



# VENDOR Directory

# & Resource Guide 2018

Alphabetical Company Listings of Safe Patient Handling & Mobility Products and Services

**Product Features for Specific Solutions** 

Special Section: Focus on Falls

**Bariatric Solutions Chart** 

FEATURED ARTICLES:

What Makes a Great SPHM Leader?

Patient Lift and Sling Compatibility

Making the Case for the Lift Team...Again!









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# **CONTENTS**

### Vendor Directory & Resource Guide 2018

What Makes a Great SPHM Leader?	5-7
Alphabetical Company Listings of Safe Patient Handling & Mobility Products and Services	
Bariatric Solutions Chart	26-27
Patient Lift and Sling Compatibility	29-32
Product Features	33-43
Making the Case for the Lift TeamAgain!	47-49
Advertiser Index	50

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### What Makes a Great SPHM Leader?

By Heather M. Monaghan, MHSc, RN

The qualities required of a successful safe patient handling program leader are often overlooked in the rush to appoint someone to lead this complex staff and patient safety initiative. Too often, the responsibility of program leadership is given to an already overworked nurse manager, who has many other conflicting priorities, or an interested floor nurse, charge nurse, or therapist with little experience of the core skills required to lead a system-wide initiative. The turnover of SPHM champions is high, as enthusiastic but unprepared leaders are overwhelmed by the challenges that are presented to them every day. So, what exactly does a SPHM leader need to know or have experience with? To examine this issue, a group of professionals experienced in SPHM from a variety of countries were asked "What makes a great safe patient handling leader?" Thirteen people responded, including 1 vendor, 4 researchers, 1 ergonomist, 2 PTs, 1 OT, and 4 nurses. The following is a table of the qualities the respondents felt were required of a great SPHM leader in no particular order.

#### **Personal Qualities**

- Perseverance
- Enthusiasm
- Vision
- Persistence and patience
- Passion and caring
- Humor and humility
- Assertiveness
- Resiliance and determination
- Emotional intelligence
- Pioneering spirit; don't mind if you fail, but keep trying

#### **Communication**

- Ability to listen, including to frontline staff
- Engage in collaborative communication across all levels and disciplines within the organization
- Excellent communication skills
- General marketing skills to spread the word

### Leadership Skills

- Team leader, team builder, and team player
- Organized
- Unafraid to challenge the status quo
- Ability to develop the SPHM team
- Value and use input from frontline staff
- Lead (not control or micromanage)
- Project management and problem-solving
- Dynamic and passionate about SPHM
- Manage situations that are unfamiliar, complex, or unpredictable
- Build confidence in others
- Engage in horizontal scanning for future developments
- Lead new practice and service redesign solutions in response to feedback, evaluation, and need of influence
- Respected by peers
- Able to motivate others to change
- Determination; required to approach management to secure the resources (funding and people) to obtain approval
- Determination; required to establish and sustain the program
- Committed to sustain the program in the face of inevitable resistance
- Recognize the importance of acknowledging staff who are effectively supporting the program
- Independent; must be somewhat free from the influence of others because their program is likely to be met with significant opposition
- One who embraces and values change; SPHM programs represent a stark departure from how things have always been done
- Overcome resistance from all levels
- In-depth knowledge of change management
- Skills to encourage and strengthen (UPLs, ergocoaches)
- Data-driven
- Experience in SPHM
- Active role model
- Committment to the subject matter

### **Knowledge & Education**

- SPHM expertise
- Knowledgeable and competent; must possess the skill and knowledge to effectively lead a SPHM program
- Provide educational information and opportunities
- Continually develop practice in response to changing population health need
- Educator
- Evidence-based in their practice and program
- Prepared; they have prepared themselves to be competent on safe patient handling

I would like to thank those who took the time to respond to the survey and hope the responses they gave will help those who are already SPHM leaders or wish to improve in their role as well as new SPHM leaders.





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The purpose of this vendor directory is to supply those involved with purchasing safe patient handling and mobility (SPHM) equipment with a guide that includes product and service vendors specific to this field.

A new directory will be published every March to keep up-to-date with new developments and other initiatives.

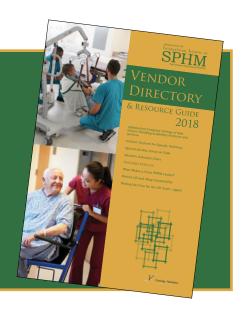
#### See page 50 for an Advertiser Index.

#### **Tell Your Colleagues!**

The Vendor Directory & Resource Guide 2018 PDF is a free download from www.sphmjournal.com.

