cotton stockinette** for patients with sensitive skin



tg[®] soft

- comfortable **terry cloth stockinette** typically used for frail/fragile skin (e.g., elderly patients) and extra padding on the bony prominences

Finger & toe coverage with gauze conforming bandages

Step 2 of Multi-layer bandaging

STEP 2



Transelast[®] Classic

- premium soft and comfortable **closed weave gauze bandage**
- can also be used for managing genital lymphedema

Mollelast[®]

- classic comfortable **open weave gauze bandage**
- wider widths can be used for holding padding, foam or wound dressings in place
- can also be used for managing genital lymphedema

Raucolast[®]

- cost-effective, soft, **closed weave gauze bandage**
- can also be used for managing genital lymphedema



Padding with synthetic padding or foam rolls

Step 3 of Multi-layer bandaging

STEP 3

- padding cushions and protects the skin/ tissue to support even pressure distribution under compression bandages
- helps support limb to restore cylindrical shape



Cellona® Synthetic Padding

- synthetic padding** softly cushions the limb with a high degree of conformability around body contours
- self-adheres to help prevent slippage



Rosidal® soft

- thin, **open-cell foam padding** helps address fibrotic tissue
- durable, tear-resistant padding can be reused and machine-washed up to 50 times

Intensive Phase

Focal compression with medical grade foam

Step 4 of Multi-layer bandaging (optional)

STEP 4

- helps achieve increased, localized pressure in tough fibrotic areas
- helps fill concavities



Komplex®

- medical grade high density foam padding**
- available in pre-made shapes (e.g., kidney), rolls in various thicknesses, and a large sheet to cut to size for creating customized foam shapes or chip foam bags



Komplex® II

- large sheet of narrow strips of open cell channel foam**, surrounded by a skin-friendly, non-woven, breathable, non-slip material
- foam strips create a channeling effect that loosen hardened fibrotic tissue with its firm yet gentle micro-massage effect
- can be cut to size to create customized foam shapes



Case Example

Komplex foam sheet was utilized as a "flower" shape under multi-layer bandaging.

SwellSpots™

Step 4 of Multi-layer bandaging (optional)

STEP 4

 Off-the-Shelf

 Custom

- therapist-designed **edema and fibrosis foam pads** offered in a wide range of versatile shapes and sizes
- foam technology helps address troublesome edema under bandaging, wraps, or garments
- helps break up and soften hardened/fibrotic tissue; supports limb volume reduction; creates multi-point profiles with foam to help open initial lymphatics and encourages reabsorption; fills concavities; and pads bony prominences



Case Example



“My patients find that SwellSpots not only make it really easy to break up tough fibrosis and scar tissue, but it also helps alleviate any pain - making it easier to be compliant with their garments.”

Maureen McBeth, PT CLT-LANA

Case Example



“SwellSpots are so important for my patients with trauma in the breast area from surgery, lymph node dissection and radiation. When my patients wear the SwellSpot Breast Pad between treatment sessions, they not only feel immediate relief from the fibrosis break-up, but also reduce their time in therapy. Continued use also supports their long term success in self-care.”

Linda Roherty, PT CLT-LANA

Short-stretch bandages

Step 5 of Multi-layer bandaging

STEP 5



Rosidal® K short stretch bandages

- comfortable to wear both day and night; designed to provide high working and low resting pressure
- skin-friendly, 100% cotton material content
- highly reusable — up to 50 cycles in the washing machine and dryer



Idealbinde® wide short stretch bandage

- wide, white short stretch bandage for easier and faster wrapping of large areas, such as: thigh, hip, trunk or abdomen

Tape

Step 6 of Multi-layer bandaging

STEP 6



Silkafix®

- final step of the multi-layer bandage to keep bandages in place
- silk adhesive tape is strong, durable and does not leave residue behind on the skin

Multi-layer bandaging (MLB)

Intensive phase results



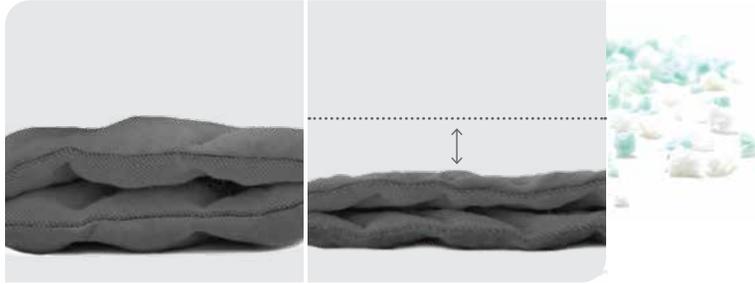
TributeNight™

Custom foam therapeutic evening and nighttime garment



Choose profile height.

