

IACOHC RESOURCE CENTER CATALOG & PRODUCT INFORMATION

MARKETING: THE WHEELS ARE ALREADY INVENTED! The IACOHC offers lots of tools (slides, books, forms, etc.) for Doctors of Chiropractic. Whether it is a marketing presentation or a 'get started' product for doctors just beginning their work with industries, these products are sure to satisfy your need. All prices and products are subject to being changed without notice.

When ordering, please order ahead of your meeting date(s) so you have the items for presenting. Due to limited space and budgetary structure the IACOHC keeps a minimal inventory of items. If you need an overnight shipment, please be sure to call the IACOHC as early in the day as possible. The IACOHC does not keep set hours. Plan well ahead as you are able.

To order, please mail or fax the included order page directly to the IACOHC. (See last page). Doctors joining the IACOHC at the same time as ordering can immediately enjoy member prices. Membership is \$125 annually. Thank you for your purchase and support of the IACOHC!

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ITEM/TITLE	DESCRIPTION	Unit Price	QTY. QTY.	Price:
The IACOHC CHIROPRACTIC OCCUPATIONAL HEALTH & APPLIED ERGO MANUAL: This it <u>THE</u> Get Started Tool!	A practical guide to getting started working with employers. This manual offers basics as to what services to offer, how to reach decision makers so your time is invested wisely, performing ergonomic evaluations and making recommendations, forms, marketing tips, etc., - all the basics of either setting up your practice to focus on occupational health and applied ergonomics, or to give your current occ health practice a good boost. Manual Guide.	Members \$80.00 Nonmembers \$85.00		\$: _____.
The INDUSTRIAL LOW BACK	...injury prevention slide presentation. Conway & Bautch, authors. The authors are recognized as highly successful top-performing occupational health consultants throughout the state of Wisconsin. This slide set is for a wide audience, anyone from employers to safety directors to human resource personnel to civic groups to employees themselves. Brilliant information assembled in a simple comprehensive and comprehensible manner for teaching about the low back, and how to work to prevent injuries. Features chiropractic as a best option for workplace back injury prevention, reduction, diagnosis and treatment. All Conway & Bautch slide sets are excellent and just highly practical presentation tools for DCs. You won't regret your investment at all! 20 slides with guide/narration.	Members \$99.95 Nonmembers \$119.95 EXCELLENT!		\$: _____.
CARPAL TUNNEL SYNDROME	for the workplace. Another Conway & Bautch presentation. Did you realize many employers don't know that CTS isn't always CTS? That misdiagnosis occurs too much, causing unnecessary surgical procedures? Who will tell employers if you don't, that they have options in where they send their employees suffering from repetitive stress injuries and possible CTS? Chiropractic is many times over the best option for properly diagnosing CTS, treating it nonsurgically, and returning the worker earlier to work in either a modified or light duty job. This presentation helps a wide audience, anyone from employers to safety directors to human resource personnel to civic groups to employees themselves understand CTS better, ways to work so as to prevent it from occurring, recognizing signs of it, etc. 20 slides with guide/narration.	Members \$99.95 Nonmembers \$119.95 EXCELLENT!		\$: _____.





