

A black and white photograph of a man with a beard, wearing a polo shirt with a logo, working on a prosthetic limb in a workshop. The background is blurred, showing industrial equipment. Two overlapping circles, one green and one blue, are on the left side of the image.

ottobock.

Quality for life

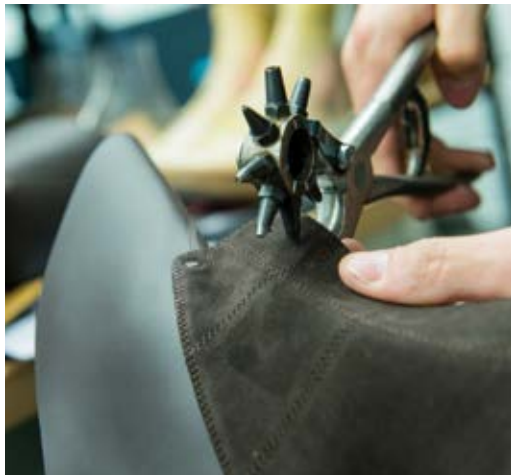
Ottobock planning & equipping

Your partner for the orthopaedic and orthopaedic footwear workshop

An Ottobock Group company

jos america





Highlights and new product features Contents:

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Perfect-fit solutions – sophisticated designs down to the last detail

In every orthopaedics company, a wide range of tasks needs to be completed – and requirements need to be met in the process. Our extensive expertise guarantees that we only offer you products that really help you in your daily work and that provide an impressive advantage in terms of ergonomics, safety and efficiency. As the world's leading supplier, Ottobock | Jos America relies solely on solutions that are proven to increase your productivity.

That's why we fit our top-quality machines and workshop equipment with accessories that offer real, practical value. We can also provide you with personal assistance to give your working processes that essential finishing touch. You'll enjoy products that benefit you just as much as they benefit your employees and customers. We look forward to helping you!

For more information,
please visit our website at
www.ottobock-josamerica.com
You can access your product directly
by entering the article number in the
search field.

Orthopaedic technology: our product highlights

Orthopaedic work often results in the production of harmful vapours. That's why these two things are especially important in the workplace: custom-made workstations and occupational safety provided by an efficient, explosion-proof suction system.





1.1 Casting and laminating

These are the lamination workstations the pros rely on: the sophisticated systems from Ottobock | Jos America offer comprehensive protection against vapours – and the freedom to carry out your modelling work unhindered.

