

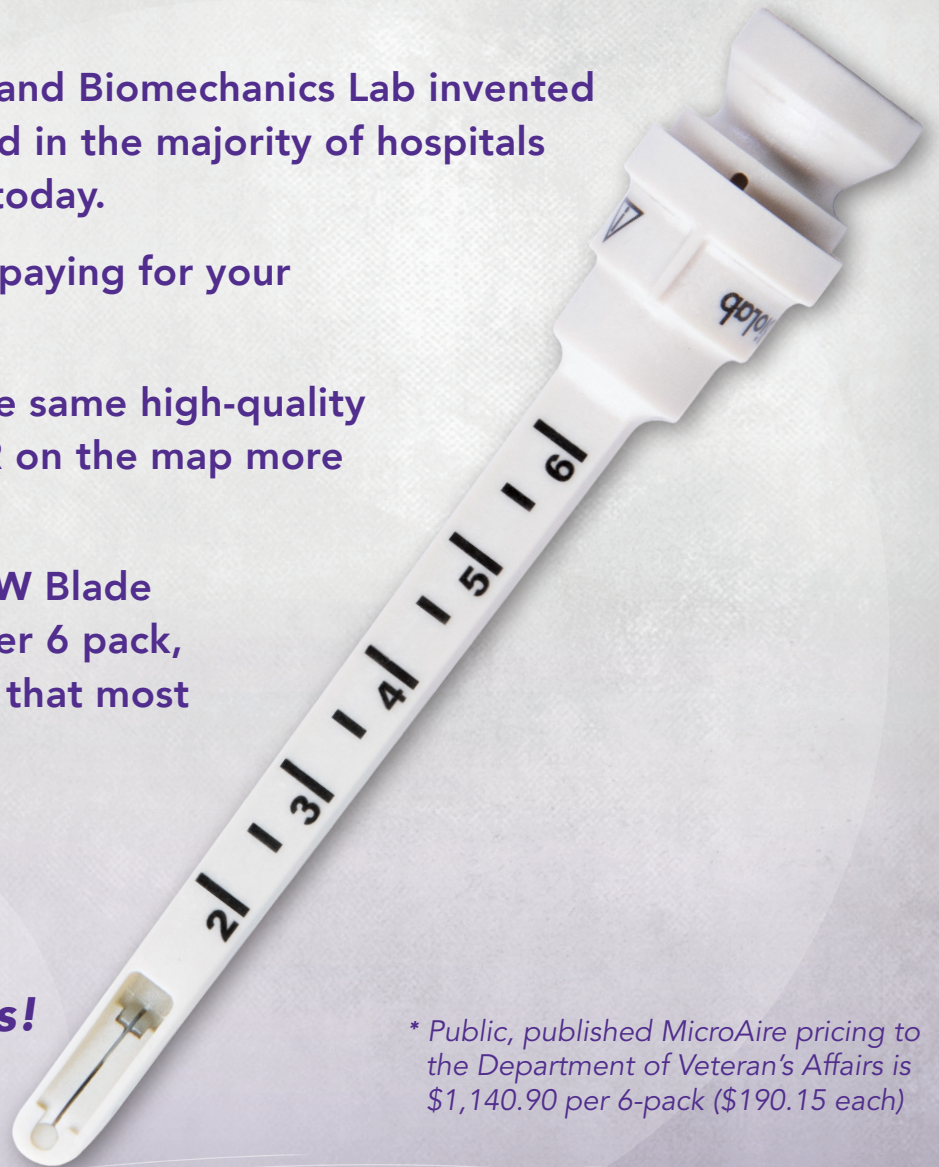


Hand Biomechanics Lab

THE TRUTH ABOUT ECTR

- Dr. John Agee and Hand Biomechanics Lab invented the ECTR system used in the majority of hospitals and surgery centers today.
- You're probably overpaying for your current system.
- We've redesigned the same high-quality device that put ECTR on the map more than 30 years ago.
- We're selling our **NEW Blade Assembly** for \$545 per 6 pack, about half the price* that most facilities are paying.

See inside for details!