Offering foam technology variety benefiting patient comfort.



Original profile

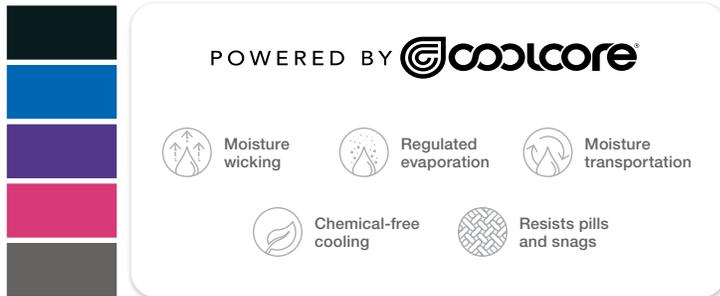
Low profile

- available in two profile heights: **Original** and **Low** profile
- foam technology helps break up fibrotic tissue and soften skin to help improve lymphatic flow
 - ◆ high and low density foams create multi-point pressure points



Pick fabric color.

Patients can express themselves



- available in a wide variety of colors: **Black, Blue, Purple, Raspberry, and Slate**
- *Powered by Coolcore* fabric with innovative, chemical-free Cooling Power that rapidly wicks away sweat and moisture to regulate body temperature
 - ◆ helps ensure patients are cool and comfortable throughout the night, leading to better compliance



Add optional modifications.

Optional features to enhance patient experience.



- every garment can be fully customized to your patient's unique measurements with the design of style, fit, functionality, and donning preferences in mind to support successful self-management, including:
 - ◆ zipper, VELCRO® brand fasteners, pull-up loops, and snap tape
 - ◆ lip bridge, non-skid pad, and digit spacers available on select garment styles



Add accessories.

Enhance the garment and their experience.



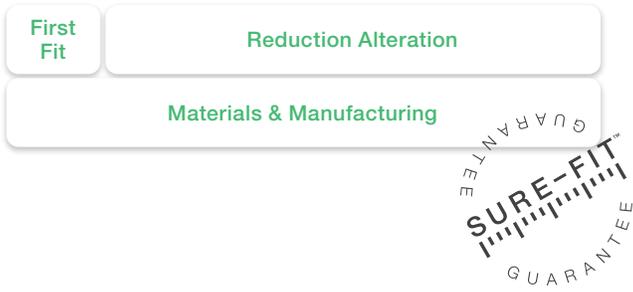
Outer Jacket (OJ)

Variable Compression Jacket (VCJ)

- **Outer Jacket (OJ)** helps provide support, while protecting the garment from dirt, pet hair, and stains
- **Variable Compression Jacket (VCJ)** helps provide extra support and containment for patients with hard-to-manage and highly fluctuating lymphedema and edema
 - ◆ you as a therapist set the VELCRO® brand fasteners and your patient simply slides it on and zips it closed

TributeNight™

Custom foam therapeutic evening and nighttime garment



SURE-FIT Guarantee™ Premium services for custom garments.

- **First Fit:** To ensure the proper fit, we will alter or re-make your patient's garment as many times as needed within the first 45 days from shipment.
- **Reduction Alteration:** To support your patient's successful compliance, we offer one free alteration during the one-year life of the garment to reduce the size of the garment to match their improved measurements.
- **One Year Material & Manufacturing Warranty:** We guarantee your high-quality garment to be free of material and manufacturing defects during the recommended one-year life of the garment.

Custom Design Center Supporting you and your patients, every step of the way.

- Our Custom Design Center is here to support you, your patient, and their TributeNight garment. Here's how they can help:
 - ◆ help you with the measuring process
 - ◆ review patient order history and current measurements for new orders
 - ◆ support you with our SURE-FIT Guarantee service
 - ◆ offer assistance in finding the best option for all presentation, mobility and personal preference considerations
 - ◆ make recommendations on fit, style and modifications

Case Example Low Profile Height Option



"When it was time to get a new garment, we tried the TributeNight low profile for improved comfort. I wasn't sure if it would address her fibrotic tissue, but as you can see the low profile is still very effective."

