

# ESWELL Newsletter

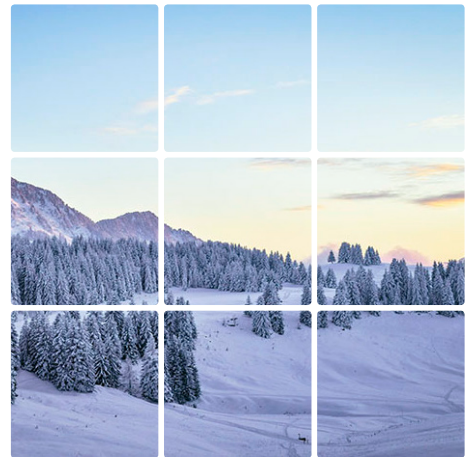
January 2019

Dear ESWELL customer,

First of all, I would like to wish you a happy New Year and to thank you for your efforts in promoting ESWELL during 2018.

Again this year, due to your hard work and commitment, we have had an extraordinary good year and reached new record sales.

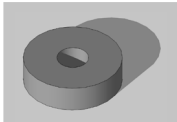
We hope to continue this growth in 2019 and in order to achieve this goal, we have some exciting news that we want to share with you.



## New positioning pads

As always, we are working on developing new pads based on feedback from you. This has resulted in a new knee pad for prone position that I am sure your customers will like.

The new **Knee pad for prone position, bariatric** is based on the existing knee pad for prone position (art. no. 249087), but it has a 2-layer foam construction, is slightly bigger and the cover is open in the middle of the ring. These changes have resulted in a 40 % peak pressure reduction in comparison with the existing version.

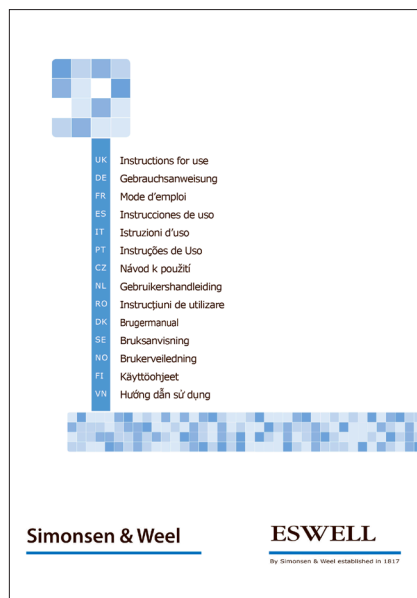
Item no.	Description	Colour	Size D x H in mm	List price in EUR	
229271	Knee pad for prone position, bariatric	Grey	250 x 70	226,91	

## Instructions for use

During December, we have introduced a new Instructions for use which will be included with all new produced pads and mattresses.

This means that you might get deliveries with both new and old versions.

If you wish to receive the new Instructions for use as a PDF, please contact us and we will send it to you.



## New labelling

Today, all pads have one or two labels printed on the cover and one label placed inside the cover close to the zipper. In the future, the information on all these labels will be gathered on one single label printed on the cover. As with the new Instructions for use, the new label will be used on all new produced pads. Therefore, you might get deliveries with new and old labels.



Also the labelling on the packing will be modified slightly.

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**ESWELL**

## Demo labels

We have received some requests for demo labels to put on a pad that is sent for demo at a customer. We have now found a solution which can easily be added and removed again. It is made of plastic and is easy to clean.

Please let us know if you wish to receive some of these labels. They are free of charge and can be sent to you with your next delivery.



## International exhibitions

In 2019, we are exhibiting at the EORNA congress (European Operating Room Nurses Association) in The Hague, The Netherlands from May 16th to 19th.

If you are participating yourself at a congress/exhibition/meeting in your country, where you think that the participation of ESWELL could make a difference, let me know. I can join you at the exhibition and take with me our pressure imaging device in order to show how pressure changes when placing patients in different positions.