We would like to thank all our vendors for choosing to be part of this directory.

If you are a vendor of SPHM products and services and wish to be included in the next publication, please contact Sarah Thomas at sthomas@sphmjournal. com or 941-323-0622. Issues close advertising in January of the publication year.





Air-Matt Inc 800-466-2260 www.air-matt.com info@air-matt.com

Air-Matt Incorporated manufactures patient transfer equipment designed to enhance Safe Patient Handling (SPH) programs. Our current products consist of air assisted lateral transfer replacement mats which are compatible with all of the major manufacturers transfer systems commonly in use today. We are dedicated to providing quality, affordable safe patient handling products to hospitals, long term care facilities and home health care providers. We believe by making these products more readily available to caregivers, caregiver injuries can be substantially reduced and the comfort and safety of patients will be enhanced. This is our goal and commitment. Air-Matt products are designed for providers who are already familiar with the principles of SPH and lateral air transfer systems or are working with qualified SPH advisors to maximize their existing capabilities. Please see our website www.air-matt.com for product information and pricing.



AirPal®, Inc. 800-633-4725 www.airpal.com info@airpal.com

Caring for the Patient and the Caregiver, AirPal is the inventor of the air-assisted patient transfer system - the gentlest way to laterally transfer a patient. For over 30 years the AirPal\* system has been known for its durability, quality, and value in reducing patient and caregiver injuries. Only AirPal offers a 5 year warranty on Reusable TransferPads, and only AirPal offers a rugged SPS (Single-Patient-Stay) Disposable that can last throughout a patient's stay. Take "The AirPal Challenge" and ask for a sample SPS pad to compare to your current disposable. Not only are AirPal products unmatched in quality, they are also unmatched in price. Get a quote from AirPal today - and save!



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At Arjo, we are committed to improving the everyday lives of people affected by reduced mobility and age-related health challenges. With products and solutions that ensure ergonomic patient handling, personal hygiene, disinfection, diagnostics, and the effective prevention of pressure ulcers and venous thromboembolism, we help professionals across care environments to continually raise the standard of safe and dignified care. Everything we do, we do with people in mind. www.arjo.com

Diligent Consulting is an Arjo clinical program that promotes a care culture dedicated to safe patient healing through creating guaranteed, significant outcomes at the clinical and operational levels.



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ATLAS Lift Tech offers customized programmatic solutions to safe patient handling and mobility (SPHM).

ATLAS is transforming the way care delivery organizations deploy and manage comprehensive SPHM programs through our innovative Lift Coach Model. Our specially trained coaches become integrated into each facility - helping to empower nurses through supportive bedside training methods, reducing provider injury, mitigating risk and boosting caregiver morale. From policy development and continual program management to real-time SPH task tracking and scheduling, ATLAS provides proven and effective practices to comply with state and pending federal legislation, improve patient safety, offer an impressive return on investment and produce a thriving and sustainable culture of safety.



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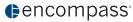
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Sizewise 800-814-9389 www.sizewise.com info@sizewise.com

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Our equipment is manufactured in the US and distributed globally in acute care, rehab, LTAC, LTC, homecare, and hospice settings.



Tollos 410-363-1515 www.tollos.com customerservice@tollos.com

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Vancare, Inc 800-694-4525 www.vancare.com info@vancare.com

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We proudly supply and manufacture floor lifts, ceiling lifts, and patient transfer devices, handling the lightest transfer up to your 1000 pound bariatric patient needs. Vancare has been able to do all of this and remain as leaders by truly listening to our customers' needs and requirements and acting on them. Treating the customer the way they deserve as part of our Vancare family is what we do.



Visioning HealthCare Inc. 941-907-3268 www.VHCSafetyCulture.com info@visioninghealthcare.com

A leader in safe patient handling and movement (SPHM) consulting and education in the USA, Visioning HealthCare (VHC) is the only company in its field accredited by the American Nurses Credentialing Center (ANCC) to provide continuing education for nurses. Our multi-professional consultants provide extensive experience in creating a culture of safety, as well as specialist knowledge in acute and long term care, bariatrics, wound care, and physical therapy. VHC's comprehensive, vendor neutral risk assessment provides a blueprint for the implementation of a successful and sustainable SPHM program. VHC offers a variety of tools to help excite your team about creating a culture of safety and make education a memorable experience. For more information on how to get started, whether it be a full program, a lift team, a risk assessment, or general consulting advice visit www.VHCSafetyCulture.com.