Vicki Ralph, MPPA OTR/L CLT-LANA

TributeNight™

Custom foam therapeutic evening and nighttime garment

Patient Testimonials



"I love TributeNight. It is custom to you, because you are different than everyone else. They provide me comfortable therapy at night, are easy to don on and off, durable, and allow great movement. My nightly care for my Lymphedema is less time consuming. I would never go a night without my TributeNight garments, they are a part of my everyday life"

Becca, Primary lymphedema



"TributeNight is the best night garment I've ever worn, because it is comfortable and breathable. It also goes on so easy. You wake up in the morning, and when you get out of bed your swelling is maintained."

Peter, Secondary lymphedema

EarlyImpressions™

Youth garment program

Children ages 0–4 years receive up to two garments per year free of charge, discounted cost thereafter.	\$0/garment ^{1,2}
Children ages 5–14 years receive a greatly reduced price for their garments.	\$200/garment ²

- 1. Limit two (2) garments per year at \$0 cost. Additional garments \$200/garment.
 - 2. Shipping charges apply.
- NOTE: L&R USA does not design EarlyImpressions garments in head & neck styles.



Tribute® Wrap

Off-the-shelf adjustable foam compression wrap

Off-the-Shelf

Evening & Nighttime

Low Activity

■ **off-the-shelf adjustable foam compression wrap**

■ available in five left/right specific styles:

- ◆ Glove, Wrist to Axilla, MCP to Axilla, Below Knee, and Knee to Thigh

■ offers great features to benefit your patients, including:

- ◆ proven foam technology to break up and soften fibrosis
- ◆ easy-to-use finger grips for the right, comfortable fit
- ◆ Powered by Coolcore fabric that rapidly wicks away sweat and moisture to regulate body temperature
- ◆ chevron channeling based on MLD principles of directing fluid
- ◆ complimentary Sleep Sleeve included with all styles to ensure straps don't get tangled in the sheets



Case Example



"I had my patient try it on while she was at my clinic. It was easy for her to don and doff it herself and in just 10 minutes of wearing the garment we already noticed visible benefits."

Vicki Ralph, MPPA OTR/L CLT-LANA

Case Example



Vicki Ralph, MPPA OTR/L CLT-LANA

Patient Testimonial

"In the morning, I took it off and couldn't believe the difference in how my leg looked!! I wondered if this was a fluke, but I've noticed the same results EVERY morning. This is very good! NO this is OUTSTANDING. Because of the reduced swelling, it now is easier to put on my daytime ExoCustom flat knit garments and my legs and have less fatigue throughout the day. I am now convinced that TributeWrap does make a significant difference!"

John, Secondary lymphedema



ReadyWrap®

Adjustable compression wrap

 Off-the-Shelf

 Custom

 Day

 Evening & Nighttime

 Low Activity

 High Activity

- clinically-effective and easy-to-use **adjustable compression wrap**
- great option for those who struggle to pull on flat or circular knit garments
- offers great features to benefit your patients, including:
 - ◆ low-stretch material to mimic short-stretch bandaging — the gold standard of treatment
 - ◆ adjustable straps that easily adjust for all-day comfort and compliance
 - ◆ 50% overlapping straps to help prevent gapping
 - ◆ color-coded VELCRO® brand closures make donning easy



Maintenance Phase

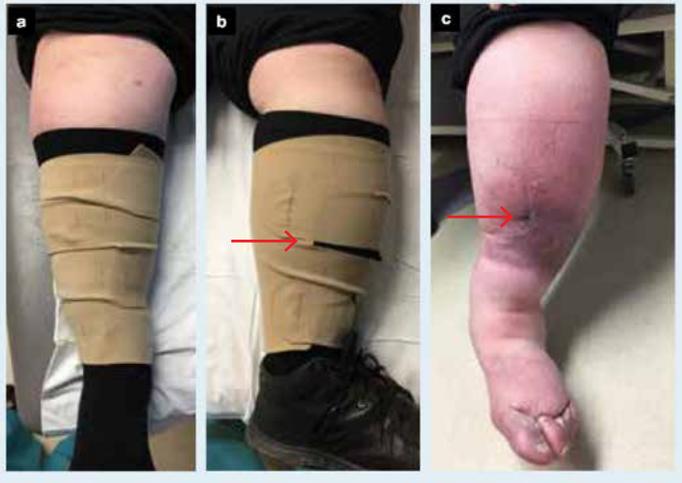
ReadyWrap Case Study

Case report to demonstrate need for selection criteria for optimal adjustable Velcro wrap (Jan, 2018)

