



**Editorial:** Knowledge Sharing – Happy New Year

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## Editorial

# Welcome to the 22<sup>nd</sup> issue of DARCO India Newsletter

Dear Reader,

Happy New Year!

We reflect back on not only the past 12 months but on the many fruitful years we've had in India as a leading provider of high quality therapeutic solutions for the foot and today we are indeed more than that.

DARCO Medical India has grown beyond our expectations but so too has the need for medical help across the land. Since the first DARCO India Newsletter our Indian operations and distributorships have remained committed to broadening our reach, improving services and to providing valuable educational information. We're front and center at international conferences and trade shows; working together with professionals and organizations that improve the quality of lives of individuals. Through our collective efforts we are building a future with bright horizons and hope.

Please join us in our pursuit to make a difference and 2019 will be a year of higher education, progress and a better life for many.

**Did you know about The DARCO India Product Videos?**  
**Read on in this issue to find out more.**



DARCO – Your partner for professional foot care!

Yours sincerely

Shashi Surpali  
CEO DARCO Medical India Pvt. Ltd.

## News & Notes



*"Love carries the soul as the feet carry the body."* (Catherine of Siena)

## Children's Feet Need Help

"Children's Feet Need Help" is a non-profit association in Wels, Austria. The well-known orthopaedic surgeon Univ. Doz. Dr. Ernst Orthner from Austria along with Veronika Gattermayr travel to India regularly to provide help to the children in need. Feet: they carry all of us through life, they give us hold and safe passage. "Children's Feet Need Help" is enabling the children of India to have a self-determined life, on their own two legs. This empowers these young individuals to participate in society. Whether it's a simple in house treatment or a surgical procedure, the organization helps keep children on their feet and moving forward.

We here at DARCO are fully aware of the medical challenges many face in India and we know getting the right start for a child can make an enormous difference, one that can have an influence on their entire lives. In the spirit of the season this year we will be donating to this organization.



We are proud to have the opportunity to contribute to this worthwhile non-profit. Learn more:

[www.kbh-verein.at](http://www.kbh-verein.at)



## DARCO Medical India Pvt. Ltd and our partners

### Get to know our distributors: Foot Solutions

Building a distribution network is a fundamental part of reaching the people of India. Since we opened our doors for operation in 2012, we've slowly built a family of dedicated partners and we're very pleased to introduce to you today one such distributor:

#### Distributor: Foot Solutions, Mangalore / Karnataka

Back in 2013 DARCO India was at the DFSICON meeting displaying the DARCO line of products. It was at this event where we had an interesting conversation with Ms. Sampada Nayag. Her story, like so many others we hear, was an inspiration and basically at the heart of her eventual entrepreneurial venture. Shortly after that first meeting she steered her focus towards improving the lives of the people in her community.

In 2010 Ms. Sampada Nayag visited her husband's outpatient clinic and left with sights she had never seen before. She saw patients with amputated feet, diabetic foot-ulcerations and individuals suffering from neuropathy. As well as feet with deformities which she quickly understood presented a great risk for further complications. After seeing their efforts to carve out custom shoes directly in the clinic for individuals, she knew there must be a better way.

Shortly thereafter Ms. Nayag found herself standing in front of a DARCO booth discussing the workings of creating a distribution operation in her area. She wasted no time and launched Foot Solutions in Mangalore. Today, Foot Solutions services 4 districts around Mangalore i.e Dakshina, Shimoga, Chikmagalur and Kodagu. The company has grown steadily and is acutely focused on prevention and off-loading. The owners hold diabetic foot care awareness gatherings in and around Mangalore. Foot Solutions is also proactive in elevating awareness about off-loading and proper diabetic wound care therapies among surgeons and practitioners in the area. They now have the expertise and the know-how to service and help the people that need it.

DARCO and Foot Solutions have built a solid working relationship from the ground up. We look forward to working closely together to meet the demands she will face and to support her efforts to reach the people in need. Thank you Sampada!