# Creating a Culture of Safety

### Risk Assessment

Find out what & how much equipment you need.

### Pilot Program

Make the business case for funding SPHM.

### Program Implementation

Create a culture of safety in which SPHM exists.

### Early Mobility

Improve your patient outcomes

### **Education & Training**









# **BARIATRIC SOLUTIONS**

Many healthcare facilities face challenges when admitting bariatric patients. It is important to understand the unique considerations that need to be made when safely moving and handling this patient population.

Company	Ceiling Lift	Mobile Lift	Bed	Sit-to- Stand
Alpha Modalities LLC				
The Brewer Company				
EZ Way, Inc.				
Guldmann Inc				
HoverTech International				
Jamar Health Products, Inc				
Seating Matters				
Sizewise				
Vancare Inc				



The bariatric solutions chart below is designed to help easily identify companies that offer bariatric solutions for a variety of safe patient handling and mobility needs.

Friction- Reducing Devices	Slings	Transport/ Transfer	Seating	Mobility	Bathing/ Toileting
		•			



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### PATIENT LIFT AND SLING COMPATIBILITY

By Lynda Enos, RN, MS, COHN-S, CPE

Evidence indicates that multifaceted safe patient handling and mobility (SPHM) programs are more effective than any single intervention in reducing the risk of caregiver injury associated with manual patient handling.

An essential component of an SPHM program is the use of powered lift equipment such as ceiling and floor-based lifts, which, when used on a consistent basis as appropriate, have been shown to significantly reduce caregiver exposure to risk factors that contribute to musculoskeletal disorders.

Manufacturers of patient lift equipment and/or slings offer a wide variety of hanger or spreader bar and sling designs. For example, lift hanger bars vary in the number of attachment points (eg, 2,3,4, or more); width and shape (eg, 2-point; X-shape; H-shape, etc.); and weight capacity.

Slings can vary in size, shape, weight capacity; by the materials they are made with (eg, fabric, plastic); the number of attachment points available to connect to a lift hanger bar; and the type or style of attachment point (eg, loop or plastic clip or key design). Sling sizing is not consistent between

manufacturers; for example, a medium sling used for toileting from one manufacturer is not the same size as a similar medium sling from another manufacturer.

With all these choices, choosing the best lifts and slings for the patient population within a healthcare facility or for the home care environment can be challenging. It's not unusual for a healthcare facility to acquire different brands of lifts and slings that can be used to perform the *same* patient lift tasks but are not standardized in their design and/or how they are to be used, thus, increasing the level of competency needed by caregivers to use the equipment safely.

As the design and variety of patient lift equipment and slings have evolved and expanded during the past decade, and the potential for use has increased in healthcare settings across the continuum, the potential for caregivers to *unintentionally* misuse lifts and slings resulting in harm to patients has increased. One unintended *misuse* is the use of a sling that *may not* be compatible with a lift hanger bar, creating an unsafe situation. Unfortunately, there are reports of patient death and injury due to incorrect choice and use of lifts and slings by caregivers.

Government databases in various countries, such as the Food and Drug Administration's (FDA) Manufacturer and User Facility Device Experience (MAUDE) database in the US and the Medicines and Healthcare products Regulatory Agency (MHRA) in the UK, collect information from manufacturers of medical devices about *adverse events* that result in an undesirable experience associated with the use of a medical product (eg, a patient lift) on a patient.

The following are the primary themes or *main issues* that cause these adverse events and are related to patient lifts and slings:

- Slings that are incompatible with the lift hanger bar (eg, using a sling with *loop* attachments on a hanger that is designed for use with slings with *clip* attachments). Thus, the sling becomes detached during the lifting task.
- The use of damaged slings.
- Incorrect size or type of sling was chosen for the patient and/or the task to be performed and/or the lift equipment to be used.
- The sling was applied to the patient and/or attached to the lift hanger bar incorrectly.

Overall, the absence of adequate lift and sling management and maintenance systems, user training, and patient or risk assessment protocols to determine the correct choice of equipment and sling that meets patient needs within a healthcare organization are the leading "root cause" of these adverse events.

In an effort to prevent the issues described above, the American Association for Safe Patient Handling and Movement (AASPHM) developed industry guidelines that focus on sling and lift hanger bar compatibility in the US.