Suzie Ehmann, Karen Bock



Fig 5. Product B. Gaps in this product when donned incorrectly (a and c) can lead to poor volume containment and/or re-ulceration (a)



- compression wraps with interlacing straps are challenging for patients to don on their own
- this type of interlacing strapping system often leads to gapping, which can cause re-ulcerations or wounds.

Fig 6. Product A. First visit post instruction (a), Even with less than perfect application note the skin intact and even compression (b). Although not perfectly donned, there is less risk for re-ulceration with this style garment. It is essential to follow up use/care of all compression products to ensure proper use (c)



- ReadyWrap offers a 50% overlapping strapping system based on multi-layer bandaging principles so that it is easy for patients to get full coverage, even when they do not apply accurately
- After one additional education session, patients can usually don it correctly

ReadyWrap®

Adjustable compression wrap

Case Example

Intensive



Maintenance



"After 12 years with lymphedema, he came to me for the intensive phase of CDT. With Rosidal K, each leg reduced several liters in one month..."

"...To manage the swelling reduction, I placed him in bilateral ReadyWrap garments. He and his spouse loved that they could easily don/doff it on their own."

Vicki Ralph, MPPA OTR/L CLT-LANA

Maintenance Phase

Circular vs. Flat Knit

Choosing the right knit garment.



- **circular knit** is a lower profile garment that is not often recommended for lymphedema management. May offer the same compression level as flat-knit, but offers a lower containment that can migrate into skin folds (mimics more of a long stretch bandage)

- **flat knit** is considered the "gold standard" for daytime management of lymphedema during the maintenance phase. It contours the shape of the limb and offers high containment to maintain therapy success (mimics multi-layer bandaging)

ExoStrong™

Off-the-shelf flat-knit at a fraction of the cost.

 Off-the-Shelf

 Day

 High Activity

- a full line of **off-the-shelf flat-knit garments** in 20–30 mmHg compression for daytime management of lymphedema
 - ♦ allows patients to get the right garment at a fraction of the cost of custom made garments.
- available in the following styles:
 - ♦ glove (available in three finger lengths: full, half, and quarter)
 - ♦ gauntlet
 - ♦ arm
 - ♦ thigh high
 - ♦ below knee



Maintenance Phase



ExoCustom™

Custom flat knit compression garments.

 Custom

 Day

 High Activity

Case example



"My patient loves her ExoCustom because it held its shape and effectiveness longer than other flat knit she used in the past."

Vicki Ralph, MPPA OTR/L CLT-LANA

Debrisoft® Pad

Monofilament pad for removal of hyperkeratotic skin

- easy to use, safe and highly effective wound and skin cleansing products, ideal for removing keratosis and skin scales.
- Debrisoft technology can save you a significant amount of time when cleansing hyperkeratotic legs and provide a comfortable experience for your patient, due to its soft and flexible fibers.



Case example



Customer Support

Supporting you and your patients for life.

Territory Business Manager

Our Compression Sales Team is here to support you on your journey as a newly-certified lymphedema therapist. So much information is conveyed to you in a short period of time, and your Territory Business Manager is available to schedule **virtual or in-person** meetings when you're back in clinic. Here are some ways they can support you:

- provide in-service on our compression product solutions
- educate you on the various distribution channels available — local DME provider, National Providers, and online distributor
- connect you with one of our distributors
- answer product-related or donning questions
- provide product brochures, measuring and order forms, measuring videos, donning videos, and educational materials

Customer Service

Our Customer Service team is known for their exceptional service, and can work with therapists, patients, and providers. Here are some ways they can support you:

- help with measuring/sizing related questions or the off-the-shelf garments/wraps
- instruct on how to don/doff garment
- answer your product questions when you need a quick answer
- provide status of an order or return authorization