758Z113=*

Lamination workstation for decentralised vacuum system

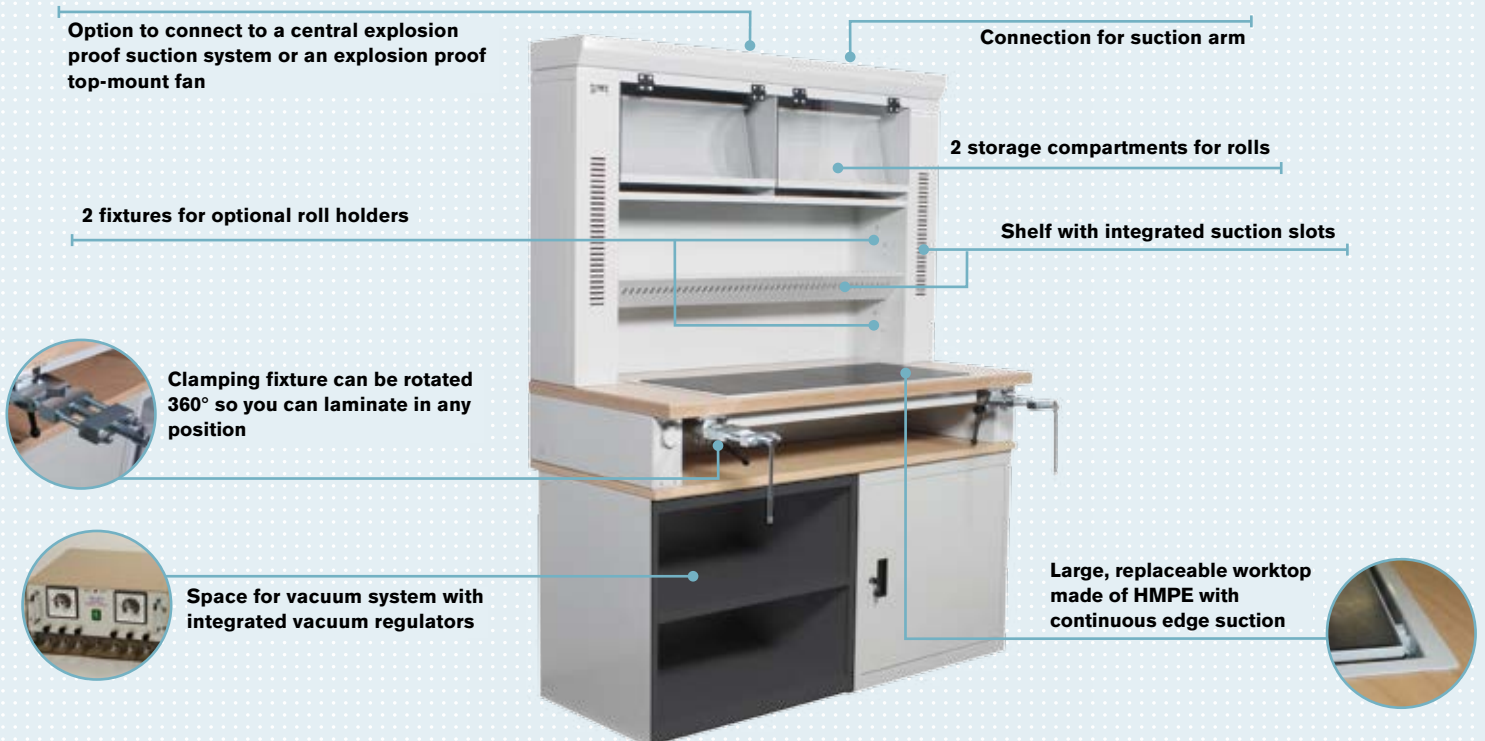
A compact all-rounder, this multifunctional station for casting and laminating comes perfectly equipped for the efficient production of orthopaedic devices such as laminated sockets.

When connected to a central suction system or equipped with an explosion proof top-mount fan, the integrated suction slots and continuous edge suction on the worktop ensure ultimate

safety at all times. Plus, vapours can also be removed right where they arise using the optional suction arm.

Versions at a glance:

- 758Z113=1500: 1,500 mm width, max. 2 suction arms installable
- 758Z113=2000: 2,000 mm width, max. 3 suction arms installable



758Z114=2000 Lamination workstation for central vacuum system

The vacuum distributor integrated into the workstation is what sets the lamination station with central vacuum system apart.

The vacuum for each of the two vacuum connections located at the centre of the workstation can be controlled individually with a manometer. From here, the vacuum is fed to the two workstations, each of which is fitted with a Schuko plug socket, two vacuum connections and two vacuum regulators. This allows the lamination station to be connected to a central vacuum pump.

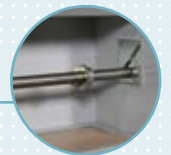
Option to connect to a central explosion proof suction system or an explosion proof top-mount fan