The Healthcare Recipient Sling and Lift Hanger Bar Compatibility Guidelines were published in 2016 and were developed as a result of stakeholder meetings and input via survey; extensive research of existing US and international standards, guidelines, and evidence-based research; and expert opinion related to the compatibility and safe use of patient lifts and slings. The Guidelines assist healthcare facilities and organizations, caregivers, sling and lift manufacturers, and retailers to facilitate safe use of slings and lift hanger bars in any setting where patients are lifted, moved, and mobilized. The Guidelines incorporate information about the manufacturer's responsibilities when designing lifts and slings and provide instructions for use from the International Organization for Standardization (ISO) 10535:2006 Hoists for the transfer of disabled persons — Requirements and test methods, and design requirements for patient lifts. This is the primary safety design standard that manufacturers of lifts and slings worldwide should comply with.

In addition, the Guidelines offer a framework for healthcare organizations to develop systems that reduce the risk of incorrect use of slings and lift hanger bars by caregivers through standardization of the design, inspection practices, use, and care of hanger bars and slings, and recommendations for risk or patient assessment, and education and training of caregivers.

It should be noted that professional associations and regulatory bodies in other countries, such as the UK, Canada, and Australia, have also published guidelines and additional requirements to the ISO standards related to the safe use of patient lifts and slings.

The publication of the AASPHM Guidelines attracted the attention of the Swedish Standards Institute. This led to discussion and a decision to revise the current ISO 10535:2006 standard to reflect the availability of lifts that

use newer technologies to move patients and to further address the safety concerns related to lift and sling compatibility.

In January 2018, a workgroup that includes subject matter experts who represent standards institutes in countries from around the world began work to revise ISO 10535:2006. One member of the AASPHM Sling Safety Committee is part of the US delegation representing the American National Standards Institute (ANSI).

The revision of the ISO 10535 standard is expected to be completed in 2020.

#### **Useful Links:**

The Healthcare Recipient Sling and Lift Hanger Bar Compatibility Guidelines 2016: www.aasphm.org or www.hcergo.org

Health and Safety Executive. Getting to grips with hoisting people. Health Services Information Sheet No 3: http://www.hse.gov.uk/pubns/hsis3.pdf



Patient Lifts: Safety Guide 2014: https://www.fda.gov/downloads/MedicalDevices/ProductsandMedicalProcedures/HomeHealthandConsumer/HomeUseDevices/UCM386178.pdf



### PRODUCT FEATURES

This section of the vendor directory is designed to help you find specific types of equipment, services, or resources based on type. Our current categories include the following:

- Early Mobility (p 33)
- Slings (p 34)
- Car Transfer (p 35)
- Friction Reducing Devices (p 36)
- Patient Transport (p 37)
- Ceiling Lifts (p 38)

- Pressure Ulcer Prevention (p 38)
- Consultants (p 39)
- Mobile Lifts (p 40)
- Bathing/Showering/ Toileting (p 41)
- Focus on Falls (p 42)

### Are there products you would like to see featured?

### Do you have products to feature?

Call (941-323-0622) or email (sthomas@sphmjournal.com) Sarah Thomas at the *International Journal of SPHM* to be included next year!

#### **EARLY MOBILITY**



Product Name: Blickman Nezzie

**Product Information:** Designed by a thoracic surgeon to exclusively provide safe, early, and frequent ambulation for patients while only taking up as much space as a standard IV pole. Offers true bedside capability with all-steel construction and antimicrobial paint.

See company listing on page 13 (Blickman Industries).

#### SLINGS



Product Name: A-SitStandSWWU

**Product Information:** Our SitStand Belts can be ordered to fit any powered SitStand Lift made and sold in the US. Our belts are wipeable, saving you cost on laundry and having to purchase multiple pieces. We recommend a set of three belts per lifter. Made in the USA with 3 year unlimited warranty.

See company listing on page 10 (Alpha Modalities LLC).



**Product Name:** Vancare Slings

**Product Information:** VANCARE full body slings comfortably accommodate the individual being transported, and are easy to use and clean for caregivers. We offer a large selection with custom options available, including slings capable of safely transferring people of most any weight.

See company listing on page 24 (Vancare, Inc).



Product Name: Guldmann Patient Lift Slings

**Product Information:** Guldmann manufactures and supplies a wide variety of patient slings to move and transfer patients, to reposition and turn in bed and to assist in many clinical applications.

See company listing on page 16 (Guldmann Inc).



**Product Name:** Lavin Lift Straps<sup>TM</sup>

**Product Information:** Specialty Disposable and Reusable straps designed to provide limb suspension for procedures requiring angles and elevation safely, quickly and comfortably. New multi-size straps reduce inventory. New medical grade fabric.