DARCO products are distributed across India through authorized distributors. For more information on our distributors or obtaining a distributorship, please contact us directly or go to our website:  
[www.darco.in/distributors-india.html](http://www.darco.in/distributors-india.html)



### Foot Solutions

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## Resources and Education

# DARCO India Informational Material for our readers!

DARCO Medical India knows that high quality products can make a difference in people's lives. But more importantly, we know that producing and distributing educational content can make a difference in people's futures.

## Product demonstration videos available on all media

When companies or hospitals introduce new products or problem solving solutions within their organizations, they urgently need to bring colleagues and trading partners up to speed on the information. In the age of the worldwide web, many new effective ways to train and inform were launched and immediately educational videos and papers became accessible to the many people in need. It has not only revolutionized the speed in which information is transferred but also a source of inspiration for self-determination and the empowerment of the 'everyman'.

Since the beginning of DARCO India we've published educational material in the form of DVDs to improve and enhance teaching. The valuable information of how to apply and correctly use DARCO devices is readily available to Drs, nurses and practitioners across the country.

If you would like to have the learning DVD, simply contact us at [info@darco.in](mailto:info@darco.in) or directly at our head offices. We will gladly send you your free DARCO DVD today. We also welcome you to visit our website and discover the DARCO India Product Videos at [www.darco.in](http://www.darco.in).

## DARCO India Product videos



## Overview of all videos

We are pleased to present modern Education Videos. The handling of the aids is conveyed in practical step-by-step instructions.

|  |  |
|--|--|
| <p><b>Body Armor® Night Splint</b><br/>Dorsal Night Splint</p> | <p><b>Body Armor® Night Splint - Dorsal Night Splint</b><br/>An educational video about the dorsal night splint from DARCO. All features and characteristics of the Body Armor® Night Splint as well as its application are explained in this video.<br/>You can find the video about the Body Armor® Night Splint and more detailed information about this product here.</p>  |
| <p><b>TAS® (Toe Alignment Splint)</b></p>                      | <p><b>TAS® (Toe Alignment Splint)</b><br/>You can see the functions and options of the TAS® (Toe Alignment Splint) in this video. Correct fitting is also shown.<br/>You can find the video about the TAS® (Toe Alignment Splint) and more detailed information about this product here.</p>   |
| <p><b>OrthoWedge® Forefoot Off-loading Shoe</b></p>            | <p><b>OrthoWedge® Forefoot Off-loading Shoe</b><br/>"How to walk properly in a forefoot off-loading shoe"<br/>The features of the OrthoWedge from DARCO and a gait analysis on "how do I walk properly in a forefoot off-loading shoe?" are explained in this video.<br/>You can find the video on "How do I walk properly in a forefoot off-loading shoe?" and more detailed information about the OrthoWedge here.</p> |

[www.darco.in/product-videos.html](http://www.darco.in/product-videos.html)

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)





## Events

### December 2018

21<sup>st</sup> – 23<sup>rd</sup> December 2018

WIROC 2018, the 53<sup>rd</sup> Annual Meeting of the Bombay Orthopaedic Society, Mumbai, Maharashtra  
www.wiroc.in

26<sup>th</sup> – 30<sup>th</sup> December 2018

78<sup>th</sup> Annual Conference of Association of Surgeons of India, Chennai, Tamil Nadu  
www.asicon2018chennai.com

### February 2019

1<sup>st</sup> – 3<sup>rd</sup> February 2019

37<sup>th</sup> Annual conference of Gujarat Orthopaedic Association (GOA), Ahmedabad, Gujarat  
www.goacon2019.com

1<sup>st</sup> – 3<sup>rd</sup> February 2019

43<sup>rd</sup> Annual Conference of Karnataka Orthopaedic Association, Bangalore, Karnataka  
www.koacon2019.com

9<sup>th</sup> February 2019

North Zone Orthopaedic Association – 2019, Jammu  
www.nzoacon2019.com

### March 2019

2<sup>nd</sup> – 3<sup>rd</sup> March 2019

8<sup>th</sup> Annual Conference of The Research Society for the Study of Diabetes, Meerut, Uttar Pradesh  
www.rssdiupcon2019.com

## Imprint

### About us

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