Convenient tool board

3 storage compartments for rolls

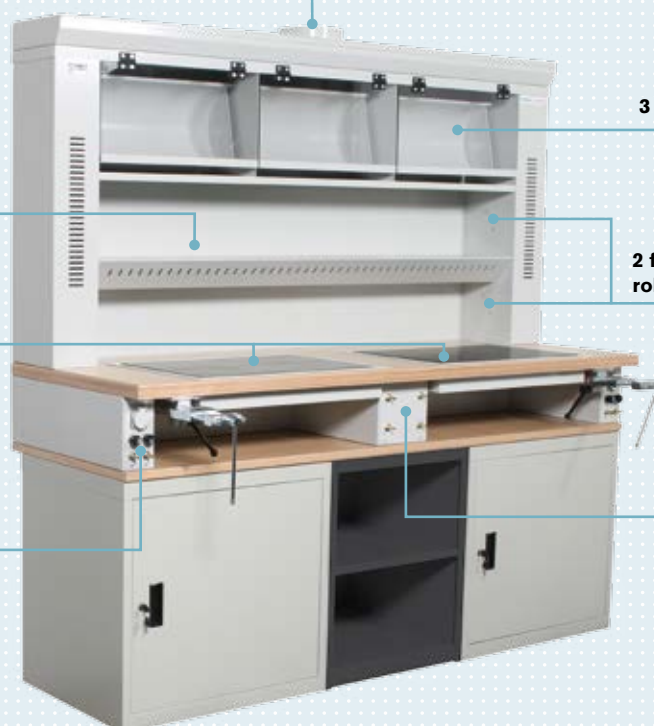
2 fixtures for optional roll holders



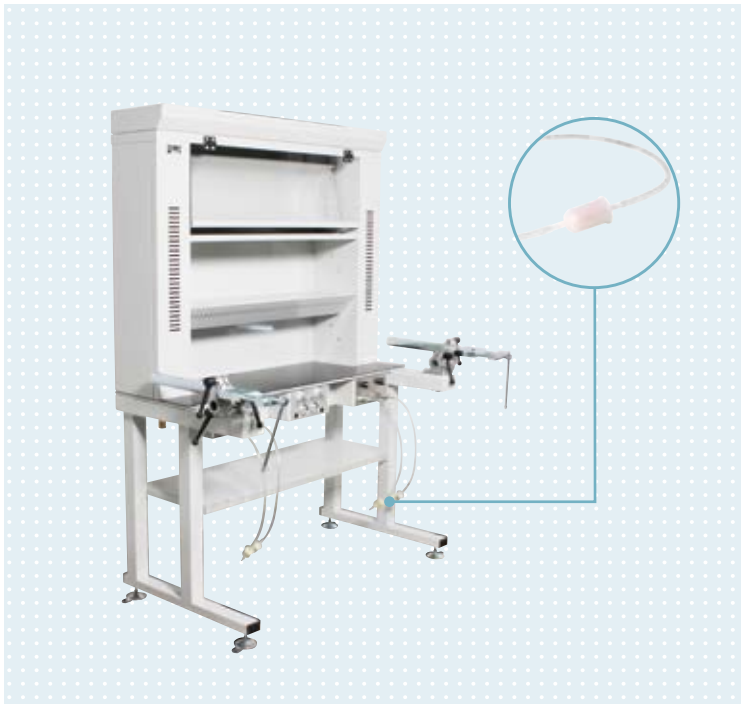
Double cutting and adhesives worktop made of easy-clean HMPE

Vacuum feed with vacuum regulators and an electrical connection (Schuko plug socket)

Vacuum regulator box with dual manometers allows adjustment of two different vacuum areas







758Z116=*

Lamination workstation with integrated tank

Multifunctional and perfectly matched to your needs.

This workstation enables employees to work simultaneously, provides extremely effective vapour protection and offers you remarkably flexible adjustment possibilities.

Depending on the version, two, three or even four workstations give you the opportunity to continue working on another project while you wait for a model to cure.

Advantages at a glance:

- Protection against vapours: integrated suction slots remove vapours continuously from the workstation (external explosion proof suction system required).
- User friendly: work area with cutting and adhesives worktop made of HMPE. All materials and tools are within easy reach.
- Multifunctional: the clamping fixture can be rotated 360° so you can laminate in any position.
- Flexible: low and high vacuums can be adjusted individually thanks to the central vacuum distributor and vacuum feeds.
- Optional accessories: explosion proof top-mount fan, suction arm and film holder.

Versions:			
Article number	758Z116=1250	758Z116=1750	758Z116=2500
Number of clamping fixtures	2 fixtures with 2 vacuum connections and regulators each	3 fixtures with 2 vacuum connections and regulators each	4 fixtures with 2 vacuum connections and regulators each
Dimensions W x D x H	1.250 mm x 650 mm x 750/1.750 mm	1.750 mm x 650 mm x 750/1.750 mm	2.500 mm x 650 mm x 750/1.750 mm
Material	Steel	Steel	Steel
Vacuum connection diameter	13 mm	13 mm	13 mm
Exhaust nozzle diameter	180 mm	200 mm	300 mm

1.2 Accessories and options

With perfect-fit accessories from Ottobock | Jos America, you'll be able to complete lamination tasks even more precisely and safely.

