



Steve Nixon <steve.nixon.viamed@googlemail.com>

RE: Price Increase for 12 items effective immediately

1 message

Scott Sepinuck (David Scott Company) <scott@davidscoffco.com>
To: Steve Nixon <steve.nixon.viamed@googlemail.com>

10 October 2018 at 15:59

See attached and thanks,

Scott

From: Steve Nixon [mailto:steve.nixon.viamed@googlemail.com]
Sent: Wednesday, October 10, 2018 10:42 AM
To: Scott - David Scott Co <scott@davidscoffco.com>
Subject: Re: Price Increase for 12 items effective immediately

Thanks for your quick response Scott, it's much appreciated.

For our records, can you please supply a copy of the latest instructions for use and protocol.

Regards

Steve

On Wed, 10 Oct 2018 at 15:38, Scott Sepinuck (David Scott Company) <scott@davidscoffco.com> wrote:

It's not a steep Trendelenburg positioner.

Should they angle the patient I would assume they are using safety straps to do so.

There is no anti-slip material at the bottom of this product as they can tell from looking at it.

A patient cannot slip off the bean bag in a lateral position.

Have never had an incident like this since the product's inception.

They are also using a 5 year old bean bag, they should consider a replacement as I have no doubt the beads have worn down over that period of time.

This product is not advertised or promoted in this capacity.

Hope this helps,

Scott

From: Steve Nixon [mailto:steve.nixon.viamed@googlemail.com]
Sent: Wednesday, October 10, 2018 10:28 AM
To: Scott - David Scott Co <scott@davidscoffco.com>
Subject: Re: Price Increase for 12 items effective immediately

Hi Scott

Can you please offer some advice regarding the following web enquiry that we received from a UK customer:

In 2013 we purchased a Bariatric positioning bean bag from yourselves and just recently we've had an incident where a patient slipped down the operating table and nearly resulted in a critical incident / never event. Was wondering if you have had any similar feedback about these items? We are now purchasing a new positioning pack for Bariatric patients but needed to let you know that this product is potentially dangerous.

Item code 2710508 SKU

Are you aware of such incidents?

The bag was purchased back in 2013, from you experience what is the typical lifetime of such a product?

The customer alluded that the patient 'slipped down' the operating table. Is this specific pad designed for use with an operating table at an angle? Can it be assumed that the bag and patient should be secured/restrained?

Can you please supply a copy of the current IFU, and recommended use and care instructions.

Can you please also supply a copy of the following:

"PROTOCOL: A suggested protocol for BLUE DIAMOND™ pads are available from the factory.

A Health Care Professional should evaluate the patient pre-operatively to determine the use of gel pads or positioners."

Steve

On Wed, 8 Mar 2017 at 18:12, Scott S <scott@davidscottco.com> wrote:

Dear Dealer,

Effective immediately please use the attached price sheet (Rev 4 dated 3/8/17).

The following 12 items had price increases and these items are highlighted in [blue text](#) in the attached Dealer Excel Price list:

BD2150*

BD2360*

BD2370*

BD2410*

BD2420*

BD2430*

BD2440*

BD2450*

BD2460*

WSHP0100

WSHP0100-LP

WSHP0100-M

***This is the first price increase for any Blue Diamond® Gel positioner in more than 15 years.**

Thank you for your continued business,

Scott

Scott Sepinuck

VP, Director of Sales

David Scott Company

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Email: scott@davidsco.com

Website: www.davidsco.com

2 attachments

 **Suggested Positioning Protocol -BeanBags.doc**

46K

 **Blue Diamond BeanBag Positioning.pdf**

109K