** Public, published MicroAire pricing to the Department of Veteran's Affairs is \$1,140.90 per 6-pack (\$190.15 each)*

WWW.HANDBIOLAB.COM

77 Scripps Drive, Suite 104 | Sacramento, CA 95825 | 916.923.5073

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BRAND NEW ECTR Disposable Blade Assembly

A simple vendor update could save your facility \$10,000 per year/per surgeon*

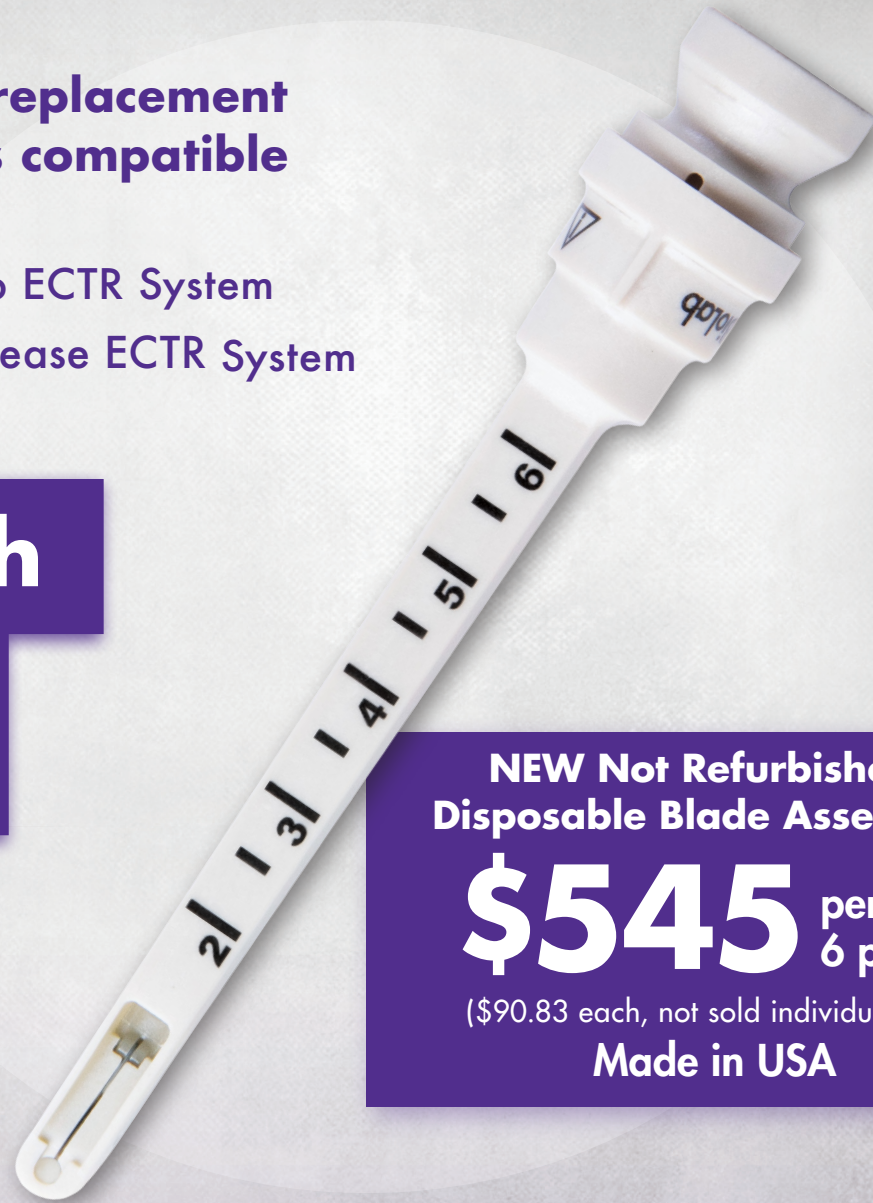
Our new drop-in replacement Blade Assembly is compatible with your:

- 3M Agee Inside Job ECTR System
- MicroAire SmartRelease ECTR System

How Much Are YOU Paying?

Increasing value doesn't get much easier.

- Safe and effective, proven quality
- No new capital equipment needed
- No new training or education required



NEW Not Refurbished Disposable Blade Assembly
\$545 per 6 pack
 (\$90.83 each, not sold individually)
Made in USA

* Among hand surgeons asked we've estimated an average of 100 procedures per year/per surgeon.

