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## Editorial

# Welcome to the 19th issue of DARCO India Newsletter

Dear Reader,

### New Year – New Newsletter Concept

Since its inception 5 years ago, the creators of the E-News have routinely assembled a broad range of high level expertise articles and coupled them with sensible solutions. We have also provided current event updates and have circulated scientific information to our reader base. It's not only important to us to promote positive solutions for the treatment of the foot and ankle, but it's important to national health care systems, opinion leaders and health care providers and most importantly to communities and to the families themselves.

We want to spread the word that DARCO can be found across INDIA. We've worked hard over the past 5 years and we now have an impressive network of distributorships – North, East, West and South. Over the next few issues you'll learn in detail about our partners and how they're changing the landscape of foot care in India.

We will also share creative and effective means through tools and information to proactively promote better healthcare through education and awareness building. Protecting the feet remains our focus and with slight changes to the E-News, our attention moves to resources and education. We want to contribute to the quality of footcare.

We welcome you to read on and learn more about DARCO, our people and what we're doing to make a difference.



DARCO – Your partner for professional foot care!

Yours sincerely

Shashi Surpali  
CEO DARCO Medical India Pvt. Ltd.

## News & Notes



# Distributors wanted!

For over 30 years DARCO has been putting orthopaedic quality on the feet and five years ago we opened our India operations. Our distribution network puts us on all corners of the country and it's an important feature that separates us from many other foot care providers in India.

DARCO Medical India Pvt. Ltd. offers medical products with large potential market growth and with our long-term reliability and medical expertise; we can offer outstanding quality and personal support to our distributors. We have a strong sales organisation and a marketing team to support all handlers of our products. DARCO products are exclusively distributed through professionals and health-care specialists servicing the end user.

If you're interested in working with DARCO products and joining our network of distributors, we'd like to talk to you.

### Contact DARCO:

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[www.darco.in](http://www.darco.in)



## DARCO Medical India Pvt. Ltd and our partners

### Get to know our distributors: Profeet Enterprises Mumbai

In India, we face a special challenge in caring for feet. Not only is it an enormous area of land to service but in general the movement of information and help maybe sometimes be slow.

With respect for cultural norms, most people don't wear protective shoes and economic challenges and literacy rates compound the issue. This puts many feet at risk. We here at DARCO India, want to support wound management organisations and health care facilities to provide quality foot care solutions and valuable information. The supply chain and network we build support our desire to make foot care available for as many people in need as possible.

#### Distributor – Profeet Enterprises Mumbai

**Profeet Enterprises** is committed to helping people in need. The organization has been a loyal member of DARCO's India network since the beginning and we're proud to be working this dynamic and dedicated group of young professionals.

Profeet Enterprises specialises in high quality foot wear solutions through design and on hand, combating the detrimental effects of diabetic foot syndrome. "The shoe must fit the foot rather than the foot fitting the shoe."

Profeet elevates our brand and message throughout their work by offering the complete DARCO India's range of solutions and through the disbursement of knowledge and education. Their ingenuity and hard work is an inspiration to DARCO worldwide and we're proud to present them as one of our distributors.

DARCO products are distributed across India through our authorized distributors. Please contact our head office or directly get the contact information of your distributor on our website:

[www.darco.in/distributors-india.html](http://www.darco.in/distributors-india.html)



Distributors in India

**DARCO India Pvt. Ltd., Dharwad / Karnataka**

- 1 **Profeet Enterprises**, Mumbai / Maharashtra
- 2 **Limitless**, Pune / Maharashtra
- 3 **Tee & Cee Enterprises**, Goa / Goa
- 4 **Foot Solutions**, Mangalore / Karnataka
- 5 **Space Associates**, Changanacherry / Kerala
- 6 **Care and Cure**, Kotturpuram / Tamil Nadu
- 7 **Sinhooi Surgicals**, Hyderabad / Telangana
- 8 **Dr. Panda Memorial Locomotor Rehabilitation Clinic**, Bhubaneswar / Odisha
- 9 **Heel 2 Toe**, Kokata / West Bengal
- 10 **Revive International**, Ghaziabad / Uttar Pradesh
- 11 **Stylomed**, New Dehli / Dehli NCR
- 12 **JJ Enterprises**, Zriakpur / Chandigarh
- 13 **BMW Health Care**, Surat / Gujarat (South)