760A40 Suction arm

The smart solution for safe working conditions: the arm can be positioned precisely where vapours arise and reliably extracts them.

Thanks to the transparent hood, you can always keep an eye on what you're working on.

Technical data at a glance:

- Suitable for 758Z111=* bench-top cabinet as well as 758Z113=*, 758Z114=2000 and 758Z116=* lamination workstation
- Version: transparent suction hood, flexible suction arm with three joints
- Suction arm range: 1 m
- Diameter of suction arm tube: 75 mm
- Suction hood diameter: 280 mm
- Also available in a model with wall mount incl. fastening material



760E12 Top-mount fan

Comprehensive safety even without a central suction system: specifically designed for Ottobock workstations, this explosion proof fan safely removes lamination vapours.

Technical data at a glance:

- Suitable for 758Z111=* bench-top cabinet, 758Z113=*, 758Z114=2000 and 758Z116=* lamination workstation
- Thanks to a built-in vibration damper, the explosion proof fan is extremely quiet
- The device switches off automatically if it overheats
- Fitted with fine filter
- Dimensions W x D x H: 765 x 280 x 315 mm
- Suction socket diameter: 150 mm
- Flow rate: 1,200 m³/h
- Sound intensity level: 60 dB(A)
- Electrical connection in V/Hz/kW: 1x 230/50/0.67



**758Z184 film holder:**

With an optional film holder, the funnel is fixed in the correct position during casting. After finishing your work, you can fasten the pull cord to the suction arm so it is within easy reach at all times.



1.3 Materials

Your customers place high demands on your products.
Get off to a good start – by beginning with the very best materials.

623T3=*

Perlon stockinette

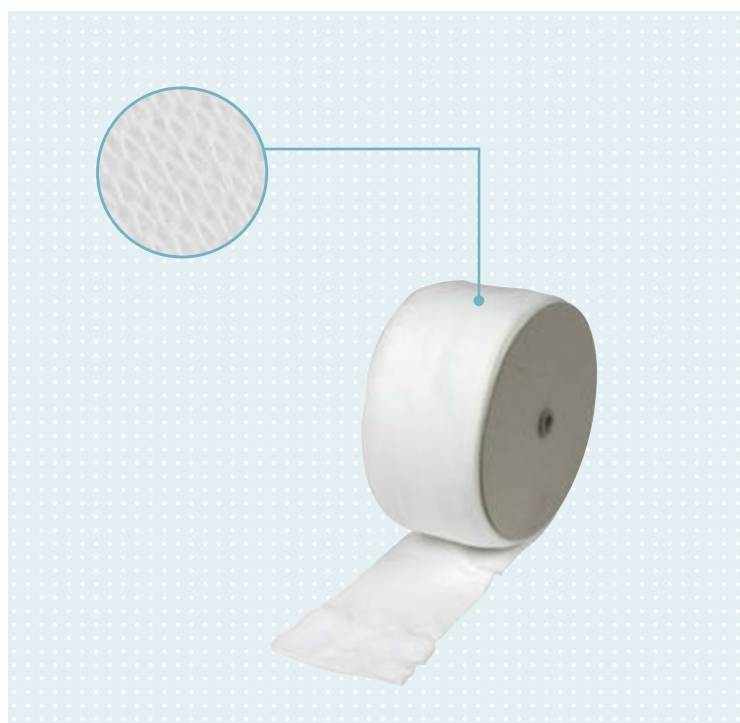
It's true: the easier it is to process the stockinette, the better.

Our Perlon stockinette offers an impressive degree of flexibility and elasticity. This makes it particularly easy to shape on the plaster model.

Its structure remains uniform even when stretched so that the surface of the end product is incredibly smooth.