ERGONOMICS MADE EASY	<p>Ergonomics was at one time a 'buzzword' but now is a household term to many. Yet there exists many myths and misconceptions about what proper ergonomics is. Just because something is labeled 'ergonomic' in design or function, doesn't mean it is proper ergonomics. Explain to your group or patients (again, wide audience of people) precisely what ergonomics is, how it is applied in the work setting, and why people need to pay attention to using proper ergonomics for the purpose of injury prevention. Conway & Bautch. 20 slides w/guide.</p>	<p>Members \$99.95</p> <p>Nonmembers \$119.95</p>	QTY.	<p>\$: _____.</p>
EMPLOYEE ENHANCEMENT GUIDE	<p>presentation is for employers and other key decision making personnel. It is cost-effective to invest in the welfare of the most valued human resource! A healthy and safe workforce is a productive and happy workforce! Here are tips of what employers can and should do to increase the morale and care for their employees overall well being. Conway & Bautch. 20 slides with guide.</p>	<p>Members \$99.95</p> <p>Nonmembers \$119.95</p> <p>EXCELLENT!</p>		<p>\$: _____.</p>
INDUSTRIAL ERGONOMICS	<p>Video, 13 minutes. Specifically for employees. Explains ergonomics and how ergonomic improvements can improve productivity when a workers is working more efficiently and with less strain on the body. CTDs such as low back strain, tendonitis, etc., are offered. Counter-part to below video but either can be used alone. Excellent.</p>	<p>RENTAL ONLY (2 weeks) Members \$35</p> <p>Nonmembers \$45</p>		<p>\$: _____.</p>
ERGONOMICS FOR SUPERVISORS	<p>19 min. video program. Assists supers in informing employees how to achieve an ergonomic designed work environemtn. Educates supers to recognize when an employee is experiencing symptoms of CTDs, recognize when stresses involved in a task have the potential for contributing to injury, and how to be sure employees are working in best postures to minimize chance for injury. Excellent.</p>	<p>RENTAL ONLY (2 weeks) Members \$35</p> <p>Nonmembers \$45</p>		<p>\$: _____.</p>
SITTING ON THE JOB: ACTION PACK	<p>Excellent, easy to use presentation just for the sedentary worker environment! Most of our nation's workers sit on their – job – during the day either at workstations, terminals, or other. Automtion of work subjects people to all sorts of physical stresses and injuries as neck pain, headache, backache, CTS, CTDs, fatigue, etc. The is a sure-fire program for your use with training employees or marketing to industry. By leading authority on sedentary work Dr. Scott Donkin.</p>	<p>Members \$189.95</p> <p>Nonmembers \$199.95</p>		<p>\$: _____.</p>
<p>DYNAMIC DIMENSIONAL WELLNESS: IMPACTING QUALITY BY INTEGRATING DYNAMIC DIMENSIONAL WELLNESS</p> <p>Chiropractic Edition</p> <p>EXCELLENT DCs in the promotion or educating of decision makers regarding workplace wellness.</p>	<p>Impacting Quality by Integrating Dynamic Dimensional Wellness” Market/educate wellness being dynamic in that each of the 8 dimensions affects the others for whole person wellness: physical, psychological, intellectual, spiritual, behavioral/moral, vocational/occupational, social, and environmental. The focus is that by integrating wellness (or health management) into the company's quality (or production) management program, employers and employees will share in organizational commitment for wellness and quality outcomes for both company and individuals. The numbers are in, and we know that workplace wellness pays off well for employers. This presentation provides excellent statistical data about costs to employers for illnesses, predictable returns on investment both tangible and intangible. Special notations are given about the utilization and outcomes of chiropractic for workplace health and wellness. Created by Workplace Human Relations, a division of FGC. PC or Mac. CD, step-by-step Script, Handouts, in viewbinder. Audience: Decision makers, business groups.</p>	<p>Members \$119.00</p> <p>Nonmembers \$129.95</p> <p>Great for Expos!</p> <p>PC or MAC.</p> <p>PC – program self-executes when placed in drive.</p> <p>MAC - must have Powerpoint installed for use.</p>		<p>\$: _____.</p> <p><u>New!</u></p>

PREPLACEMENT (Post-Job-Offer) INDUSTRIAL EXAMINATIONS:

