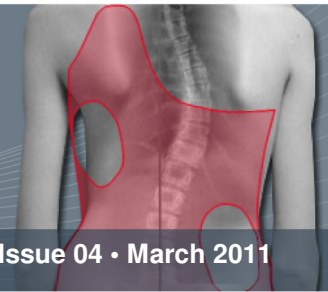




# the **Canfit** EXPERIENCE

In this issue: Spinal Technology

Issue 04 • March 2011



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

Canada/USA Locations - (800) 461-4353

Other Global Locations - (604) 321-7277

## SPINAL TECHNOLOGY

### Massachusetts

191 Mid Tech Drive  
West Yarmouth, MA 02673

### Kentucky

8075 National Turnpike  
Louisville, KY 40214

### Toll-Free Customer Service:

(800) 253-7868

### Toll-Free Fax:

(888) 775-0588

### Email:

[cad@SpinalTech.com](mailto:cad@SpinalTech.com)  
[orders@SpinalTech.com](mailto:orders@SpinalTech.com)

### Hours of Operation

Monday – Friday:  
8:30 a.m. – midnight,  
taking orders until 10:00p.m.  
EST for next day delivery

Saturday:  
10:00 a.m. – 9:00 p.m. EST

Sundays and holidays:  
Emergency On-call service  
available

## Combining New Technology with Traditional Techniques

As the first company in the United States to use CAD/CAM technology for spinal brace central fabrication, Spinal Technology Inc recognized that their system needed to be upgraded in order to take their business to the next level. In 2008, Spinal Technology installed the *Canfit*<sup>TM</sup> system which they use to fabricate braces from patient scans and to continually build and maintain their vast spinal mold library.

With approximately 6000 molds in the Spinal Technology library, an efficient and effective organization system is essential. By scanning a large portion of their physical molds into the *Canfit*<sup>TM</sup> Design Software, Spinal Technology creates a digital library to complement their physical library. This makes it easier to replace old molds, locate the most appropriate mold, and store patient shapes for future reference.

When Spinal Technology receives a work order, they need to locate the most appropriate mold in their library for fabricating the brace. In order to do so, scan data received from the practitioner is imported into the *Canfit*<sup>TM</sup> software, which extracts the patient measurements from the scan and displays them on



the screen. Then, the measurements are compared to those received on the work order. If the measurements are consistent, the staff at Spinal Technology enters the patient information into their database which indicates the most appropriate mold and where it is located.



## SPINAL TECHNOLOGY

Spinal Technology, Inc. is a leader in the manufacture of custom spinal orthoses. Certified Orthotists and Prosthetists and experienced technicians provide the highest quality spinal orthoses, fastest delivery time, including weekends and holidays, and unparalleled customer support in the industry.

Spinal Technology is the exclusive manufacturer of the Providence Scoliosis System, a nocturnal bracing system designed to prevent the progression of scoliosis, and the patented FlexFoam™ spinal orthoses.

Spinal Technology also manufactures outstanding quality lower limb orthotics and is a central fabricator of prosthetic devices.

If an existing mold in the physical library is similar to the required shape, Spinal Technology will re-use this mold rather than make a new carving. Using traditional techniques, plaster build-ups can be added to create breasts, abdominals, gluteals and boney prominences. Rasp files and other tools can also be used to modify the foam as necessary. This provides savings in both cost and time by reducing the amount of blocks that are carved to make new molds. According to Sean Cadieux, Director of Operations, for Spinal Technology, “modifying one of our foam molds has become as easy as modifying the plaster molds.”

If the company does not have an appropriate mold for the customer, or if a mold wears out, a new replacement is easily made. Mr. Cadieux says that their process is considerably faster now that they have the *Canfit*™ 3-Axis Carver: “it takes half the time of our old carver.” Spinal Technology can also reach a greater patient population because the *Canfit*™ 3-Axis Carver “has the capacity to produce larger molds.”



Since the installation of the *Canfit*™ System, Spinal Technology has also improved their turn-around time, thereby increasing their production volume and leading to new customers. An example of the system’s effect on increased customer potential was described by Mr. Cadieux:

*“Spinal Technology received an urgent request to make a TLSO for a patient. The patient required this orthosis for the next day so that he could be discharged from the hospital. The practitioner had contacted one of Spinal Technology’s competitors, but learned that the short delivery time could not be met. Spinal Technology was confident that their current system, which included Canfit™, would enable them to produce the orthosis on time – and they did. The next day the patient received their brace and was discharged from the hospital.”*

Currently, Spinal Technology is working towards utilizing the system for their lower and upper limb orthotic and prosthetic devices.