

Dear Friends,

We have exciting news at **CSMI**. The **HUMAC® NORM™** Extremity System production line is up and running smoothly. **CSMI** purchased the rights to the **CYBEX NORM** in 2003. This created the opportunity to unite the market's leaders in software and mechanical design.

At **CSMI** we doubled our employee base, expanded our facility, and increased our sales by 85% year-to-date. **CSMI's HUMAC** software coupled with the **NORM's** mechanical design is proving to be a winning combination in the marketplace. The **HUMAC NORM** is simply the most advanced and best-designed machine available.

As part of our plan to continue expanding our product offerings, **CSMI** has reached an agreement with **CYBEX International** to distribute their equipment into the rehabilitation market. Beginning in this issue, we will be highlighting various pieces of **CYBEX** equipment.

At the June NATA show we also released **SportsWare2004™ Injury Tracking Software**. Thanks to a loyal and ever-growing base of Athletic Trainers, **SportsWare** continues to be the nation's number one injury tracking software. Check out our website to learn about **SportsWare2004**.

CSMI will be exhibiting at a number of trade shows during the coming months. If you'll be attending one of the shows, or find yourself in the Boston area, please stop by and visit.

Thanks for reading,

CYBEX is Back.

CSMI is pleased to announce that **CYBEX** is back in the rehabilitation industry. In 1970 **CYBEX**, then a division of Lumex Healthcare, introduced isokinetic resistance to the rehabilitation community. The **CYBEX** legacy started with the release of the **CYBEX I** Extremity System. **CYBEX** rapidly expanded its line of rehabilitation and fitness equipment to include the **Fitron**, **UBE**, **Kinetron** (progressive stepper), and **Eagle Weight Equipment**. By 1994 **CYBEX** was nearly \$100 million in sales. If your clinic was opened by 1997, chances are you own a piece of **CYBEX** equipment and recognize just how well it is designed.

In 1997 **CYBEX** merged with Trotter Treadmills under the **CYBEX International** banner. **CYBEX International** decided to focus on fitness and sold the medical division, which **CSMI** now owns. **CYBEX International**, with almost \$100 million in fitness sales, has now teamed with **CSMI** to bring **CYBEX** products back to the rehabilitation industry. First up, the **CYBEX Arc Trainer**. (cont. on page 2)



CYBEX Arc Trainer

FEATURES:

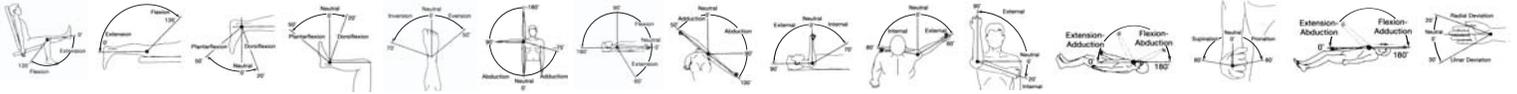
- Low Impact Exercise
- Adjustable Gait Pattern
- Adjustable Resistance
- Open Rear-Entry Design

IDEAL FOR:

- Lower Extremity Patients
- Cardiovascular Patients
- Warm-Up and Cool-Down
- Fitness/Wellness Training

CYBEX ARC TRAINER list price **\$5795**
 Purchase before February 2005 for **\$500 DISCOUNT**

Call 781-297-2034 EXT. 106 To Order



(cont. from page 1)



The **Arc Trainer** is an elliptical, lower-extremity, low-impact aerobic and strength-training tool that includes a unique variable path of movement. The bilateral reciprocal movement of the footplates gives a very natural feel to the exercise. The **Advanced Stride Technology™** provides variability in the pattern of motion. Low inclines provide a gliding motion with modest hip and knee motion, while higher inclines provide comparable increases in hip and knee motion.

The four-bar linkage input arms keep the foot plates at a constant angle for reduced stress on the foot and ankle. The **Arc Trainer's** ergonomic handlebar design allows patients to confidently enter and exit the **Arc Trainer** and comfortably change body position when resistance or incline is changed.

CYBEX International offers the most complete line of aerobic and strength equipment available. **Call CSMI today at 781-297-2034 x106** to receive a catalog and pricelist or to schedule a visit to the showroom and experience **CYBEX** design, technology, and excellence firsthand. Please join us in welcoming **CYBEX** International back to the rehabilitation industry.

Wellness Done Really Well

If you want to see an impressive wellness center take a trip to St. Petersburg, FL and visit St. Anthony Hospital's new Carillon Outpatient Center, a part of Baycare Health Systems. The wellness/rehab center is located on the first floor of a 145,000 square foot Outpatient facility. We visited the center to install their new **HUMAC NORM** Testing & Rehabilitation System in May.



The folks at St. Anthony's did their homework. The development team visited many wellness centers before opening theirs. In choosing a site they followed the age old rule; location, location, location. The Carillon Center is located in the middle of an office park housing over 10,000 employees, and patient volume is exceeding original forecasts.

