

Turning Points

Steeper Newsletter Issue 07 2017



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CEO message

Paul Steeper

Welcome to our latest issue of Turning Points. As we head into the Autumn months, we are pleased to announce that we have now completed the move to the new Steeper Headquarters. In the midst of our move, we were proud platinum sponsors at ISPO UK MS and we have also extended our warranty period on all our door openers.

We are delighted to share stories of recognition from our Assistive Technology engineers, and of Joanne Moody, whose bespoke, carbon fibre insoles manufactured in Leeds have relieved her plantar fasciitis pain.

We hope you enjoy this next issue, and please do share any feedback to marketingteam@steepergroup.com.

Best wishes,



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We would love to hear from you!
Please send your feedback to:

marketingteam@steepergroup.com

AT Engineers recognised for their dedication

We understand that when it comes to assistive technology, there isn't a 'one size fits all' solution, and we work closely with our clients to develop a package that precisely suits their needs. Our ethos has always been about improving people's lives – it's the foundation on which we base everything we do and over the past few months, our engineers' hard work and dedication have been recognised.

"I am an Occupational Therapist working with Ciaran Kiely - one of your clients who uses his system really well. I contacted John Osborn when we were looking to change Ciaran's bed but when John checked with Bakare he found that the bed we wanted to purchase was not compatible with your environmental control system. He then took it upon himself to investigate how this initial problem could be overcome after lengthy trials and finally a visit to Plymouth to work with the Bakare team he found a way for your system to operate the ilcon motor system, which is absolutely fantastic for both Ciaran and any other Bakare bed purchasers who use your systems.

Both Ciaran and I wanted to let you know just how much we appreciate the extra work John put into the challenge and how pleased we are that Ciaran can continue to control his new bed." Sandra Evans

"Michael Hurley has been my engineer for some time now and, as people are quick to complain, I thought I would take this opportunity to compliment instead. He is always cheerful and polite but above all, he thinks outside the box.

When Michael started I spoke to him about a small problem that was causing me concern. When my Steeper system was located next to my bed it would sometimes not work correctly. Unsure as to the reason why Michael asked more questions and established that the only place it didn't work was by my bed and therefore reasoned that there was a blackspot. He sorted me out a booster and it has been fantastic ever since. Whenever I have a problem he is always prompt and won't leave until it is sorted out and if I need a visit, he never keeps me waiting." Steeper AT Client

Amputee training advice from Adrian Howden

For over a decade, athlete Adrian Howden has been competing at sporting events globally. By securing new personal bests and record-breaking achievements, Adrian has helped to positively influence the world of para-sport.

The last few months have seen Adrian compete in two high-profile events: the World Series Supersprint in Leeds and the European Duathlon Championships in Spain (pictured). In both events, Adrian performed exceptionally well, and secured a new personal best in Spain, beating a time that has been held for the last two years.



Running and related sports have always played a big part in Adrian's life, helping to keep him fit and healthy. After the amputation of his leg in 2006, sport was key to his recovery. For many amputees, sport not only has positive physical benefits but also mental benefits too, all of which can aid in helping fulfill goals and ambitions.

For new amputees or those that are wanting to try duathlons for the first time, Adrian advises joining a local tri, cycle or running club as many encourage para-athletes and can help provide useful hints and tips on training. Having a close relationship with your prosthetist is also an important aspect of training. As in Adrian's experience, getting the right prosthesis is difficult and in some cases, trial and error is the only way to determine the most suitable fit for you and your needs.



Adrian's catapult blade

With technology developing quickly and running blades proving a popular choice for sports prostheses, Adrian advises that you may have to change your running style to adapt to different blades and amend your training regime to incorporate more cycling and swimming to avoid running-related injuries. Building up strength and endurance is a gradual process, so as to ensure that the residual limb does not blister. However, with the help and support from your prosthetist, you will begin to enjoy the freedom and rewards that running can provide.

For more advice on sports prostheses and training, please consult with your prosthetist.

Steeper were proud Platinum Sponsors at ISPO UK MS



Last month, Steeper exhibited at the 2017 Annual Scientific Meeting of ISPO UK MS as Platinum sponsors which took place at Gillespie Centre, Clare College, Cambridge.

From the 7th - 8th September, Steeper welcomed delegates to the exhibition stand showcasing our range of prosthetic products and a glimpse of our new upper limb developments on the way...

As usual, the event was well attended by multidisciplinary team members and consisted of exhibition viewings, presentations and lectures from various PhD students from universities nationwide.

The conference saw a focus on the MPK funding policy, with many benefits of the MPK application outlined in Steeper Clinical Support Specialist, Tim Verrall's presentation.

