



Hausmann Industries not only manufactures quality products, but we can grow a mean eggplant. Earlier this summer, workers at Hausmann constructed an employee garden behind the facility. Some of the items grown in the garden were eggplants, tomatoes, peppers, and corn. Other than the corn, it was a bumper first crop. Below are some pictures of the garden and the products that were grown.



SELLING CABINETS

Your customers may not necessarily need more storage, but they might need better storage, and the right cabinet configuration can provide the solution they seek. The medical landscape continues to transition from the traditional acute-care hospital setting to alternate-care settings, including physician's offices, urgent care centers, and other off-site facilities. More non-acute procedures are being performed outside of the hospital, and it has dramatically changed the workflow of these alternate-care facilities. The physician's exam room just isn't for exams any longer.

Another change in the market is the consolidation of physician practices into hospital provider networks. This has brought about the opportunity for renovations in order to create a more uniform and aesthetically pleasing look as these new networks vie for more patients and revenue. In some cases, the services of architects and interior designers are being solicited to enhance the finished look of the facility.

When planning the appropriate cabinet configuration, some key factors need to be taken into account, including:

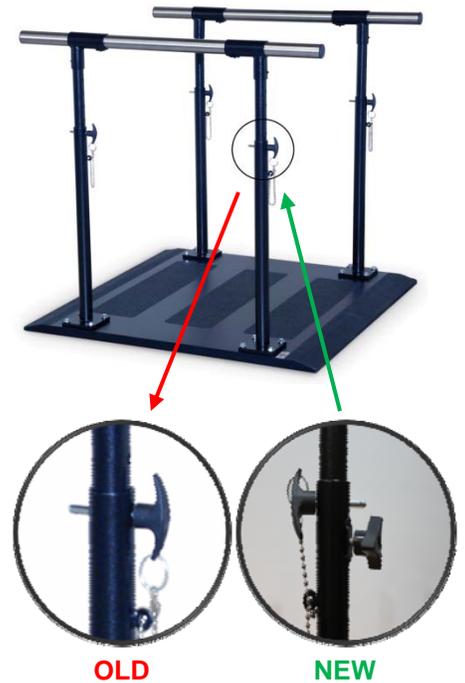
- Accessibility
- Storage needs
- Work flow
- Space requirements
- Options

In many alternate care settings (i.e. athletic training rooms, physical therapy clinics, etc), patients may have access to cabinets for first-aid supplies, athletic tapes, topicals and other daily use items. These cabinets should be placed near the entrance to minimize unnecessary traffic in the working areas of the facility. The customer will also need to determine if the cabinets will need locks to restrict access for some items.

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Product Upgrade Notice

Hausmann Industries is pleased to announce an upgrade to our current parallel bar uprights with the addition of **Secure Lock System**. Pictured below is the Model 1310 Balance Activity Platform showing the old upright.



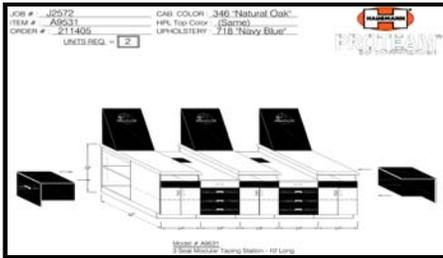
The **Secure Lock System** helps eliminate the rattling and side play on the manual height adjustable parallel bars providing additional stability for patients using the bars. (Excludes power, hydraulic, and folding parallel bars).

Hausmann Industries continually works on product modifications and enhancements to improve the quality and safety of our products. For nearly 60 years, Hausmann is proud to be considered the quality leader in the various markets we serve.



In this issue of **Table Talk**, we wanted to show the manufacturing process used at **Hausmann Industries**.

For the order featured, it was for Monmouth University's new athletic training room and included A9531 Taping Stations, A9065 Split-Leg Cabinet Treatment Tables, and A9017 ProTeam Monster Carts. The pictures run left to right, top to bottom on each page. In our next issue, we will show pictures of Monmouth University's new athletic training room.



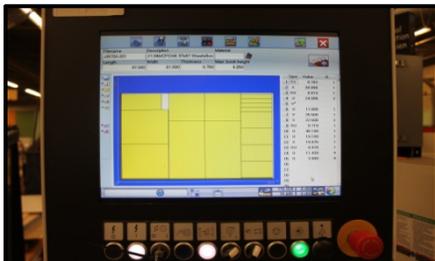
Upon receipt of the order, a drawing is created showing the finished product. This is used to assist in the final assembly.



The first step in the production process is pulling the necessary sheets of laminated material for the respective job. This will include thicknesses of 3/4" and 1" depending on the component. Next step...the panel saw.