<p>PREDISPOSING FACTORS TO LOWER SPINAL INSTABILITY (manual guide)</p> <p>&</p> <p>BICS CHIROPRACTIC INDUSTRIAL EXAMINATION (video)</p> <p>Comprehensive Information!</p>	<p>Manual by J.Sweere. He wrote the book for doing preplacement industrial screenings involved in worker selection! This manual is fully illustrated, a step-by-step guide and numerical scoring system involved in the Biomechanical Stress Index (forms below) Evaluation (BSI). Contains prevalence of 50 predisposing factors related to spinal instability observed among 560 young adults. Bar graphs representing remarkable effectiveness of this means of preplacement physical screening incl.</p> <p>The video: Both female and male subjects are examined. Begins with introduction to worker selection concepts and comments regarding the medico-legal and social significance of such screenings. Step-by-step process is outlined in the video as indicated on forms (below). Explanation and clinical significance of each subject is given. Learn exact methodology and steps performed in industrial exams. Video, 120 minutes.</p>	<p>Members \$155.00</p> <p>Nonmembers \$170.00</p> <p>EXCELLENT!! Video and manual complete the package you need to equip yourself for performing preplacement screenings. (Be sure to purchase one set of forms below.)</p>	<p>QTY:</p>	<p>\$: _____.</p>
<p>BSI: BIOMECHANICAL STRESS INDEX EVALUATION Set</p>	<p>by J.Sweere. Copyrighted. This set of forms is utilized in the preplacement industrial screening (as above) . May be used either with or without the manual above. Forms are:</p> <ol style="list-style-type: none"> 1. Authorization to Release Information; 2. General Health History Questionnaire; 3. History of Neuromusculoskeletal Injuries/Disorders; 4. Chiropractic Industrial Examination; 5. Biomechanical Stress Index Evaluation 6. Preplacement Evaluation; and, 7. Summary of Findings 	<p>Members: 1 set @ 10.10 2-25 sets @ \$7.00/set 26-50 @ \$5.90/set 51 + @ 3.75/set 200 +, call for price break.</p> <p>(Nonmembers add \$.60/set)</p>		<p>\$: _____.</p>
<p>INDUSTRIAL WORK RELATED INJURY SURVEY (IWRIS)</p>	<p>by J.Sweere. Copyrighted. A loss source analysis system to identify nature and severity of workplace injuries. Great tool for helping employer see 'trends' or demographics of injuries! Reveals very specific information about injuries: gender, age, tasks, length of employment, body part involved, mechanism of injury, shift, gradual or acute onset, etc. Establishes a baseline for determining effectiveness of a preventative program the company has implemented. New info can be entered as injuries occur.</p>	<p>Members \$10.00</p> <p>Nonmembers \$12.00</p>		<p>\$: _____.</p>

PATIENT PRESCRIPTION, ERGO GLOVES, ETC. (Minimum orders for IMAK products if 4 units, any combination).

 <p>IMAK Smart Glove</p>	<p>This phenomenal support glove has received rave reviews by both the Wall Street Journal and by ARSTechnica. You can visit the IMAK Products web site to see what reviews say about these excellent gloves - universal, lightweight, removable insert supports, machine washable, with or without thumb support, and utilizing the ergoBeads™ technology*. (Minimum order 4 units)</p>	<p>SMART GLOVE \$19.95 Members \$24.95 Nonmbrs (Minimum order 4 units)</p>	<p>QTY.</p>	<p>\$: _____.</p>
 <p>IMAK Smart Glove with Thumb Support</p>	<p>Same as above with built in thump support! (Minimum order 4 units)</p>	<p>SMART GLOVE THUMB \$24.95 Members \$29.95 Nonmbrs (Minimum order 4 units)</p>		<p>\$: _____.</p>

 IMAK PILLOW SPLINT	<p>Another phenomenal product - high in comfort and support both! Available with adjustability or without. Universal fit. The palm of hand is supported by inserted (nonremovable) ergoBeads. Generally worn at night or at times of inactivity. Added benefit of warmth by natural body heat. (Minimum order 4 units)</p>	PILLOW SPLINT \$39.95 Members \$44.95 Nonmbrs (Minimum order 4 units)	QTY.	\$:_____
 IMAK TENNIS ELBOW BAND	<p>Speed up the healing process of forearm and elbow injury and pain commonly caused by keyboard and mouse use, sports, industrial work, and other daily activities. (Minimum order 4 units)</p>	TENNIS ELBOW BAND \$14.95 Members \$19.95 Nonmbrs (Minimum order 4 units)		\$:_____
 	<p>Same as Pillow Splint above with adjustability for a custom fit. Both forms of pillow splints by IMAK are extremely comforting to a painful arm, wrist and hand. (Minimum order 4 units)</p>	ADJUSTABLE PILLOW SPLINT \$44.95 Members \$49.95 Nonmbrs (Minimum order 4 units)		\$:_____
 IMAK ELBOW SUPPORT Adjustable	<p>Full support that restricts elbow movement for pain relief during sleep and rest. As with all supports by IMAK, the interior is comfortable flannel, nice against the skin for added comfort. This product is especially comfortable, assisting in pain relief for tender, achy elbows. (Minimum order 4 units)</p>	ADJUSTABLE ELBOW SUPPORT \$29.95 Members \$33.95 Nonmbrs (Minimum order 4 units)		\$:_____