* Public, published MicroAire pricing to the Department of Veteran's Affairs is \$1,140.90 per 6-pack (\$190.15 each)

Compare the ROI of buying that reusable system you're currently borrowing.

What Will Your Savings Be?



| | MicroAire \$190.15 each | Hand Biomechanics Lab NEW - not refurbished \$90.83 each | |
|------------|----------------------------|--|----------|
| Procedures | Cumulative Cost | Cumulative Cost | SAVINGS |
| 1 | \$190 | \$91 | \$99 |
| 2 | \$380 | \$182 | \$199 |
| 3 | \$570 | \$273 | \$298 |
| 4 | \$761 | \$363 | \$397 |
| 5 | \$951 | \$454 | \$497 |
| 6 | \$1,141 | \$545 | \$596 |
| 7 | \$1,331 | \$636 | \$695 |
| 8 | \$1,521 | \$727 | \$795 |
| 9 | \$1,711 | \$818 | \$894 |
| 10 | \$1,902 | \$908 | \$993 |
| *16 | \$3,042 | \$1,453 | \$1,589 |
| 50 | \$9,508 | \$4,542 | \$4,966 |
| *62 | 11,789 | \$5,631 | \$6,158 |
| 99 | \$18,825 | \$8,992 | \$9,832 |
| 100 | \$19,015 | \$9,083 | \$9,932 |
| 101 | \$19,205 | \$9,174 | \$10,031 |
| 102 | \$19,395 | \$9,265 | \$10,130 |

TRANSPARENT SWAP:

Similar packaging, labeling, sterility, field of view, blade sharpness, stiffness, and indications for use.

Our NEW Blade Assemblies are made in the USA based on the original 3M Agee Inside Job, or MicroAire SmartRelease System that you're likely still using today.

* Based on public, published MicroAire pricing charged to the Department of Veteran's Affairs:

- At 16 procedures your savings would cover the purchase of the MicroAire hand piece of \$1,503.52.

- At 62 procedures, your savings would cover the purchase of the MicroAire System of \$6,124.62 each.

It Started with Dr. Agee...

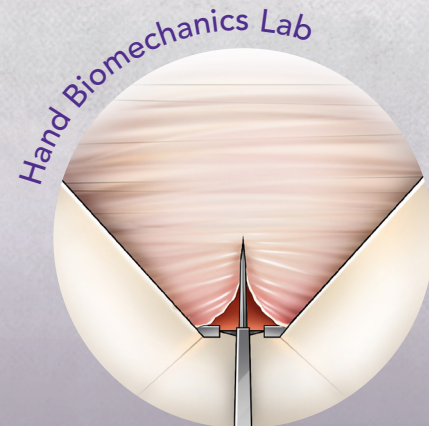
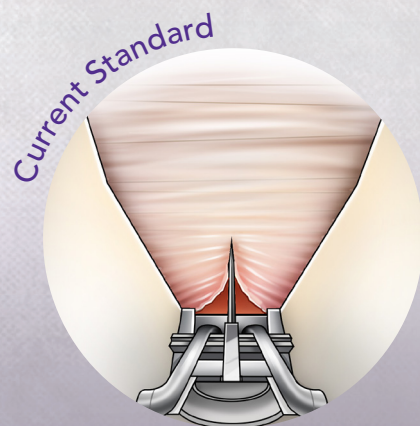
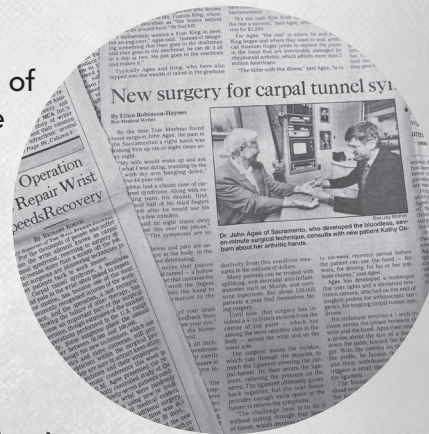
Andy recovered from polio as a child but the illness left his lower extremities weak and he required Canadian crutches to ambulate. As an adult in the early 1980s, Andy suffered from carpal tunnel syndrome. After several cortisone injections, Dr. John Agee was reluctant to continue with this course of treatment and advised an open release was necessary. However, bearing his weight on his hands was the only way Andy could move around so an open procedure with associated recovery time was also not an option. Andy's carpal tunnel needed to be released but with the smallest possible incision and minimal recovery time.