Advantages at a glance:

- Intended for the production of laminates
- Knitted
- Fine, uniform structure
- Good stretching properties
- Easy to shape
- Smooth surface after laminating
- Suitable for surfaces
- Available in various lengths, from 8.80 mm to 45.40 m

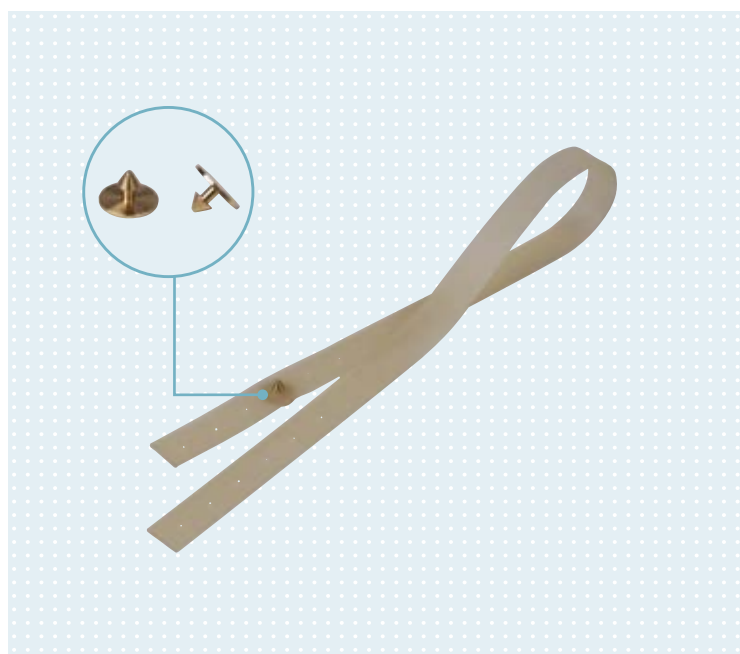


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Elastic band

It's often the little things that significantly improve our everyday work, and we have a tool that is quick and easy to work with for sealing film bags on the vacuum tube.

Thanks to the pre-punched holes, the elastic band can be individually adapted and securely fixed with the mounting button. With its high mechanical load capacity, Vulkollan is extremely resistant to tears and can be thermally re-shaped. It is especially durable and can be used as often as you like.





Our lamination workstations are perfectly equipped for storing stockinettes of various widths (4 to 40 cm). The rolls stay clean and can be removed individually.

Planning and equipping example: Sanitätshaus Vital, Germany

“The best part is that our customers feel comfortable – and the workflow is perfectly designed!”

Sanitätshaus Vital, a medical supply company in Germany's Ruhr region, unites a wide range of disciplines under one roof.

At this thriving business, customers find perfect-fit orthopaedic devices and inserts in addition to fashionable clothing.

Peter Kiss, head of the up-and-coming company, is enthusiastic about the success achieved by its clever combination of fashion, services and custom-made orthopaedic and orthopaedic footwear: “We want to be easy to reach for our customers, who tend to be less mobile. That's why we have an extremely user-friendly website: before someone comes into our shop, he or she can already see what we offer online – and start to narrow down their choice.”

Medical devices fit right in

“We communicate differently from many of our competitors. The simple fact is that orthopaedics and orthopaedic footwear are part of the everyday life of our customers. That's why we don't show patients, but rather appealing images of people enjoying their lives. Medical devices are naturally a part of that.”

In the company's own workshop, six employees primarily produce inserts, in addition to prostheses and orthoses. The company grew along with the success of this concept, and it recently "had to" move into a larger building on the other side of the street in the centre of Hilden. The first floor is now completely filled with offices, while the basement level serves as a storage area. And the ground floor is full of people visiting the shop.

A concept that's appealing – and therefore also successful

The focal point is the attractive shop floor with plenty of room for trying on the company's products. But this space doesn't look at all like a traditional orthopaedic shop; customers instead feel like they are in a modern fashion shop. This approach goes down well with customers of all ages.

Behind the shop, a bright, covered waiting area filled with natural light leads to the workshop. Employees work here throughout the day – however, due to the neighbouring homes, processes are carried out under special conditions. An extremely low-noise suction system is an absolute necessity, for example.

