

**The study detailed below was conducted using an Erchonia® Laser**

A Holly Patterson Extended Care Facility  
875 Jerusalem Ave  
Uniondale New York 11552

Dear George;

I just wanted to let you know how we are doing with the laser. As you know we received our laser on January 24, 2006, and we are engaged in a one month study of the efficacy of this device in wound care. Eleven residents were selected to participate in this study. Their wounds range from diabetic ulcers , to vascular wounds. Several of them are five years old or more, and with one exception they are all stage four.

The study is being conducted blind, with the assessors being unaware of which wounds are being treated. The wounds are treated through the dressings. Photos were taken of many of the wounds on the third day of treatment, and follow up photos will be taken at the conclusion of the study. The only wound that I have seen is a hip wound that was stage 4, approximately 3 inches long and two inches wide, and ½ inch deep. This wound was seen again today and is approximately 1 1/2 inches in diameter, flat, and has new skin migrating inward from the edge.

In addition to the wound study the laser is being used in the clinic for various conditions. I must mention one in particular, a young man who had his arms severed above the elbows by a sword. He came to us 2 weeks post surgery to reconnect his arms and as expected had no movement in his hands or wrists. This man was treated with the laser and immediately began to flex his digits. After several treatments he regained thumb flexion , wrist flexion and extension, thumb opposition and supination of his wrist, His right arm which was cast, and had only his thumb exposed, was treated through the cast and he regained thumb flexion and extension. This all took place in a period of 2 weeks of treatment.

I'm sure we will be talking soon so I'll fill you in on the continuing results of this remarkable machine.

Ron Langevin OTR/L

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**A Holly Patterson Extended Care Facility  
Occupational Therapy Department**

**Wound care materials cost:**

Viasorb or Polymem	average	5.21	
Calcium alginate		4.75	
Gown		.61	
Sterile gloves		.91	
Sterile drape		1.50	
Foam Tray		.10	
Irrigation set		.85	
Saline		.63	
Total per treatment		14.56	
3 treatments per day		43.68	
per year		15943.20	
70 wounds		1,116,024.00	yearly cost
Lasers		18,000.00	
Net savings		1,098,024.00	

**Costs do not include cost of skilled nursing care in dressing wounds**

Total # residents treated	7
Total # wounds	9
Total # of treatments per wound	12 over 4 weeks
Total # healed	2
Total# improved	6
Stage 4 to stage 3	1
Stage 4 to stage 2	1
Stage 4 to stage 1	1
Marked increase in granulation	3
Total remaining wounds	7
Stage 4	4
Stage 3	1
Stage 2	1
Stage 1	1

Assigning a value of 20% to the steps between Stage 4 and healed we have the following;

Stage 4 to healed	100%	Stage 4 to stage 3	40%
Stage 4 to stage 1	80%	Stage 4 to stage 4 Granulating	20%

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Stage 4 to stage 2	60%		Stage 4 unchanged	0%
Stage 4 to Healed	100%	X1=	100	
Stage 4 to stage 1	80%	X1=	80	
Stage 4 to stage 2	60%	X1=	60	
Stage 4 to stage 3	40%	X1=	40	
Stage 4 to Granulation	20%	X3	60	
Stage 4 unchanged	0%	X1=	0	
Stage 2 to Healed	40%	X1=	40	
Total			380 /9=	42.22 % average improvement
Cost of wound care supplies			\$1,116,024.00	
Less cost of 2 lasers			\$18000.00	
			\$1,098,024.00	
42.22%			\$463,858.00	

**Projected savings in wound care costs \$463,858.00 per annum**