On Monday May 12, 1986, Dr. Agee met with his engineer, Mr. Fran King, to present an idea to use an arthroscope and a small blade to divide the transverse carpal ligament from the inside out. The project became known as the Inside Job. By Sunday June 8th, Dr. Agee and Mr. King performed the first cadaver tests with a working prototype. After innumerable design iterations on January 7, 1987, Andy was the first patient to undergo the revolutionary single portal endoscopic carpal tunnel release procedure.

Development continued through a collaboration with the orthopedic division of 3M. Together, the Hand Biomechanics Lab and 3M incorporated a disposable blade assembly, optimized the blade elevation/retraction mechanism and blade shape, and defined a custom scope. 3M licensed the technology and brought the product to market. Dr. Agee and his revolutionary technique were prominently featured in multiple national news publications. After many years of successful patient outcomes, 3M eventually shut down their orthopedic division and the technology was purchased by MicroAire.

Hand Biomechanics Lab has continued researching and developing novel techniques to release the transverse carpal ligament. Today, through a combination of design for manufacturability and scale, we are proud to present a new low-cost disposable blade assembly. Despite the low cost of the final product, nothing short of the highest quality is acceptable. No short cuts were made during design, no cheap materials are used. The probe itself is injection molded from a medical grade high-performance semi-crystalline thermoplastic that is stiff, strong, hard and tough and has outstanding chemical and oxidative resistance well above 200°C. UHB 716 stainless steel was chosen for the blade for its superior fatigue properties, toughness and impact strength. The blade is chemically etched and fine ground to a razor sharp 24° angle for optimum edge strength. We were also able to increase the viewing angle for the surgeon and simultaneously reduce clutter in the field of view.



Patient names have been changed in accordance with HIPPA compliance.
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 "MicroAire" is a trademark of MicroAire Surgical Instruments, LLC.
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Why you should switch to our NEW ECTR Disposable Blade Assembly

Just like all innovative new technologies, initial peer reviewed studies focused on the benefits of ECTR over OCTR:

- Patient recovery time is shorter
- Return to gainful employment time is faster
- Pain and scarring are less
- Patient satisfaction is higher

But over time, as the novelty wears off, the conversation shifts to cost-benefit analysis. More recent ECTR vs OCTR publications compare the increased cost of ECTR with increased recovery time of OCTR.

Device cost should never impact your patient's care.

Our goal is to eliminate ECTR vs OCTR cost-benefit comparison and enable your patients to receive the absolute best treatment with maximum value.

And from a surgeon's point of view...

The HBL Blade Assembly is essentially the same as the current device, but at a substantially lower cost, so it just makes sense. Overall, I am pleased with the minor improvements that were made and I look forward to the realized savings at my surgery center!

- Christopher Wilson, MD
 August 10, 2021

Over 30 years ago,
we invented what has become
the most popular ECTR System.

ECTR Disposable Blade Assembly

For use with 3M Agee Inside Job Carpal Tunnel Release System
or the MicroAire SmartRelease ECTR System