Individual 4'x8' sheets of laminated material are placed in the panel saw to be cut into the components. Cuts are made to optimize the material while also taking into account wood grains on the laminate.



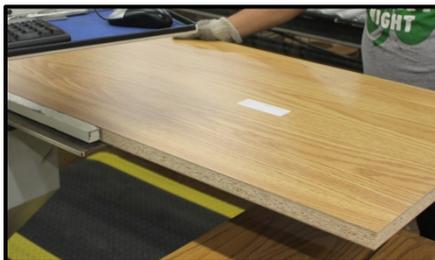
The above shows the computer screen of the panel saw. In order to maximize yield, different components will be cut from each sheet. All of the machines use computer numeric controlled (CNC) technology.



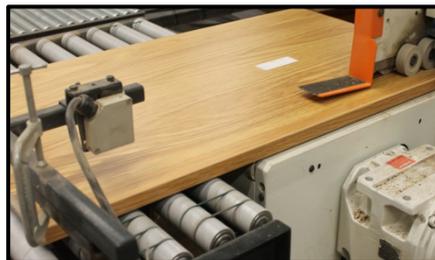
The panel saw cuts the respective components which are then individually labeled with the job number, model number, and instructions on which sides need to be edged with either tape or 3mm edging.



From the panel saw, the components are placed on carts and then queued for the Edgebander. The picture above shows all of the components for this particular job – taping stations, treatment tables, and carts.



After the components are cut, edge banding is applied to all visually exposed surfaces, either tape on non-critical surfaces or 3mm on critical surfaces. Above is a top for the storage module which gets 3mm edging.



The above shows the top for the storage module with 3mm edging. 3mm edging is also used on all doors and drawer fronts for increased durability



The above shows the finished top with all sides laminated coming out of the Edgebander. From here, the components will be restacked and sent to the Point to Point Machine so that holes can be drilled for dowels.



The above shows one of the pieces in the Point to Point machine, which is a CNC drill and router. Here, all holes are drilled for dowels, hinges, drawer slides, and other components and cutouts are installed for waste baskets.



The above shows a component in the Point to Point machine prior to drilling. The piece of wood stays in place and the drill moves accordingly to drill the respective holes.



The above shows the component in the Point to Point machine after drilling has been completed. From here, the components will be sent to the Gannomat machine to have dowels inserted.

How Do They Do That?



After the Point to Point machine, the components are then processed on the Gannomat which drills holes for the dowels and then inserts glued dowels. Hausmann uses a dowel and glue process in its manufacturing.



The above shows one of the components after the hole has been drilled and a glued dowel has been inserted.



After the Gannomat, the components are reorganized onto racks to go into final assembly. One unit from each order is assembled without glue to ensure that all of the holes match up to the dowels, after which it will proceed to the final assembly line.



The first process in assembly is the installation of the hinge mounts and drawer slides, and then glue is filled in all of the holes which will line up with the dowels on the other components.



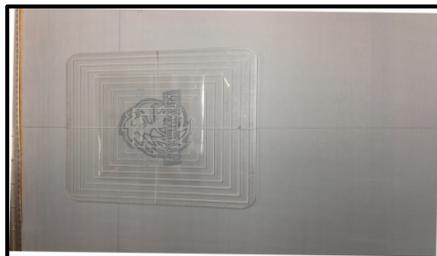
The above shows the taping module after all of the components have been assembled. Much like a jigsaw puzzle, the dowels fit into the glued holes. From here, the module will go into the clamp so that the glue can set.



After the clamp, bases are attached to the taping module. The above shows the module upside down. For taping modules with open side storage, it is actually two components screwed together and then the base is attached.



After the clamp, components are added. Picture above shows the 4 storage modules and 6 taping modules (two A9531 units on original order). Drawers on the storage modules and full extension pulls out on the taping modules still need to be installed.



For this particular job, emboss logos were included on the backrest. Using a Plexiglas template, the logo is centered so that it will line up properly on the upholstered pad. For taping stations, most logos are 7" from the top.



After the reference lines are drawn, the vinyl is attached to a back panel with foam using staples. This is done under pressure so there is no puckering or uneven pulling around the edges.



In the final assembly stage, the backrest component is secured to the base of the taping module both with a hinge and four bolts with T-nuts in the back. This insures the backrest is firmly attached to the taping module.



After the backrest has been attached, the vinyl tops are attached to the taping module using Velcro, which allows for easy cleaning or replacement in the field.



Wrapped and ready for shipment.

Selling Cabinets *(continued)*

In regards to storage needs, it really depends on what is being stored in the respective space. For large bulky items, cabinets with large doors are optimal. If procedures are being performed with many types of instruments or other medical devices, then cabinets with drawers may be more optimal. This may be the case for an exam room that also doubles as an area where minor procedures are performed. Again, the customer will need to determine if locks are required to restrict access for controlled items (i.e. syringes and needles) or higher cost medical equipment (i.e. diagnostic equipment or portable therapeutic modalities).