See company listing on page 20 (Lavin Lift Straps  $^{\!\mathsf{TM}}\!).$ 



**Product Name:** HoverSling® Repositioning Sheet

**Product Information:** The NEW HoverSling Repositioning Sheet combines HoverMatt and sling technology in one device, allowing seamless transitions for lateral transfers and overhead lift transfers. For seated transfers, the original HoverSling is also available.

See company listing on page 16 (HoverTech International).



**Product Name:** Invacare Slings

**Product Information:** Slings from Invacare come in a wide array of styles to meet a variety of client needs. Designed to facilitate transfer, Invacare slings are known for durability and safety.

See company listing on page 18 (Invacare Corporation).

#### CAR TRANSFER



Product Name: Vanturn

**Product Information:** VanTurn increases self-confidence in residents who are able to use their own ability, which results in both psychological and physiological advantages to everyone involved. The resident's rehabilitation will improve their quality of life, while bringing a safer work environment for the caregiver.

See company listing on page 24 (Vancare, Inc).



**Product Name:** HoverJack® Air Patient Lift and HoverMatt® Air Transfer System

**Product Information:** The HoverJack can be used in combination with the HoverMatt to safely and easily extract a patient from a vehicle.

See company listing on page 16 (HoverTech International).

#### FRICTION-REDUCING DEVICES



**Product Name:** AirPal Air-Assisted Lateral Patient Transfer System

**Product Information:** The AirPal transfer system has increased patient comfort and reduced handling injuries for 30 years. Order AirPal TransferPads - Reusable or Disposable - for the highest quality at the lowest price!

See company listing on page 10 (Airpal\*, Inc.).



Product Name: PATRANbari slide sheet

**Product Information:** PATRANbari single-patient-use slide sheet (78"x45") prevents caregiver injury, protects bariatric patients from skin shear and cross-infection and promotes mobility. PATRANbari assists with 20-plus tasks including transfer, repositioning and sling placement.

See company listing on page 20 (Jamar Health Products, Inc).



Product Name: Swift UltraSlide System

Product Information: MIP's Swift UltraSlide System, with its Patient Repositioners & adapted bottom sheets that stay on the bed at all times, allow caregivers to safely and easily perform handling tasks with little physical strain that ensure the comfort and security of patients/residents.

See company listing on page 21 (MIP, Inc).



**Product Name:** HoverMatt® Single-Patient Use (SPU) Air Transfer System

**Product Information:** Designed for all-day care, the HoverMatt SPU makes patient transfers, boosting, proning and positioning easier by reducing the pull force required to move a patient by 80-90%. Reusable version also available.

See company listing on page 16 (HoverTech International).



Product Name: Rollboard

**Product Information:** Our Patented "Heat Sealed" GOLD Rollboard for lateral transfer is 100% Made in USA. Needle and thread stitching has been eliminated and our advanced Anti-Microbial additives emit silver ions for the life of the product keeping materials fresh and clean.

See company listing on page 21 (McAuley Medical, Inc).



Product Name: Samarit Rollboard

**Product Information:** Rollboards assist with patient transfer, without the need to lift, and are designed to bridge the gap during the lateral transfer process. Antimicrobial, anti-static, fire-retardant surface and no latex.

See company listing on page 23 (Samarit Medical Industries Inc.).



**Product Name:** PolyGlide Slide Sheet

**Product Information:** PolyGlide Slide Sheets make life easier on caregivers while reducing costs and exposure to injury. Available in reusable and single patient use, the reusable slide sheets can be laundered over 150 times.

See company listing on page 13 (Bainbridge International Inc).

#### PATIENT TRANSPORT



**Product Name:** Bariatric Sorrento

**Product Information:** Clinically proven to enable early mobilization, reduce manual handling injury, prevent falls and sliding, improve posture and function, and reduce pressure injuries by 88%. Get your FREE guide to seating bariatric clients www.seatingmatters.com/handbook

See company listing on page 23 (Seating Matters).

#### **CEILING LIFTS**



Product Name: Vander-Track II

**Product Information:** VANCARE ceiling lifts include the Vander-Track II fixed and bariatric models, as well as a line of portable ceiling lifts. All are designed to safely transfer a person to and from their bed or wheelchair. Caregivers will find them easy to use and will appreciate how they help to prevent injury to those they are transferring as well as themselves.

See company listing on page 24 (Vancare, Inc).



Product Name: Guldmann GH3 Patient Lifts Systems

**Product Information:** Guldmann manufactures and supplies quality ceiling mounted Patient Lifts for patient moving and handling, improving the daily life of the Disabled and Caregivers in hospitals and rehabinstitutions.