Expert advice from the word go

To ensure our solutions met the local requirements, equipment experts from Ottobock | Jos America made an on-site visit to the company. A few weeks later, company representatives paid a return visit to our showroom in Nieuwkuijk, the Netherlands, where we were already able to present them with a customised design during an in-depth consultation. The entirely new workflow that resulted from this consultation combines new and old techniques and machines.



Overcoming even complex challenges

A Vacuum V80 Compact suction system is now in place and the old worktables were equipped with the latest vapour extraction technology. “The suction system works absolutely flawlessly, it’s a really fantastic solution,” says Kiss. The new plaster dosing unit also really hit the mark: because the company processes plaster only in relatively small quantities, this machine makes it possible to work without wasting materials unnecessarily.

Selecting a milling machine proved a bit more difficult. As the workshop's focus is on producing inserts, Vital selected a Flexam FSB 120 at the recommendation of Ottobock | Jos America, rather than a socket router. This milling machine produces far less dust while simultaneously offering much more freedom of movement.

Martina, an employee at Vital, is impressed: “Thanks to the special bayonet on the right side, it’s really easy to grind even a very large number of inserts smooth.” The device also comes with economic advantages, as the scouring belt has a significantly longer service life.

This example shows how sound advice – tailored to a specific workshop situation – can simultaneously increase efficiency, sales and the satisfaction of all involved.







Orthopaedic footwear technology: our product innovations

State of the art – by tradition. Your job is demanding from both a medical and a technical point of view, and innovations from Ottobock | Jos America have been helping you do your work in a better and increasingly precise and effective manner for decades now.



3.1 Machines

Everyone has their quirks. And it's great when a tool can adjust itself perfectly to them: not only will you prefer working with the innovations in these machines from Ottobock | Jos America – they'll boost your efficiency as well.

Flexam machines with touchscreen controls

It can do everything the original does – and thanks to its touchscreen controls, even more.

How do you make a classic product better? By making sure it still offers everything that made it so successful. And making it more user-friendly at the same time.

Individual controls

The orthopaedics trade is international, and the new Flexam is, too. This machine can now be operated in the language of your choice, whenever you want.

Personal profiles

The perfect workstation for each of your employees: multiple user profiles can be created using the touchscreen control system. All saved parameters, such as working height, can be set up at the touch of a button. This is ideal when a number of people use the same machine.

Remote service

No more interruptions to your work: our service department will track all of the machine's worn-out parts online. We'll let you know as soon as the machine needs to be serviced or have a part replaced.

We're already working on the next stage of development: soon you'll be able to reorder consumable materials directly.



100% adapted to your needs

Fulfilling special requests is a matter of course: All Flexam machines can be perfectly adapted to your needs.

Just ask for information regarding equipping options such as: ADDS (automatic dust dividing system) – air curtain between the user and sanding belt; AACs (auto air cleaning system) – foot-activated compressed air nozzles; extra space for sanding lasts (Freedom); an LED flood lamp; or the sensor-controlled suction system.

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Tried, tested, and proven to be “indispensable”

When it came to putting the finishing touches on our touchscreen control system, we enlisted the orthopaedic workshop Reumkens Voet & Zorg in Venlo, the Netherlands, as a pilot company. Employees were so impressed by the technology that five of the new, touchscreen-controlled machines are now in daily use there.



3.2 Custom machines

No two people are the same. We think machines should adapt themselves accordingly. Just the way custom products from Ottobock | Jos America do.

At Ottobock, we put people first

That's why we build our machines so they adjust to the user – not the other way around.

Designed according to your specifications: machines from Ottobock | Jos America are built just the way the customer wants them. Having all the required expertise right here in-house is what makes this possible: our development department can carry out individual adaptations, which are then implemented in our own production plant with its metal processing facilities, our own paint shop and our own assembly department.

This also allows us to carry out production on a custom basis according to customer needs.

- 1.** We modified one Flexam machine, for example, so the worktop could be lowered to a height of 60 cm. Thanks to this modification, people of very small stature can work at it as well.
- 2.** Wheelchair users can also work at our machines while sitting. We simply create the required space in the lower section of the machine.
- 3.** We've even found a solution for people who are unable or no longer able to perform sanding work whilst standing for long periods: we mount a comfortable seat on a guide rail manufactured specifically for this purpose.