Available Monday–Friday, 7:00 AM–7:00 PM Central

- ☎ 855-892-4140
- ✉ inquiries@us.LRmed.com

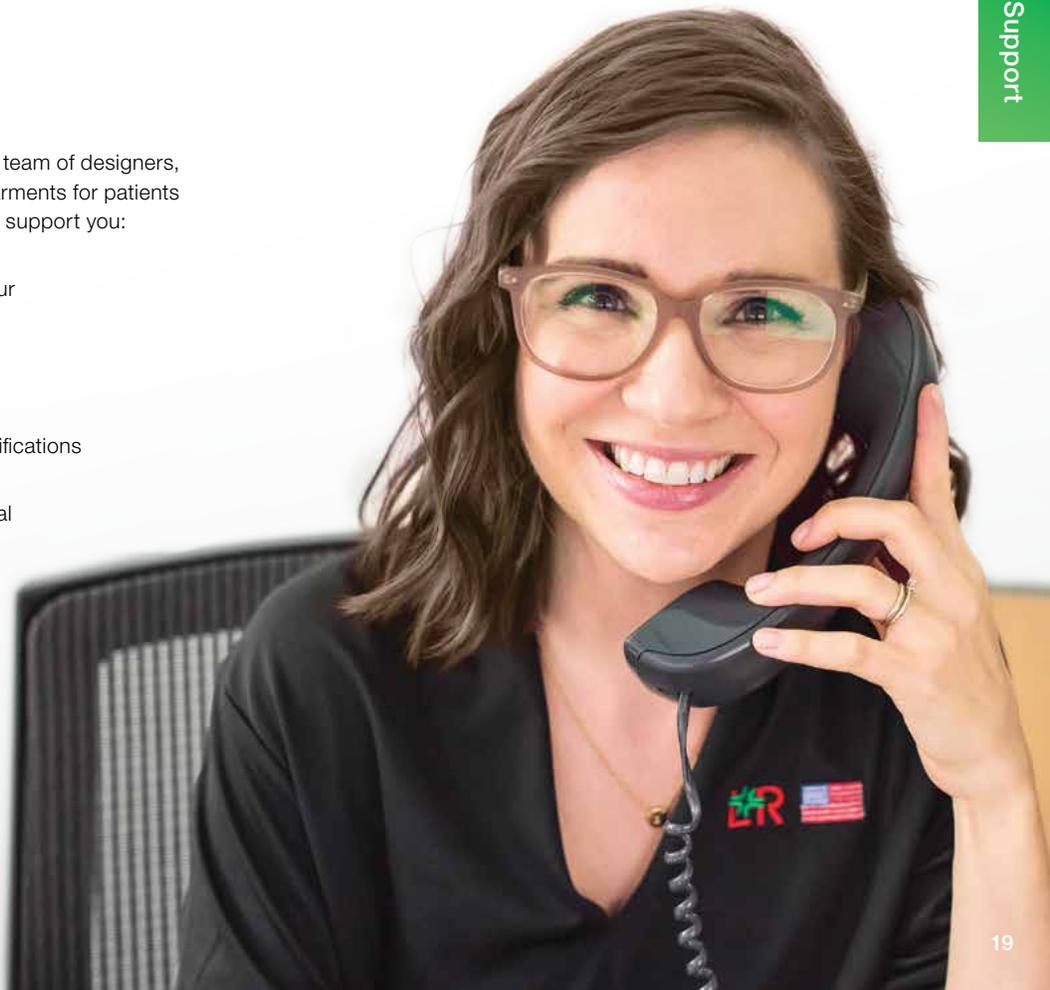
Custom Design Center

We offer therapists and fitters direct access to our team of designers, to lend their expertise in helping design custom garments for patients from coast to coast. Here are some ways they can support you:

- answering measuring and ordering questions
- collaborating with you on garment design for your patient's unique presentation and abilities
- reviewing patient order history and current measurements for accurate reordering
- redeeming SURE-FIT Guarantee
- making recommendations for fit, style, and modifications

Available Monday–Friday, 7:00 AM–7:00 PM Central

- ☎ 414-892-5158
- ✉ CustomDesignCenter@us.LRmed.com
- 📺 Video conference
- 📍 Travel





People.Health.Care.

Support for Life 



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