MARKETING BROCHURES & TOOLS

COST EFFECTIVENESS OF CHIROPRACTIC	<p>Copyrighted. Marketing brochure, or patient education brochure. Minimum order is 25. Excellent, full sized, color brochure includes facts companies should know about the use of chiropractic services, how chiropractic positively effects the bottom line. These are summaries of MEDSTAT Project, Western J. of Medicine, and other studies done to determine effectiveness and satisfaction of chiropractic for diagnosis, treatment and for the workplace setting.</p>	(Min. 25) Members \$1.45/ea Nonmembers \$1.55/ea	QTY.	\$:_____
THE CHIROPRACTIC OCCUPATIONAL HEALTH CONSULTANT	<p>Copyrighted. Standard, very attractive brochure for marketing specifically for Diplomates in occ health, since the brochure explains about the postgraduate Chiropractic Occupational Health and Applied Ergonomics level of training. Also includes a list of the various services (preventative and intervention) that doctors of chiropractic can provide to employers.</p>	(Min. 25) Members \$1.05/ea (25 – 40) \$.85/ea (41+) Nonmembers \$1.15/ea (25 – 40) \$.85/ea (41+)		\$:_____
BROCHURES: SITTING FIT WALKING FIT EATING FIT SLEEPING FIT RUNNING FIT DRIVING FIT	<p>Dr. Scott Donkin has a reputation for producing only quality products with the most useful information for readers and users. These four brochures are done very well, describing the symptoms and stressors sustained from ill-use of the body, negative health and lifestyle habits, etc. These brochures are terrific used in mailings, used as handouts when you visit industry, and of course excellent for including in your clinic's brochure rack. Reasonably priced too.</p>	Members \$17.95 for 50 of one title \$32.95 for 100 of one title Nonmembers \$18.95 for 50 of one title \$34.95 for 100 of one title	QTY Sit:_____ Walk:_____ Eat:_____ Slp:_____	Min. order of 50 per title. Mix batches of 50 each for quantity discounts. \$:_____

PEAK PERFORMANCE: BODY & MIND	Excellent new book for patients, human resources, professionals – anybody. Great to incorporate into corporate wellness packages! Call for discounts for large quantity discounts of 24+ copies). Place a copy in your patient waiting room. Prescribe for patients, give as gifts to other professionals. This book draws from the fields of kinetics, biomechanics, and physiology. Dr. Scott Donkin, along with Dr. Gerard Meyer, present a highly systematic approach to life that will bring you to a much higher level of comfort, satisfaction, and accomplishment. Experience a sense of exhilaration as you learn to eat, walk, breathe, and even drive in ways that can avoid the most negative environmental impact. Heightened concentration, anticipation and relaxation will be yours as long as you bring your physical systems into unison with your body and mind. 192 pp. Illustrated. pB.	Members \$14.95 Nonmembers \$17.95 Call for volume pricing of 12 or more. EXCELLENT FOR ALL PROFESSIONAL PERSONS!!	QTY.	\$: _____
STUDIES on CHIROPRACTIC	Copyrighted. Marketing brochure, or patient education brochure. Minimum order is 25. This brochure is a standard trifolded size, will fit into business envelope or standard brochure plexiglass holders. Excellent brochure documenting the efficacy and appropriateness of chiropractic health care. Summarizes many government and research studies on chiropractic – the RAND study, Manga Report, Stano Cost Comparison study, just to name a few.	(Min. 25) Members \$.45/ea Nonmembers \$.55/ea		\$: _____

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\$12-\$25, add \$8.50 S & H

\$26-\$40, add \$9.50 S & H

\$41+, add \$10.50 (subject to change)

Call for expedited or out of US fees.

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