With their in-depth knowledge and proven expertise, our highly qualified employees now produce custom machines on a daily basis. The success speaks for itself – demand for our custom machines is growing every year.





Planning and equipping example: Van Dalen Voet&Schoencentrum in Delft, the Netherlands

One plus one equals sustainable growth

Maria Veerbeek is a woman with ideas, vision and entrepreneurial courage. When she started working in her husband Johan's business a good six years ago, she immediately recognised the potential that lay within its then small orthopaedic footwear department.

The right opportunity presented itself shortly after when the Veerbeeks' company, Westland Orthopädie, took over Van Dalen Voet&Schoencentrum. With its barrier-free shoe shop, Van Dalen has been a respected specialty retailer of comfort shoes in Delft for many years now. The company's own workshop on the first floor above the shop carries out individual adaptations to shoes with orthopaedic inserts.

Synergies that benefit everyone

With their complimentary work setups, the two company units were soon merged to become a single enterprise with a joint database and standardised office hours. This has benefited everyone, as customers now have a single contact partner for all their queries regarding orthopaedics and orthopaedic footwear. The company rounds off its product and service range with support stockings, physiotherapy and medical foot care as well as more unusual supplementary services such as walking groups.

From her office, Maria has a constant overview of the shop as well as the workshop, where six employees now produce custom (semi-)orthopaedic footwear. From here, she and her highly-engaged team coordinate enquiries from customers and patients and puts them in contact with the appropriate experts in her multidisciplinary treatment team.

Where you're not a patient but part of the family

Customers at Van Dalen Voet&Schoencentrum enjoy a wide range of services. Only when they are completely satisfied with their purchase do they receive their new shoes in an elaborately designed shoe box. But that's not all: the "scope of delivery" always includes a unique product passport, a useful set of spare shoelaces and a large "shoe maintenance package" with an info leaflet, the Physio+ programme and current information on activities and promotions. All of this enhances the relationship between buyer and seller and ensures they'll be seeing one another when maintenance is due, if not before.

“I make sure my employees have the best working environment”

“Attractive, top-quality equipment motivates employees,” says Maria. Van Dalen Voet&Schoen Centrum’s corporate colours are orange, brown and white. So when Maria was looking for machinery at the trade fair in Leipzig two years ago, the equipment from Ottobock | Jos America naturally caught her attention straight away with its orange colour scheme. But the businesswoman didn’t make her choice based on aesthetic considerations. Together with her employees, she used the trade fair as an opportunity to make in-depth comparisons – and carry out extensive testing.

Today, Maria is enthusiastic when she describes the company’s collaboration with Ottobock | Jos America: “When it comes to our working environment, where I want my team to deliver top performance and top-quality products, I am extremely thorough. We’re a relatively small company. If you want to survive these days, you have to be decisive and work with the very best.”

Consultation makes the difference

Our experts spent a lot of time providing Maria with comprehensive advice. Technical queries were resolved together with skilled, professional staff, and the specialists from Ottobock | Jos America were also actively involved on-site during the planning and installation. We dealt with residents’ concerns regarding vapours as well as queries about the workshop’s power supply. This meant Maria was able to focus on her actual work during the conversion as well.







Certifications and fixed procedures ensure transparency and set the right focus

Maria is aware of the significance of key figures when it comes to quality management, for example. With this in mind, she lay down the core values of the company and incorporated them in an in-depth handbook with fixed procedures and responsibilities.

Today the company has its own system for tracking order progress, ISO certification and annual inspections of its suppliers. "It makes a huge difference. We've now got everything under control at all times and can identify any problems early on. We can achieve more this way. Attractive, well-crafted orthopaedic shoes are simply not enough for long-term success any more. The organisation has to be right and it has to be transparent – for our customers as well as for insurance providers."

And it looks as though Maria Veerbeek won't be running out of ideas anytime soon: we're excited to see what she'll do next. Whatever it is, the experts from Ottobock | Jos America are already looking forward to teaming up again soon for our next project.

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