#### Profeet Enterprises

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## Resources and Education

### DARCO India Information Material – free of charge

DARCO Medical India Pvt. Ltd. knows that with the right products, good service and proper education, we can make a difference. Our innovative range of products are backed by years of development experience and supported by scientific knowledge.

We not only want to help the individual make the right decision but also to empower proactivity in every man to seek the optimal care for the foot.

It remains our goal with the E-News to seek the best possible ways to inform Dr.s, nurses and practitioners on the importance of caring for the diabetic foot. Therefore, we will offer tools for implementation that will support the message that footwear is the most important part of management for prevention and healing.

### Introducing the “Prevent Amputation” Poster

This simple and easy to relate to, wall poster is direct. Prevention is the key element to avoiding amputation and it points to proper shoe wear as being the most important step in the process, and there's a clever solution from DARCO.

Wherever the topic of amputation and diabetic patient foot care is discussed, the poster will fit. It can educate patients and their families and hopefully empower people in the waiting rooms, clinics and hospitals, to understand that the preventative approach is the best solution against amputation.

DARCO India is offering the “Prevent Amputation” Poster free of charge to anyone. You can have posters just by contacting us directly. Tell a friend who may need the poster and we will gladly honour all requests. Contact us by phone or anytime by Email at our offices in Dharwad, Karnataka.

With your help we can all make a difference.

For further information e.g. catalogues, flyers or instructions for use please visit our rubric “Downloads” on our website:  
[www.darco.in/information-foot-ankle-products.html](http://www.darco.in/information-foot-ankle-products.html)

### Prevent Amputation Poster

# Diabetic?

Prevent the worst: **Amputation**

## There is a Solution!

DARCO has especially focused on diabetic foot and ankle care. Our devices help to prevent the development of wounds and ulcers as well as to encourage and fasten the healing process of existing wounds.

**DARCO**

www.darco.in

Get your poster free – Make a difference

### Facts

Research show between 80 and 95% of pressure ulcers are preventable<sup>1</sup>

Foot ulcers will affect 25% of Diabetic Patients at some point in their lives<sup>1</sup>

90% of the people with Peripheral Neuropathy go undiagnosed<sup>3</sup>

Peripheral Neuropathy occurs 60 to 70% in the case of long-term Diabetes<sup>2</sup>

Foot ulcers with infection are 50% more likely to require amputation<sup>3</sup>

<sup>1</sup>Singh, Armstrong, Lipsky. J Amer Med Assoc. 2005

<sup>2</sup>Ghanassia et al., 2008 + Singh et al., 2005

<sup>3</sup>Bongaerts et al., Diabetes Care 2013

With an estimated  
**50.8 million people**  
 living with diabetes, India has the  
 world's largest diabetes population.





## Events

### March 2018

8th – 10th March 2018

16th Biennial Congress of Asian Association of Endocrine Surgeons (ASAES 2018), New Delhi

[www.asaes2018.org](http://www.asaes2018.org)

9th – 11th March 2018

2nd International Diabetes Summit, Pune, Maharashtra

[www.cdidiabetessummit.org](http://www.cdidiabetessummit.org)

16th – 18th March 2018

MEDICAL FAIR India, Mumbai, Maharashtra

[www.medicalfair-india.com](http://www.medicalfair-india.com)

### April 2018

14th – 15th April 2018

4th International Diabetes and Endocrine Conference 2018-DECON 2018

[www.decon.co.in](http://www.decon.co.in)

### June 2018

22th – 24th June 2018

5th Ganga Operative Trauma Course 2018

[www.gangahospital.com](http://www.gangahospital.com)

## Imprint

### About us

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