



PegAssist™ Offloading Insoles

The PegAssist™ Series is designed to fit the square-toe MedSurg™ (PTQ Series), and the HeelWedge™ (PQ Series), OrthoWedge® (PQ Series), and the APB™ (PQ Series) shoes for the treatment of diabetic ulcerations. This system creates a cost-effective option for wound care and one that significantly reduces pressure post-operatively allowing for faster healing.

George O. Borak, Vice President of Sales & Marketing Featured Employee

George came to DARCO in 2002 with sales and management experience in Orthopedics, Sports Medicine, O & P Bracing, Capital Equipment and Surgical Implants. George worked at a regional trauma center as an ER Technician while attending Youngstown State University. Upon Graduation, George jumped into Orthopedic and Capital Equipment sales. Promoted into management in 1990, George gained experience in the Sports Medicine rehabilitation field and has extensive knowledge in DME billing. George is proud of his accomplishments at DARCO and he is quick to point out that all of the DARCO employees are dedicated, experienced professionals here in the US, and around the world.



H. Darrel Darby, DPM

H. Darrel Darby, DPM, founded DARCO International in 1985 after growing frustrated with the design and performance of the wooden sole post op shoes that dominated the market at that time.

He began experimenting with the idea of incorporating running shoe technology into post op shoe design and the result was the DARCO MedSurg™ Shoe, the first post operative shoe to incorporate a semi-rigid sole design for greater patient comfort and faster healing. In the more than twenty years since the launch of the MedSurg™ Shoe it has become the shoe of choice for foot and ankle surgeons around the world.

During the next eighteen years his leadership was instrumental in helping the company establish itself as one of the strongest foot and ankle brands in the USA and Europe. The company opened a distribution center in Diessen, Germany, in 1992 and rapidly developed into the leading provider of surgical solutions to the German foot & ankle community. At

the same time the company invested heavily in expanding its ISO certified manufacturing operations in China to expand both its production and distribution capabilities.

Throughout his career, Dr. Darby was a staunch supporter of education and from day one insisted that a designated portion of DARCO's sales be used to fund student scholarships. He was later involved in establishing international seminars that have grown to become the largest foot & ankle symposia in Germany.

On November 18, 2003, Dr. Darby died after a long battle with cancer. In 2004 he was posthumously awarded the "Distinguished Service Citation", the highest honor bestowed by the APMA, in recognition of his contributions to the profession of podiatry.



**H. Darrel
Darby, DPM,
Founder**



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Did You Know?

DARCO International is dedicated to being the leading provider of post op, trauma and wound care solutions to the global foot and ankle community.

Beyond the manufacture and sale of its products, DARCO prides itself on being a good citizen in the market place, the profession and the community. Philanthropy is a part of the DARCO credo with significant ongoing contributions to medical education, with emphasis on the improvement of the medical and surgical treatment of lower extremity problems.

DARCO is committed to the promotion and education of physicians engaged in the medical and surgical treatment of the foot and ankle throughout the world. DARCO-sponsored symposiums and workshops have been successfully held in Germany, Austria and China.

DARCO has contributed over \$500,000 to provide scholarships to podiatry students nationwide and continues to be an active supporter of both our schools and our students.



Our New Body Armor® Sport

DARCO is expanding its innovative line of products with the new Body Armor® Sport and the Body Armor® Stirrup Ankle Braces.

DARCO is expanding its innovative line of ankle products with the new Body Armor® Sport and the Body Armor® Stirrup. These ankle braces added to the Web™ Ankle Brace allows DARCO to offer a more comprehensive line of products to benefit the doctor and patient alike.

A new brace can provide just the right combination of motion restriction and compression. The Body Armor® Stirrup Ankle (Suggested L-Code L4350) is lightweight with a low profile and it provides "excellent" compression and motion restriction to address acute ankle sprains, osteoarthritis, and chronic ankle instability. The Stirrup uniquely grants stability without limiting plantar or dorsiflexion. The brace has anatomically contoured stirrups and soft neoprene padding that provide both rigidity and comfort. It is a convertible brace that fits both left and right ankles. Patients can simply switch the stirrups from one side to the other. This versatility coupled with its "one size fits all" will benefit assist in lower inventory costs for the

physician and the distributor.

The Body Armor® Sport (Suggested L-Code L1906) is an ankle joint orthosis which can be applied during the acute phase of injury, the rehabilitation process, and as a support device during periods of physical activity. The Sport's unique strapping system prevents anterior shift of the Talus and protects the anterior talofibular ligament after injury or acts as a preventative support brace. It allows plantar and dorsiflexion while limiting inversion/eversion with its parallel joints and rigid stirrups. The Sport's straps can be trimmed to modify and customize to each individual patient.

