

# AirPal® Platform

## Questions & Answers

### 1. How does the AirPal® Platform Product Line promote Safe Patient Handling more effectively than similar products?

It has become generally accepted that lateral air transfer devices create many efficient safe patient handling benefits. AirPal's® Platform product line is the broadest offering on the market with eight available widths ranging from 18" up to 50" - whatever the application AirPal® has a width that perfectly fits (twice as many widths available as compared to the nearest competitor). Additionally, AirPal® offers half length Platforms that are perfect for patient positioning applications like Labor and Delivery.

The device that AirPal® pioneered and brought to market has an underside that is perforated for air release. The device is attached to an air supply which forces a constant flow of high volume/low pressure air which causes the device to inflate a semi-rigid surface for patient transfers or positioning. Upon inflation excess air escapes out through the perforations on the bottom of the device. A frictionless surface, literally a "cushion" of air, is formed upon which the patient is moved almost effortlessly. The technology itself is efficient in terms of reducing the number of staff required for transfer; the device has been shown to reduce the amount of exertion required for transfer by up to 90%. In general the AirPal® Platform solves many problems that all equate to higher operational efficiencies - the product is portable and requires little room to store, reduces lifting requirements, aides patient comfort, is easy to use and requires little training, and is suitable for MRI and X-Ray transfers, etc. Most importantly, the AirPal® Platform has a demonstrated ability to reduce the occurrence of musculoskeletal disorders (MSDs) associated with repetitive lifting stresses amongst caregivers. The reduction in MSDs lowers Worker's Compensation costs and claims, and increases employee retention rates. **Thus, the AirPal® Platform reduces operational costs and can pay for itself!**

However, the technology has not been without its issues... AirPal® over the last 25 years has steadily applied new innovation to solve some of the remaining issues:

**SKIN MANAGEMENT:** Realizing that caregivers are reluctant to leave these devices under a patient for an extended length of time, AirPal® solved this problem by introducing a doubled layered surface to reduce shear and cover seams, and employs special medical fabrics that conform to pressure management surfaces.

**DURABILITY:** To reduce chance of failure all AirPal® Platforms are double stitched (this also facilitates repairs, enabling the replacement of panels if they are inadvertently ripped or punctured). Handles are looped through the sidewall and are integral to the stabilization bands to distribute stresses through the handles and not the patient surface - as a result the products carry a five year warranty.

**INFECTION CONTROL:** Durable multi-use protective liners are included with purchase and disposable liners are available as well. The liners are extended to cover sidewalls and offer additional protection from soiling and fluids. The liners attach to the AirPal® Platform with non-ferrous snaps so the liner will stay in place under the patient. Additionally, AirPal® has completely eliminated the use of Velcro® (a known skin abrasion issue and infection control vector)

**ERGONOMICS AND SAFETY:** AirPal® employs an easy to use exclusive double loop extended handle design, so caregivers of any stature can remain upright while employing the safety rails of the bed or stretcher the patient is being transferred to without the rails becoming an obstacle.

**MOBILITY AND STORAGE:** The AirPal® Platform can be used with or without our transport and storage solution (the AirPal® Stand). When not used with the AirPal® Stand the Air Supply can attach to the bed or stretcher with an integrated hook and travel with the patient. When employing the AirPal® Stand, user's will note the similarity to an I.V. pole. The design takes advantage of the circular caster layout and high mobility found in that design and is also resistant to tipping over. The storage basket is designed to be easily removed and cleaned to prevent cross contamination issues and the stainless steel design with fendered casters (keeps fluids and dirt from kicking up off the floor) makes cleaning and maintaining the AirPal® Stand easy.

## **2. What are the key features that differentiate the AirPal® Platform from similar products?**

Since AirPal® introduced air-assisted lateral patient transfer technology, several competitors have introduced products. Some features may be found on a competing product, however we are differentiated in the sense that another product does not have the same set of features. Some features are exclusive to AirPal® alone:

**CERTIFICATIONS:** AirPal® products carry the latest UL Certification for Electrical Medical Devices (UL 60601-1). Additionally we carry certification for CSA and the CE Mark.