As Platinum sponsors, we also gave a well-received company presentation, showing the ISPO audience a sneak preview into our new headquarters in Leeds. Delegates who visited the Steeper stand showed a great interest in our prosthetic lower limb products particularly in the Kinnex MPC foot/ankle and our updated MPK package which now includes a total of five prosthetic feet.

Thank you to everyone who visited the Steeper stand, we enjoyed meeting you all and look forward to seeing you again in 2018!

The new Steeper HQ is officially opened

For over 30 years, we have had a strong presence in Yorkshire, something we are very proud of, and therefore it gives us great pleasure to continue this tradition and announce the opening of our new headquarters in Leeds.

After months of hard work, we are pleased to have finished the extensive building works that have transformed Unit 3 at Intermezzo Drive into a state-of-the-art facility for all our Leeds-based manufacturing and office operations. A particular thank you to our valued partners in this project, Sewell Construction, Park Designed and Leeds City Council.

As we settle into our new home, we are very proud of the way in which every element has been carefully considered to enable us to improve our efficiencies and help us draw the most out of our new headquarters. The result is a facility that has the best modern-day building services and IT infrastructure that create the perfect environment for our employees to operate in.

The tour

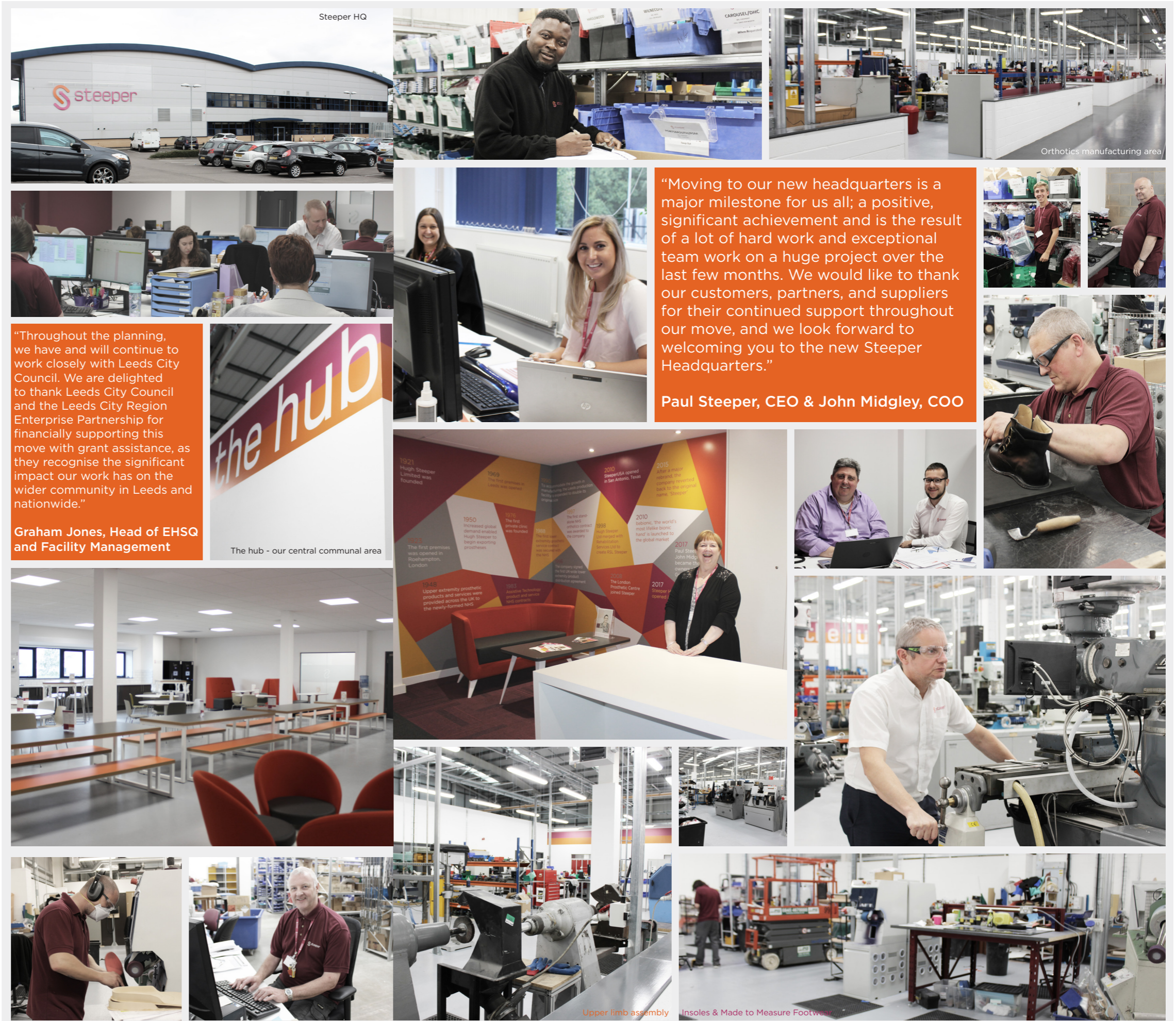
Steeper HQ stands at over 5,100m² and is the largest single dwelling in the history of the company. Our need for space has propelled over recent years and with plans firmly set on growth and expansion, Steeper HQ has been designed to ensure that we can accommodate our goals in the future.