Indications for the Body Armor® Sport include but are not limited to distortion of the upper ankle joint, ankle sprains, insufficiency of the capsules and ligaments of the ankle joint and prevention of chronic instability. Podiatry, Orthopedics,

Sports Medicine and Occupational Health are a few of the markets using products such as the Body Armor® Sport.

With the additions of the Body Armor® Sport and Stirrup Ankle Braces to DARCO's already impressive Web™ Brace, the company is now able to boast a

comprehensive line of ankle products. The braces will enable the doctor to better serve his/her patients' needs for ankle stability and support for any condition.

DARCO offers a comprehensive line of ankle products



Body Armor® Stirrup Ankle Brace



Product Advisory Board



DARCO Around the World

In 1992, DARCO established a distribution center in Diessen, Germany to serve the European market and markets in Africa. The Diessen division enjoyed immediate success within the European medical community by promoting the DARCO brand and by establishing a series of medical lectures that have morphed into one of the largest medical conferences in Europe. In 2002, our location moved to its current home in Raisting, Germany. Today, DARCO Europe maintains a staff of 23 employees that oversee sales, marketing, and product development and distributor relations.



In 2000, DARCO opened its DARCO Asia division in Shanghai, China. This division is home to our wholly owned manufacturing facilities as well as a sales staff and design team. Our DARCO Asia division services much of the Chinese, Japanese and Australian markets. Our manufacturing facilities follow rigorous quality control protocol that allows us to produce the finest post operative footwear in the world. These two facilities in addition to our Headquarters in Huntington, WV give DARCO the versatility to market and distribute premium products around the world.

DARCO strives to continually develop and improve on its ever expanding line of innovative products. One of the resources that DARCO utilizes to accomplish this goal is through feedback from its valued Product Advisory Board. The Board consists of medical professionals who freely give their valued opinions on new product samples and product development surveys as well as on existing products needing review. If you would like to participate on our board sharing your expertise with us so that we can better serve you and your patients, please fax or email your contact information to Heather Lilly at 304-781-3887 or hilly@darcointernational.com.

Meetings Attending This Quarter

- Florida Podiatric Medical Association Conference in Orlando, FL on January 18th through the 21st. Booth #86.
- New York Podiatric Medical Association Conference in New York, NY on January 27th through the 29th. Booth # 403/405.
- Hanger Educational Fair in Las Vegas, NV on January 30 through February 2.
- American Academy of Orthopedic Surgeons Annual Meeting in San Francisco, CA on February 7th through the 11th. Booth #4859/4861.
- American College of Foot and Ankle Surgeons Conference in San Antonio, TX on March 1st through the 4th. Booth #445.
- American Academy of Orthotists & Prosthetists Annual Meeting in Atlanta, GA on March 21st through the 24th. Booth #283.





QR Codes

Quick Response codes can be found on all of our products or literature. Scan any of these codes for additional information or to request a free sample of our products. Scan the above code to sign up for an electronic version of our future quarterly newsletters.

(Free sample offers are for healthcare professionals only. Limit one per office.)

Monthly Featured Products

• January

The **APB™** (All Purpose Boot) embodies nearly perfect four season post operative protection with a closed-toe design that keeps dressings and toes warm and dry. Our boot is designed to provide unparalleled versatility by accommodating both bulky dressings and most fiberglass casts.



• February

The **MedSurg™** Shoe is the most adaptable post operative shoe on the market today. EVA Insole features twice the padding of standard insoles and can be modified as needed or removed to accommodate PegAssist™ off-loading insole.



• March

The **OrthoWedge®** is clinically proven to reduce weight bearing pressure on the forefoot which promotes faster healing after surgery, trauma or when forefoot wounds or ulcerations are present.



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DARCO Distributor Savings!

DARCO's Body Armor® Dorsal Night Splint

Item # 700780

Use Promo Code: Gill33112

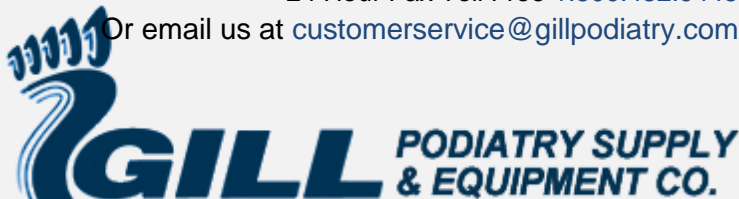
Offer expires 3/31/12

\$28.75 ea



Call 1.800.321.1348, 8am - 6pm EST, Monday – Friday
24 Hour Fax Toll Free 1.800.432.9445

Or email us at customerservice@gillpodiatry.com



DARCO's MedSurg™ Post Op Shoe

Item # 152-3392, 152-9290, 152-7145, 152-4212, 152-7021, 152-0518, 152-5667, 152-3061

Use Promo Code: P6

Offer expires 3/31/12

\$6.95 ea



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Phone: 1-800-323-5110 (8am-9pm, ET)
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