**MEDICAL FABRICS:** AirPal® products are manufactured using specialized medical fabrics from Herculite, Inc. Unlike generic nylon twills the fabrics from Herculite have special engineered properties which make them particularly suitable to conform to pressure management surfaces, provide stretch and cushioning, and reduce shear. The use of specialized fabrics means that AirPal® Platforms can be left under a patient for an extended length of time. What



this means is that AirPal® products are more convenient and flexible in how they are used, without raising skin management concerns. This benefit is especially important when working with obese and morbidly obese patients who are at a higher risk for skin concerns. All fabrics are fire resistant and include Herculite's Sure Chek antimicrobial system that lasts the life of the fabric.

**EXTENDED HANDLES:** AirPal's® extended handles mean that caregivers of any stature can maintain proper posture without needing to bend their back during a transfer thus avoiding unnecessary stress to the lower lumbar region of the caregiver's spine. Additionally, the extended handles easily permit use of the stretcher or bed's safety rail without itself becoming an obstacle. What this means to caregivers is the ability to transfer a patient with a higher degree of patient safety.

**STABILIZATION BANDS:** AirPal® utilizes a unique system of radial bands that are integral to the handle attachment points. The Stabilization bands provide multiple benefits: Because they are integrated with our handles they help to create an incredibly strong and thus durable design. A strong durable design means that capital expenditures are lowered over time since equipment doesn't have to be replaced as often. Patient cradling is an inherent feature of most air assisted lateral transfer devices. However if the patient is not initially centered on the device at time of placement the patient will not be cradled as the device is inflated. Because of AirPal's stabilization bands, a caregiver can give a slight upward tug on the handle closest to a slightly off centered patient and the stabilization bands will help to re-center the patient as the device inflates and the patient cradling effect takes over.

**COLOR CODING:** The AirPal® Platforms utilize a color coding scheme to help identify the different width AirPal® Platforms. Additionally AirPal® color codes the included protective liner which makes it easy to match the liner width with a corresponding AirPal® Platform. Since the AirPal® Platforms are color coded, caregivers waste no time unfolding and sizing the wrong width for the patient.

**PROTECTIVE LINERS:** Every AirPal® Platform that is sold includes a reusable protective liner. There are two key features of the liner that differentiate it. First the liner is secured with non-ferrous snaps and are MRI safe (the snaps are located well outside the patients footprint). Since the liner is secured to the AirPal® Platform, caregivers can easily place the liner protected device under the patient without the liner itself becoming an obstacle or "bunching up" beneath the patient. The converse is true also, which means when the device is removed from beneath the patient the liner stays in place and makes removal a one step process. The second key feature of the protective liner is its extended length. Because the protective liner is extended it covers the sidewalls and offers an extra level of protection from soiling and fluids. In addition to the reusable liners included with the AirPal® Platform, there are also disposable liners available for purchase from AirPal®-PTS, Inc.

**FIVE YEAR WARRANTY:** All AirPal® Platforms carry a five year warranty which covers defects in materials and workmanship. The five year warranty also covers the included protective liner.



Accessories like the AirPal® Air Supply and AirPal® Stand are covered for two years. The warranty offers "peace of mind" while reducing the total cost of ownership by ensuring long product life cycles.