Upon entering Steeper HQ, you will be greeted with a trip down memory lane as we share with you the history of Steeper. The tale on how the company was formed by Hugh Steeper in 1921 is on display for the very first time and we are proud to reflect our heritage with various nods to Mr. Hugh Steeper around the building.

Occupying the large majority of the space at Steeper HQ is our manufacturing area. Incorporating upper limb, lower limb, orthotics, and assistive technology. Space has been carefully divided to ensure maximum output and a light and bright working area for all of the technicians. With a cohesive workforce brought together in one location, the move has already helped to improve our processes and has enabled our procedures to run more smoothly. As we continue to identify new ways of operating, we are ever more confident that we will be able to improve our service offering to you, our customers.

Finally, we would like to thank everyone that has supported us during our move into Steeper HQ. We are proud of the work that everyone has put into helping us achieve this significant milestone and we look forward to working together in the future.

For more information on the new headquarters please contact marketingteam@steepergroup.com.

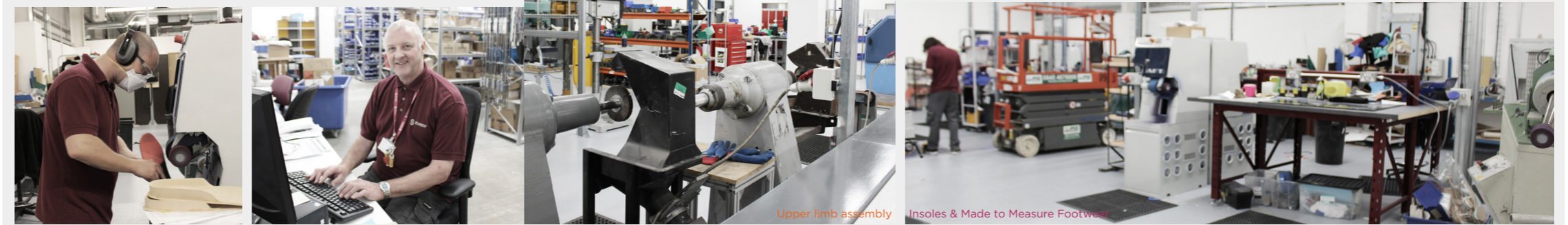


"Throughout the planning, we have and will continue to work closely with Leeds City Council. We are delighted to thank Leeds City Council and the Leeds City Region Enterprise Partnership for financially supporting this move with grant assistance, as they recognise the significant impact our work has on the wider community in Leeds and nationwide."

Graham Jones, Head of EHSQ and Facility Management

"Moving to our new headquarters is a major milestone for us all; a positive, significant achievement and is the result of a lot of hard work and exceptional team work on a huge project over the last few months. We would like to thank our customers, partners, and suppliers for their continued support throughout our move, and we look forward to welcoming you to the new Steeper Headquarters."

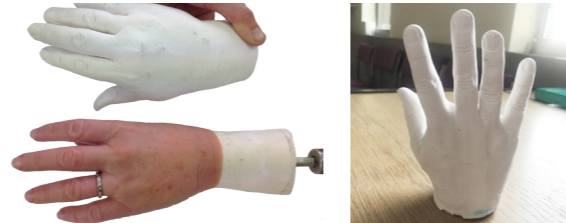
Paul Steeper, CEO & John Midgley, COO



Alginate casting at Harold Wood's developmental day

Earlier this year, our Harold Wood centre held a developmental day. Along with a variety of different demonstrations and presentations, Steeper Prosthetist Gayle Arthur, took centre stage to conduct a training session on alginate casting. All those invited, including NHS staff, were enthused about how the process worked and impressed with the outcome. Overall, the session was a great success as it enabled everyone to understand what it is like for a patient to have an alginate cast taken.

Taking part in the day were the consultant, nurse, physiotherapists, occupational therapists and psychologists all of whom really enjoyed the session and were pleased with their mementos of the day. If you would like more information on training opportunities that Steeper offer then please contact marketingteam@steepergroup.com.