When planning the cabinet configuration, the customer needs to take into account the workflow of the given space. As previously mentioned, cabinets where patients will have access to supplies will want to be placed closer to the entrance to decrease traffic in the working areas of the facility. For an exam room, common use items will want to be accessible to the care giver to decrease unnecessary movement within the exam room. Cabinets that are not in close proximity to an exam table are not practical for optimal work flow.

The size of the space also needs to be taken into account when planning the facility. Smaller exam rooms need to make use of minimal cabinet configurations to allow for patient access, particularly handicapped or obese patients. In addition, the caregiver needs to have adequate and appropriate working space to treat the patient and to update records, such as a desk or possibly a mobile workstation. If an exam room has limited space, mobile cabinets that can be moved from room to room may be more optimal. This also allows flexibility between exam rooms.

Finally, cabinets come in multiple configurations with multiple options (i.e. locks, waste cutout, sinks). Again, it will be necessary to determine the types of procedures that may be performed in the given space to determine what options will be needed. Even the smallest details, such as placement of drawer and cabinet locks, can impact efficiency. For instance, when locks are placed higher up, it means less bending and better ergonomics for caregivers. In the end, the cabinet configuration should maximize efficiency and storage needs, and the customer will discover that greater efficiency can help reduce unnecessary costs.

When choosing cabinets, it is imperative

that customers choose cabinet solutions suited specifically to healthcare settings. While home centers and office supply retailers may offer lower price out of the box options, these cabinets are not designed for use in healthcare. Many are manufactured from wood with porous surfaces and lower end hardware, such as hinges and drawer slides, and are not designed to stand up to higher use healthcare settings. Sometimes hinges or slides that have been pulled out of the wood stop functioning, and doors can start to sag.

Another issue that lower-end cabinets pose is that of infection control – or lack of it. High quality, healthcare grade cabinets are designed to minimize seams and non-porous surfaces which can collect spills and bacteria. Some cabinets feature all plastic drawers for easy removal and cleaning in the event of a spill. Laminate surfaces are designed to withstand cleaning and disinfection with medical-grade hard surface cleaners. Customers may also want to consider solid-surface countertops (though traditionally at a much higher cost). There has been recent development using copper in countertops and other patient contact areas. Some manufacturers have been developing laminates with anti-microbial properties, though availability is limited at this time.

The final consideration in regards to cabinets is custom versus modular. Hausmann offers both options whether it is custom through our Institutional Division or modular with our Pro-Line Professional Cabinets. While custom cabinets will meet the customer's specific needs and allow for more personal preference in design, it is a permanent solution with less flexibility in redesign should the customer's needs change. Modular cabinets, with multiple configurations and options, allow for flexibility both during initial design and in the event a customer moves or redesigns their space. Pro-Line cabinets feature finished laminate surfaces on three sides so reconfiguration is permitted. Hausmann also offers the most popular exam room cabinet groupings as a single item for ease in ordering.

Cabinets are but one piece of the facility design process, but a very important component. Dealers should talk to their customers about how their new cabinets will fit in with the overall design – including exam and treatment tables, seating, and other equipment. And while customers are trying to achieve a certain look, in the end, it is important to balance

function with aesthetics. If cabinets detract from workflow or storage needs, they are not providing a value for customers. When dealers fully understand their accounts' needs and goals, they can provide the right solutions.

For more information about cabinets, you can visit our website under the Products section (Storage and Institutional Division) or contact a Hausmann representative.

(Some excerpts for this article were taken from REPERTOIRE Magazine, Vol. 22, no. 9)

FEATURED PRODUCT

Model 7650-751 Portable Treatment/Sideline Table



- 2½" thick multi-layered semi-firm foam
- Comfortable PVC-free black urethane upholstery
- Lightweight aluminum frame weighs only 30 lbs
- Push button height adjustment
- Includes adjustable face cradle with ultra soft face cushion and carry bag with shoulder strap
- Height adjustable from 24" to 32"
- Removable 2" turf pads included for outdoor use
- 600lb weight capacity
- 73"L x 28"W x 24"-32"H

KEY SELLING FEATURES

- *Can be sold across multiple market segments – physical therapy, athletic training, visiting homecare, massage therapy, occupational health, medical, institutional health*
- *Excellent option for facilities that have need for additional exam tables on short term basis with limited storage capabilities*
- *Portability makes this a perfect option for temporary facilities or events, such as mass screenings, training programs or employee health clinics*
- *Extremely lightweight table with high weight capacity*
- *Carrying case features padded shoulder strap making it easy to carry and move around*