See company listing on page 16 (Guldmann Inc).

#### PRESSURE ULCER PREVENTION



Product Name: Q2Roller® Lateral Turning Device

**Product Information:** The Q2Roller is an inflatable lateral turning device that easily turns patients without manual lifting or pulling, providing pressure relief, reduction of friction and shear, and protection against staff injury.

See company listing on page 16 (HoverTech International).



**Product Name:** Invacare® Glissando™ Gliding Mattress

**Product Information:** Featuring a patented gliding layer between two layers of hi-resiliency polyurethane, the Invacare $^{\circ}$  Glissando $^{\text{TM}}$  mattress moves with the resident as the bed is articulated to help reduce friction and shear which can contribute to pressure ulcers.

See company listing on page 18 (Invacare Corporation).

#### **CONSULTANTS**



Product Name: Visioning HealthCare, Inc.

**Product Information:** Focused on patient and staff safety, the name of the company reflects everything our clients want for their patients and staff, a vision of achieving high quality patient care based upon the best evidence available, within a culture of safety, compassion, and fiscal responsibility

See company listing on page 24 (Visioning HealthCare Inc.).



**Product Name:** Atlas Lift Tech

**Product Information:** Atlas is transforming the way healthcare organizations deploy and manage SPHM programs. Our mission is to reduce caregiver injury, improve patient safety, lower costs, and produce a sustainable culture of safety.

See company listing on page 12 (ATLAS Lift Tech).



**Product Name:** HELP<sup>SM</sup> Healthcare Ergonomic Lifting Program

**Product Information:** HELP<sup>SM</sup> Healthcare Ergonomic Lifting Program provides customized consultative services focused on customer specific needs to maximize safe patient handling outcomes.

See company listing on page 16 (HoverTech International).





Product Name: Invacare

**Product Information:** Invacare offers Safe Patient Handling programs tailored to your needs, including webinars, on-site consultation, staff training, lifts and slings, and more.

See company listing on page 18 (Invacare Corporation).

#### MOBILE LIFTS



**Product Name:** Vanderlifts and Vera Lifts

**Product Information:** VANCARE offers a wide array of full body, sit-to-stand, and bariatric mobile floor lifts to safely transfer people while significantly reducing the risk of injuries among caregivers. Our assortment includes models that accommodate people weighing up to 1000 lbs.

See company listing on page 24 (Vancare, Inc).



Product Name: Guldmann GL5 Mobile Lifter

**Product Information:** Guldmann manufactures and supplies the GL5 Mobile Lifter for patient moving and handling, improving the daily life of the Disabled and Caregivers in hospitals and rehab institutions. Max. weight capacity 450#.

See company listing on page 16 (Guldmann Inc).



**Product Name:** Invacare® Premier Series Lifts

**Product Information:** The Invacare® Roze® Stand-Assist Lift and the Invacare® Jasmine™ Floor Lift are easy to use, highly maneuverable and offer premium features for safe, secure and simple transfers.

See company listing on page 18 (Invacare Corporation).

## STAY INFORMED - STAY INVOLVED

Be the first to know about events, special offers, and upcoming issues.





#### BATHING/SHOWERING/TOILETING



Product Name: LiftSeat LS450 and LS600 Toilet Lift

**Product Information:** The LS450 and LS600 combines our breakthrough LiftTek $^{\rm TM}$  Core Assistive Technology with bedside to bathroom flexibility to deliver the most advanced standard and bariatric toilet transfer solution for your safe patient handling and fall prevention programs.

See company listing on page 20 (LiftSeat Corporation).



**Product Name:** Invacare® TheraPure<sup>TM</sup> Bathing Systems

**Product Information:** Invacare offers the only tubs in long-term care featuring patented PipelessTM Technology for a quieter, cleaner, more luxurious bathing experience. Remove up to 99.9% of bacteria after each use in five minutes or less.

See company listing on page 18 (Invacare Corporation).



Product Name: Raz-AT600

**Product Information:** The stainless steel Raz-AT600 has a 600 lb. weight capacity, tilts 25° with minimal effort, and is available with seat widths ranging from 22" to 30" wide.

See company listing on page 22 (Raz Design Inc).

WWW.SPHMJOURNAL.COM



## FOCUS ON FALLS

Check out these specialized product features related to fall prevention and recovery!





Product Name: HoverJack® Air Patient Lift

**Product Information:** In the event of a patient fall, the HoverJack inflates to lift the patient in supine position from the floor to bed/stretcher height for easy lateral transfers back to bed.