**DOUBLE LAYERED PATIENT SURFACE:** Designed to specifically address skin management concerns the double layered (specialized medical fabric) surface provides multiple benefits: First, AirPal® offers a choice in patient surfaces so that your Platform is tailored to specific needs and applications. AirPal's 'Lectrolite Comfort' option is perfect for trauma or other applications where fluids are anticipated. Since Lectrolite is a vinyl laminated surface it is easily cleaned and resistant to staining, which means a longer service life especially since 'Lectrolite Comfort' is a laminated and not coated surface (coatings on the patient surface are prone to wear). Since 'Lectrolite Comfort' is highly conductive (and anti-static) it is also the best surface to use for procedures where electro cauterization is to be used (routinely used in surgery to remove unwanted or harmful tissues). AirPal® also offers the patient surface in Sure Chek Fusion III - our most popular patient surface option. Sure Check Fusion III offers unique stretch characteristics along both the horizontal and vertical axes. The stretch characteristics allow the fabric to move with the patient, provide a cushioning effect, and ultimately mean a more comfortable experience for the patient while reducing skin management concerns. Second, a double layered surface means that seams are covered. Since seams are covered, the patient surface is smooth, which means pressure points and pressure ridges are reduced and thus decrease the skin management issues that seams produce. Additionally, the smooth surface, makes wipe-downs between patients easier. Third, double layering the patient surface means that the two layers of specialized medical fabrics can slide against one another. Since the double layered patient surface can slide over the lower surface the chance of skin shear is dramatically reduced, once again maximizing the ability of the caregiver to manage skin related concerns for their patients.

**STORAGE AND MOBILITY SOLUTION:** The AirPal® Stand is manufactured from "hospital grade" components. The main structure of the stand is of stainless steel construction and utilizes an I.V. Pole design. The high quality components mean that the AirPal® Stand will stand up to the rigors of the environment for years to come. The I.V pole design provides additional benefits such as the circular caster layout allowing the AirPal® Stand to easily move in any direction. Another benefit of the design is that it is highly resistant to tip over, this means it is highly unlikely that components carried in the AirPal® Stand such as the Air Supply will become damaged due to accident. Another important feature of the design is the ease of maintenance and cleaning. To start with, all of the casters are fendered so fluids and soils remain on the floor and are not kicked up on to the AirPal® Stand. The I.V. Pole design also minimizes the amount of surface area that has to be cleaned and coupled with the absence of ridges and inside corners; the AirPal® stand can be wiped down in a minimal amount of time. The storage basket is easily removed and can be cleaned in a large sink, wiped down by hand, and is dishwasher safe. Since the AirPal® Stand can be thoroughly cleaned and disinfected in a minimal amount of time, the risk of cross contamination is reduced.

### **3. Are the materials used in construction of the AirPal® Platform flame retardant and bacteriostatic?**

FLAME RETARDANT FEATURES: Fabrics used in construction of AirPal® Products are sourced from Herculite Products, Inc. Herculite maintains Material Safety Data Sheets (MSDS) and publishes flame resistance and cigarette ignition test procedures and results for each of the fabrics AirPal® sources. In general, all fabrics from Herculite that AirPal® employs are flame resistant and self extinguish when a source flame is removed. For additional information you can visit Herculite's website at <http://www.herculite.com>.

BACTERIOSTATIC FEATURES: Herculite fabrics are treated with a proprietary antimicrobial additive designed to slowly release over the life of the fabric. A controlled release feature allows migration of the antimicrobial agent to the fabric surface. The antimicrobial agent helps protect the fabric from microbial attack and reduces undesirable organic odors. For additional information you can visit Herculite's website at <http://www.herculite.com>.

### **4. Where can I find a list of cleaning and disinfection procedures for the AirPal® Platform and the accessories?**

The label at the foot end of the AirPal® Platform lists cleaning instructions. Cleaning guidelines for AirPal® products and a list of disinfectants is provided on the AirPal® Website. Go to <http://www.airpal.com/airpal-overview/cleaning-guidelines.html> for additional information.

### **5. Are AirPal® Platforms radiolucent?**

The materials used in construction of the AirPal® Platform are radiolucent indicating that they are more transparent than say the patient being x-rayed. The issue of whether a material is radiolucent refers to a measure of transparency. Radiodensity is the property of relative transparency to the passage of X-rays through a material and is measured on the Hounsfield Scale. No materials are completely Radiotransparent - complete Radiotransparency can only be achieved within a perfect vacuum. However, on the Hounsfield Scale any differences between similar materials would be negligible and nearly imperceptible. The benefit of being able to x-ray a physically dependent or seriously injured patient on an x-ray table without lifting or pulling the patient far outweigh the chance of ghosting or artifact generation on the exposure plate. Skilled x-ray technicians can adjust the attenuation to compensate for these issues and highly trained Radiologists usually can discern these aberrations quickly if produced in the process.