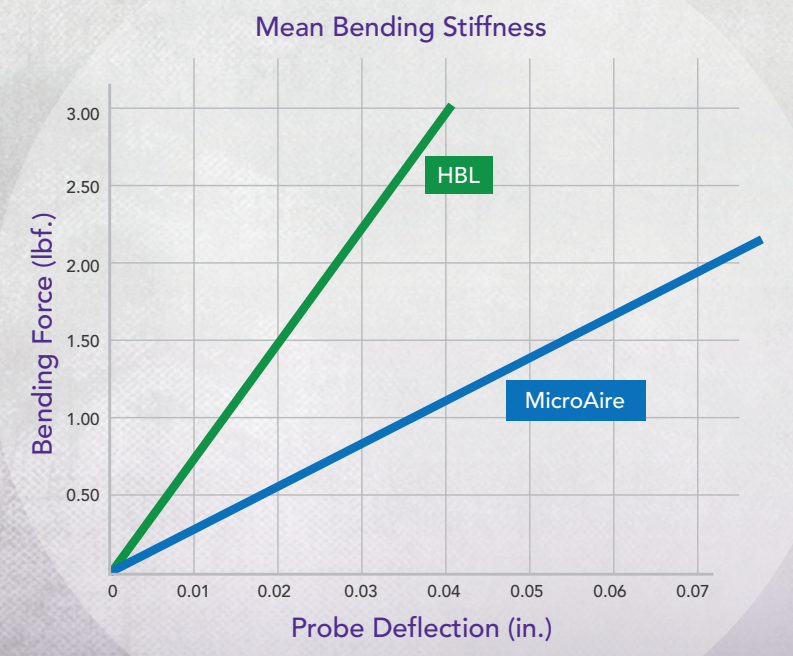
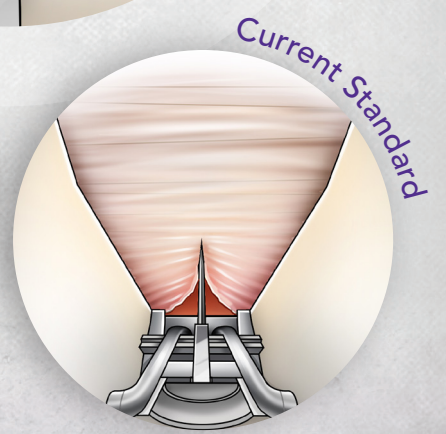
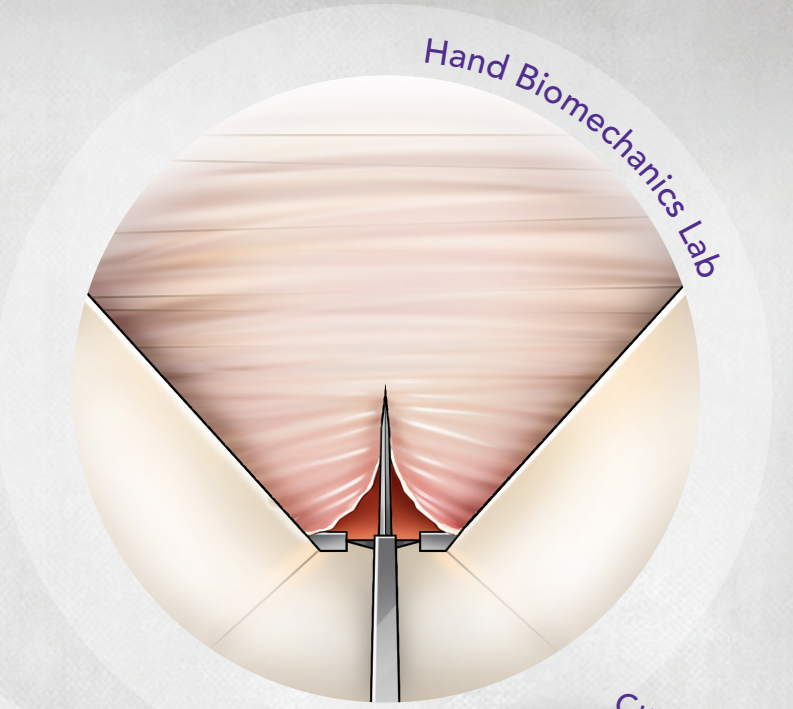


NOW
WE'RE
REINVENTING
VALUE

NEW
Disposable
Blade Assembly
\$545
per 6 pack
(\$90.83 each)
MADE IN USA

*not sold individually

*Wider viewing area and
less instrumentation in the
field of view for improved
visibility of soft tissues.



*Increased stiffness for
improved tactile feel and
pressure on ligament.

*versus competitive products

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Hand Biomechanics Lab

BRAND NEW ECTR Disposable Blade Assembly

From the original creator of the single-portal
endoscopic carpal tunnel release system.

NEW
Not Refurbished
Disposable
Blade Assembly
\$545
per 6 pack

Product Name: Endoscopic Carpal Tunnel Release Disposable Blade Assembly
Product/GTIN: 10861994000288
Item/Catalog Number: CTR-455

CALL or EMAIL
800-522-5778
info@handbiolab.com
TO ORDER NOW

WWW.HANDBIOLAB.COM

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