See company listing on page 16 (HoverTech International).



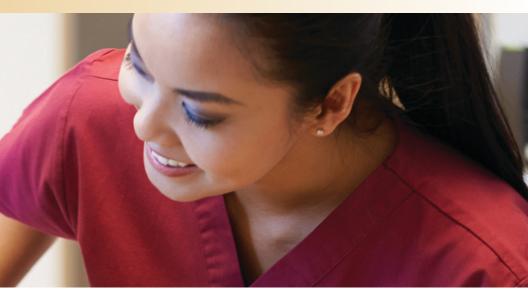
Product Name: LiftMate Low/High Patient Lift

**Product Information:** The mobile LiftMate smoothly, securely and easily lifts patients onto any exam table or elevated procedural surface, reducing falls and injuries to patients and clinicians. LiftMate is safe, battery-powered and easy to use.

See company listing on page 13 (The Brewer Company).

## PRODUCT FEATURES

## SPECIAL SECTION





**Product Name:** Invacare Falls Prevention Programs

**Product Information:** Invacare offers Falls Prevention programs tailored to your needs, including webinars, onsite consultation, staff training, lifts and slings, and more.

See company listing on page 18 (Invacare Corporation).



**Product Name:** ResQUp™ Patient Lift

**Product Information:** The ResQUp<sup>™</sup> is an ergonomically designed fall recovery device for use by caregivers who wish to safely and simply assist patients up to a seated position following a non-injurious fall.

See company listing on page 22 (Safe Patient Solutions LLC).

# AM I MISSING SOMETHING?

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## MAKING A CASE FOR THE LIFT TEAM ... AGAIN!

By Bryon Graulich, MSHCA, ATC, PTA, CEAS

Probably one of the most compelling topics in health care today—and one that has surprisingly seen the least amount of relative change despite great discussion and research—has been the topic of safe patient handling and mobility (SPHM) and caregiver injuries. For decades now, the number of injuries to healthcare workers associated with patient caregiving has been dramatic. According to the Bureau of Labor Statistics, more back injuries are experienced by nurses than the general population as a result of their physically demanding work. Additionally, nursing personnel are consistently listed as one of the top 10 occupations for work-related musculoskeletal disorders. While being ranked as a profession of workers with such high injury rates each year for the past two and a half decades has raised international attention, it has done little to change nursing practice. It is also widely known that healthcare workers tend to underreport injuries and self-treat them as a matter of culture. The additional burden of trying to achieve expert level mastery of safe patient handling skills for already over-burdened and regulated nursing staff is just not an efficient use of resources. Thus, justifying the need for integrating welltrained and managed lift teams is on the rise.

Lift team functions have evolved from back in the early 1980s when specially trained orderlies moved through departments lifting together. The lift teams of today are making a real difference at the bedside, transforming the nurse care team's delivery capabilities. For just over 15 years, I have been part of a large hospital-based lift team program in Southern California that has advanced what we thought a lift team could do to a new vision of enhancing patient care and experience. These skilled individuals are experts in the wide variety of safe patient handling equipment and accessories available. Today's lift tech is skilled at guiding the care team (coaching if you will) to successful outcomes by implementing safe patient handling strategies and allowing nursing staff to focus on the patient's treatment needs. With a strict emphasis on the task of safe patient handling, our lift techs always work alongside the caregiver.

I recently spoke with Katie Skelton, Chief Nursing Officer at St. Joseph Hospital of Orange, California, about the experience of having a lift team/lift coach model in her facility for the past 15 years. Her insights on the positive impact of managing risk while building community at the same time was a surprising and unanticipated outcome of the start-up lift team. Ms. Skelton praised the partnership and cultural influence skilled lift techs bring as an integral part of the patient care team. She noted that while trying to reduce injuries, an unexpected benefit was that the integrated expertise of the caregivers allowed for cross-fertilization of skills that are having a real impact on patient outcomes. "We are better now with their help at reducing patient stays, protecting patient's skin and falls, and managing staff exposure to debilitating injuries."

Many facilities struggle to maintain competent safe patient handling teams to manage the daily challenges faced at the bedside. Skelton explained, "We cannot put in the training time for all nurses in order for them to be competent." By providing high-quality training in safe patient handling to a specific group of individuals as a dedicated resource at the bedside and accepting them as an integral part of the care team, we elevate the care delivered. Acknowledging that nursing staff growth is inevitable, their movement around the facility creates a constant vacuum of unit-based nurse champions available in times of need and supports the lift team model. Having a 24/7 dedicated staff of lift techs ensures that the right resources are always available, elevating the practice of nurses when they are on their own.

