



Columbia Scientific, LLC

Expanding the Possibilities of Neurorehabilitation

Columbia Scientific Spring 2012 Newsletter **For VitalStim Therapists and Customers of Columbia Scientific**

What Speech Therapists Are Saying About Columbia Scientific...

"We like the ability to choose a smaller size electrode for our smaller patients." - Therapist in Pennsylvania

Of the four types of electrodes available from Columbia Scientific, there's likely one that will fit a specific requirement you have. In this case, the **Columbia 600M, with its smaller diameter**, was exactly what this therapist was looking for to help her correctly position the electrodes on the smaller space available on the neck of her nursing home patients.

Columbia Scientific has the broadest line of FDA cleared Dysphagia electrodes. If you haven't tried them, give us a call (Toll free: 866-544-1560) and we'll be happy to send you free samples.

"Having Columbia Electrodes available through Patterson Medical, means we can get them with the Premier discount." - Colorado Speech Therapist

Not only does Patterson Medical offer all of the Columbia Dysphagia Electrodes, they are included in the many corporate purchasing programs that Patterson has. If your facility has a purchasing agreement with Patterson Medical, why not get your Columbia Dysphagia Electrodes there? Call Patterson Medical for more information-

Toll free: 800-323-5547

"Thanks for sending us a sample Department Policy for using E-stim to treat Dysphagia." - Director of Rehab in Texas.

This DOR was bothered that all the sample department policies she saw tied them to a specific brand of products, despite knowing that other products were FDA cleared. If you're looking for a sample policy statement for using "e-stim" to treat dysphagia, go to our website (www.columbiasci.com) and download the pdf. Our sample policy doesn't tie you to a particular brand electrode, in fact it doesn't even mention Columbia Scientific or our products, but it gives you what you need for your department policy handbook.

"I can't believe how durable your lead wires are compared to the ones that came with our handheld Dysphagia device." - Speech therapist in Kentucky.

Our Columbia 06 lead wire fits into the VitalStim handheld device, and then plugs into our Columbia 600, and Columbia 600M "pig-tail" electrodes. It comes free with every box of those electrodes. But the best part is that they have a one year warranty (compared to 90 days for the VitalStim lead wires), and they are durable! We've yet to replace the 1st pair of lead wires after over four years of use.

"Our home health therapists really like how many extra times we can re-use the electrodes (with the same patient) by just remembering to put a drop of water on the electrode right after we remove them from the skin." - Home Health Speech Therapist in North Florida.

All of Columbia's Dysphagia electrodes are cleared by the FDA as "single patient - multiple application. But good "re-use protocol" means taking extra steps to care for the electrode. The therapist quoted found that putting a drop of water on each electrode right after use, helps keep the gel "tacky."

"Your customer service group is great! I can always get a live person on the phone" - Purchasing agent in Indiana.

Have a question about an order you placed? Wonder how to get more re-use out of your electrodes? Wonder which Columbia electrode you should try? Need to get in touch with your Patterson Medical representative? We can help. And more importantly, we are available...live. Just give us a call at 866-544-1560.

"I love using the new Lead Wire Adapters because I wanted to use the Columbia 600 pigtail electrodes with my Experia device." -Therapist in Pennsylvania

Our Lead Wire Adapters work with most snap connection lead wires to be able to use the pigtail Columbia 600 electrodes. Find them on the Accessories page on our website at www.columbiasci.com

"Using your "pig-tail" connection electrodes is SO MUCH easier during set up, than the snap style electrodes." - Texas Speech Therapist.

Tired of trying to re-position an electrode that's already connected to a lead wire? You won't have a leadwire connected during set up with your patient if you're using the Columbia 600 or the Columbia 600M Dysphagia electrodes. These are the pig-tail electrodes that have been the preferred style in rehab departments for years. But until Columbia offered the Columbia 600, it wasn't available for Dysphagia e-stim therapy. Want to try a free sample?

Give us a call at 866-544-1560 and we'll send you some.

Columbia Scientific customers increase in number.

Over 5000 facilities have now added one or more Columbia Dysphagia electrodes to their electrode formulary.

With Patterson Medical's help, we've been adding many new facilities every month! This is testimony to our excellent products, competitive prices and superior customer service.

Thanks for your support and your business.

DON'T FORGET - you can visit our website www.columbiasci.com, or reach us via email (information@columbiasci.com), or call our customer service group, toll free at 866-544-1560 to get your questions answered

Need a free sample of the Columbia Electrodes?

Just give us a call at 866-544-1560. Or call Patterson Medical (800-323-5547) and ask for your representative.

Either way, we can have a sample set in your hands within a few days, at no charge to you.

Looking for Pricing information?

Visit our website: www.columbiasci.com

Go to Order Products or download a copy of our Columbia 600 order form.

Or go to www.pattersonmedical.com and search "columbia" to find our electrodes.

Columbia Scientific new phone/address:

503-227-0988

866-544-1560 (has not changed)

fax 971-544-0953

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