### **6. What are the available widths of the AirPal® Platform?**

Full Length AirPal® Platforms (widths):

18", 24", 26", 28", 30", 32", 39", 50"

Half Length AirPal® Platforms (widths):

28", 30", 32", 39"

## **7. Why would I want to use a Half Length AirPal® Platform?**

Certain applications requiring patient transfer or positioning can benefit from the Half Length AirPal® Platforms. Since the Platform is shortened you can easily position patients for procedures where the legs are elevated or stirrups are used (OB/Gyn, Labor and Delivery, Urology, Oncology, etc.). The shortened length means that a portion of the AirPal® Platform is not off the edge of the patient surface - thus, accessing the air hose attachment point is easier, the patient surface does not interfere with headboards or other equipment, and access to the patient is preserved. Additionally the shortened length is perfect for patient transfers to convertible chairs and cardiac chairs. AirPal® has offered the Half Length Platform for nearly 20 years. The Half-Length Platform has shown itself to be a proven solution for these specialized applications.

## **8. What are the weight capacities and limits for the AirPal® Platform?**

The AirPal® Air Supply has been tested and shown to conform to UL 60601-1 for an Electrical Medical Device. The testing of an Electrical Medical Device is conducted as it would be used in the field as a system. As such, AirPal's® Air Supply was tested to conform to the standards while connected to the "system" and with a maximum loading of the AirPal® Platform with a patient equivalent weight of 1200lbs. (Consider that the world's heaviest man purportedly weighed 1225lbs.) Theoretically, any of the AirPal® products could be used with a higher weight loading - although they would be operating outside of the tested standard. Additionally, the AirPal® Platform has an air hose connection point on the right and left of the foot end to facilitate transfers in either direction. The second air hose connection can be used with an extra AirPal® Air Supply to facilitate transfers of extremely obese patients by providing additional airflow (although not required). The ability of being able to use an additional Air Supply is of great benefit for those working with special populations, as in Bariatrics, since the additional airflow aids in reducing friction.

## **9. What accessories are available for use with the AirPal® Platform?**

- AirPal® Air Supply (1100W)
- All versions of the AirPal® Stand
- All versions of Replacement/Spare Protective Liners
- All versions of Disposable/Single Patient Use Protective Liners
- Transfer Bridge
- Air Hose Extension for use in MRI Environment

## **10. What type of training or certification is required for operation of the AirPal® Platform?**

No certification is required. The AirPal® Platform is simply and intuitive to use. AirPal® supplies a short, easy to read User's Manual and attaches it to the AirPal® Air Supply for quick reference while the product is in use. Don't be fooled by the proponents of consulting fees for implementation... you need not be an expert in ergonomics to deploy and administer AirPal's® air assisted lateral patient transfer devices. For this reason, the AirPal® Platform integrates easily into any existing or planned Safe Patient Handling Program.

## **11. How does AirPal® ship?**

AirPal®-Patient Transfer Systems, Inc. maintains a shipping and receiving facility in Pennsylvania. All shipments are labeled and include a packing list attached to the outside of the shipping container. Merchandise is shipped via UPS Ground (or as directed by purchaser). Tracking numbers are forwarded via email to the recipient identified contact. Purchases through our distributors can also be arranged by drop-ship to ensure quickest possible delivery.

## **12. How do I purchase an AirPal® Platform?**

Purchases and product trials can be made direct through AirPal®-Patient Transfer Systems, Inc. or through our Network of Distribution Partners. An online list of Distribution Partners is available on [www.airpal.com](http://www.airpal.com), or contact AirPal® directly and an Authorized Distributor will be recommended.

For those wanting to purchase direct from AirPal®; purchases can be arranged through approved credit terms and P.O., money orders, checks, wire transfers, and credit cards. Inquiries can be made at 800-633-4725, web form submission, or [info@airpal.com](mailto:info@airpal.com) to arrange for quotations and/or product trials.