Implementing or improving a safe patient handling program in your facility can be a daunting task. Every facility has its own culture and way of embracing change in practice. Ensure that your program goals are clear and there is commitment at all levels. On the next page is a list of tips you may want to consider when building a lift team at your facility.

If a change in culture and collegial support for the adoption of SPHM practices can be embraced, there is an opportunity to retain your most seasoned nurses at a time in our history when they are needed most. Patient safety from hospital-acquired injuries is improved as patient handling occurs with safe practices and procedures designed to protect both patient and caregiver, contributing to improved safety for all. Our challenges are great today with balancing quick discharge and limiting re-admittance rates. Moving forward with skilled lift teams promoting safe patient

Tips for Creating an Effective Lift Team		
1	Identify the need for a lift team.	
2	Create a lift team structure.	
3	Identify who to hire.	
4	Develop a job description.	
5	Train and educate.	
6	Procure communication devices for your lift team.	
7	Set up a technology system for tracking work and trends.	
8	Use data and feedback to evaluate the team's effectiveness toward achieving goals.	
9	Consider policies that help keep the team focused on the primary goals.	
10	Integrate the lift team with your clinical staff duties, allowing cross-fertilization of skills.	
11	Capture outcomes to build a business case for the team.	
12	Market your team.	

handling and the early mobilization of patients, we have come a long way from the paradigm of old—just being satisfied with staff injury reduction—making a case for looking at a lift team as a viable solution again with a fresh idea of patient-centered goals along with staff injury prevention.



## ADVERTISER INDEX

Air-Matt Inc	10
Airpal®, Inc	
Alpha Modalities LLC	
Amico Mobility Solutions Corporation	Inside Front Cover, 12
Arjo Inc	12
ATLAS Lift Tech	
Bainbridge International Inc	
Blickman Industries	4, 13
The Brewer Company	13, 26-27, 42, Back Cover
EHOB, Inc	
Encompass Group, LLC	14, 15
EZ Way, Inc	14, 26-27
Guldmann Inc	
Hill-Rom, Inc	16
HoverTech International	16, 17, 26-27, 35, 36, 38, 39, 42
Human Care USA	
International Journal of SPHM	
Invacare Corporation	
Jamar Health Products, Inc	
Lavin Lift Straps <sup>™</sup>	
LiftSeat Corporation	
McAuley Medical, Inc	21, 37
Medline Industries, Inc	21
MIP INC	21, 36
Raz Design Inc	
REDpoint International, Inc	22
Safe Patient Solutions, LLC	
Samarit Medical Industries Inc	23, 28, 37
Seating Matters	
Sizewise	23, 26-27
Tollos	24
Vancare, Inc24, 26-2	27, 34, 35, 38, 40, Inside Back Cover
Visioning HealthCare Inc	24, 25, 39

# VANCARE

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## FROM FLOOR TO CEILING, WE GOT YOU COVERED!



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**CEILING LIFTS** 



TRANSFER AIDS



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For over 20 years, Vancare has been a leading manufacturer of mobile floor lifts in the US. With innovative products and commitment to outstanding service, VANCARE is also one of the few companies in the Safe Patient Handling market that manufactures its quality lifts and slings from start to finish.





## Brewer

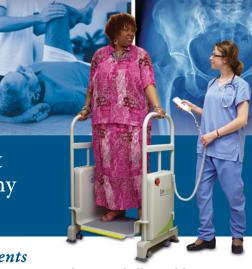
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Our solutions set the standards for safe, confident handling of a wide range of patients, including elderly, limited mobility and bariatric populations. At the same time, they minimize

caregiver handling, safeguarding the health of your staff and your bottom line.

**LiftMate**\* is ideally suited for environments from initial exam to rehab - anywhere you need to get patients on-and-off of fixed-height exam or treatment surfaces. This mobile breakthrough enables you to bring its unique combination of floor-level access, a sturdy lift platform, handrails on either side, and push-button operation to your patient. It also enhances patient safety when weight-bearing X-Rays of the foot, ankle or knee are required.

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Access® High-low Exam Tables & FLEX™ Access Exam Tables offer the most confident, level transfers from wheelchairs for all patients, while their industry leading 700-lb. weight capacities help you drive bariatric excellence.

For more information about the many ways we can help advance your safe patient handling initiatives, contact your Brewer representative today or visit brewercompany.com