Extended warranty available on Steeper door openers

With over 30 years' experience in assistive technology, our team of engineers and product specialists is the largest in the industry. As a result, we offer nationwide coverage and a responsive and proactive service for delivery, installation, maintenance, and repair.

Home control devices are one of our specialties and with over 20 years' experience in door openers, we are here to help overcome the difficulties associated with door access. We offer a wide variety of automatic door solutions to suit the unique needs of our customers and with a range of complementary products and devices, we are able to tailor all our packages to suit individual requirements. For complete peace of mind, all Steeper door openers are provided with an 18-month breakdown cover and a 12-month part warranty as standard.

For more information on any aspect of the Steeper door opener package, please contact customer services on 0113 207 0449 or e-mail assist@steepergroup.com.



Enhanced socket control



Inspired by his children, amputee Stuart had recently taken up running. However, he found that his socket lost suction, making it difficult to keep going, so he took the problem to his Steeper Prosthetist, Asad at Seacroft Hospital in Leeds, who made him a socket fitted with the new RevoFit Lanyard from Click Medical.

Designed to enable patients to easily draw their limb into the prosthetic socket, the RevoFit Lanyard is particularly helpful for users who have problems donning their prosthesis and can even be done when seated. Due to the mechanical advantage created by the Boa dial, it requires little effort for the user to achieve secure retention of their prosthesis. In addition, since the sealed lanyard connection prevents airflow, an even greater feeling of security is created.

For Stuart, the difference was incredible. Donning his prosthesis is simple and the socket fit feels better. He finds that, despite slight changes in volume during the run, the fit can easily be maintained by tightening the dial a click or two.

For more information on Click Medical products, please contact marketingteam@steepergroup.com.

Tuesday 1st August

Was the moment that **Jo-Anne's** insoles fitted her feet perfectly for the first time. Suffering from an increasing amount of pain after being prescribed ill-fitting insoles, Rachel turned to Steeper Clinic to help with the treatment of her daughter, Jo-Anne's plantar fasciitis. After an initial assessment, Steeper orthotist Kate prescribed new, thin and flexible insoles that helped to alleviate the pressure on the soles of Jo-Anne's feet and fitted discreetly into her existing shoes reducing her pain instantly.



Case Study

Jo-Anne Moody



“The right foot care is so important and I trust Kate fully to deliver the best treatment for Jo-Anne.”
Rachel Moody

The story

At only twelve years old, Jo-Anne was diagnosed with plantar fasciitis, a common condition caused by the straining of the ligament that supports the arch of the foot. Seeking treatment, Jo-Anne was referred to her local podiatrist, where she was prescribed insoles to help reduce the pain in her feet. After a few weeks, Jo-Anne felt little difference, in fact, the pain seemed to be getting worse. Furthermore, the depth of the insoles meant that finding shoes to fit was very difficult. Concerned that things were not quite right and in search of a second opinion, Jo-Anne's mum, Rachel, started to have a look for private clinics online and came across Steeper Clinic.

The solution

At her first appointment at Steeper Clinic, Rachel's concerns were confirmed, the insoles that had been originally prescribed for Jo-Anne did not fit her feet properly. They were too big and hard for her feet, unsurprisingly, leading to increased pain.

In an effort to help Jo-Anne feel more comfortable, Steeper Clinic orthotist, Kate took full casts of Jo-Anne's feet and analysed the way she stood and walked. All of this helped to provide a better understanding of the most beneficial type of insole for Jo-Anne. After only a couple of weeks, Jo-Anne was fitted with her new insoles. Made with carbon fibre, the insoles were completely bespoke to Jo-Anne's feet and were much thinner, stronger

and softer than her original insoles. The specific design, conforming to the natural movement of Jo-Anne's foot would alleviate the pain and ensure she was comfortable when walking and running around with her friends.

The turning point

Putting the insoles on for the first time, Jo-Anne felt the difference. The pain that she had experienced before had significantly reduced and it no longer felt that she was walking on shards of broken glass. Using carbon fibre technology meant that the insoles were very thin, and neatly fitted into Jo-Anne's regular shoes discreetly. Growing up, this has made all the difference to Jo-Anne as she can choose the shoes she wants to wear, knowing that her insoles will provide the hidden support and comfort that she needs. Since Jo-Anne's first appointment, the difference has been immeasurable - she is more confident, has less pain and is much happier about her insole treatment.

For Rachel, finding a solution that works so well for her daughter has been a welcome relief and no longer having to see Jo-Anne suffer from ill-fitting insoles has provided them with the confidence to embark on their long-term treatment plan.

For more information on Jo-Anne and the treatments available at Steeper Clinic, please visit www.steeperclinic.com