The Wellness facility is 24,000 square feet with a wide-open floor plan that is divided 19,000 sq/ft fitness and 5,000 sq/ft rehabilitation. Patients regularly move from physical therapy to fitness.

Ian Payne, PT, is the Rehabilitation Manager for St. Anthony's Hospital. Mary Beth Shaw, MSPT, ATC is coordinator of physical therapy services at the Carillon Outpatient Center. Beth is an energetic clinician who likes to get her patients moving as soon as possible. The Carillon Center handles a diverse patient load from pediatric to geriatric, offering physical and occupational therapy services.

● **Predominant Patient Load**

- Working Professionals
- Sports Medicine

Top 5 Pathologies seen by facility:

- 1)** S/P rotator cuff and other shoulder surgeries
- 2)** S/P knee scope, ACL reconstruction, and other knee surgeries
- 3)** Patella tendonitis, PFPS
- 4)** Impingement syndrome of shoulder
- 5)** Cervical and lumbar pain/radiculopathies

November CSMI International Sales Meeting, Boston, MA
Medica Show, Dusseldorf, Germany

December CYBEX International product shipments begin.

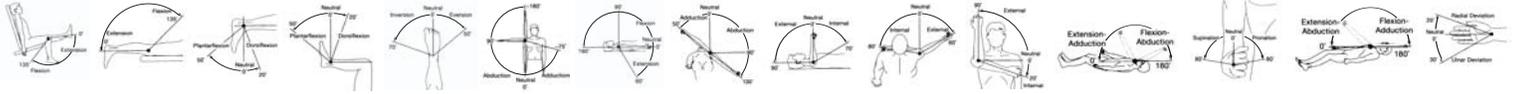
January EATA Show, Boston, MA

February APTA Combined Sections Meeting, New Orleans, LA
NFL Combine Isokinetic Testing, Indianapolis, IN

March GLATA Meeting, Toledo, OH,
HUMAC2005 program release

April 109th Running of the Boston Marathon

ReadOut



Mary Beth Shaw, MSPT, ATC

● We asked Beth for her thoughts on how the HUMAC NORM worked in their Clinic.

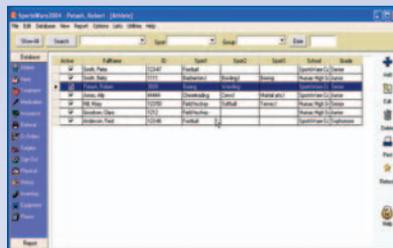
“ We like to get our patients moving. The range of resistance options in the HUMAC NORM makes it easy to include in our clinical pathways. For example, we use CPM to help increase range-of-motion for our total joint replacement and adhesive capsulitis patients.

Our patient population responds well to visual feedback and objective goals. The HUMAC NORM offers both. Test reports allow all of us – clinicians, patients, physicians, and payers – to track patient progress during the rehabilitation process.

The response to our facility has been very positive. We continue to expand our staff to meet our increasing demand for services. The HUMAC NORM Software is very easy for our new staff to learn, and this is a big plus for us. ”

SportsWare2004 Injury Tracking Software Now Available!

Recording, managing, and reporting athlete injury information just got a little easier with the release of SportsWare2004. SportsWare has the largest customer base in the world, ranging from grade schools to professional teams stretching from the US to Japan and back. We work hard to earn our customers' loyalty and to continue to provide the best injury tracking software available. To that end, here are a few of SportsWare2004's improvements.

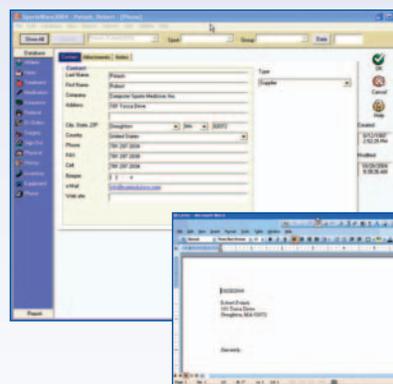
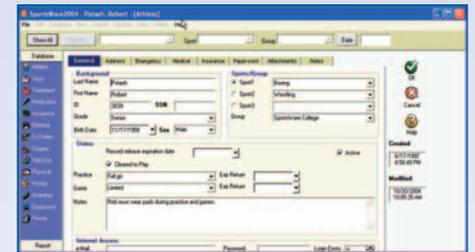


Improved Listing Screen Functionality.

The SportsWare2004 Listing Screen has been updated with a modern look and feel. The new look includes an Outlook Style Navigation Bar that lets the user create shortcuts for the most frequently used reports. You can also customize and save the column order and ascending/descending sort order.

Increased Athlete Information.

The Athlete Database now includes Expected Return Date fields for Athlete Game and Practice Status. The return dates appear on the Coach's Report. The Database also now includes customizable checkboxes for tracking status items, e.g. media release signed and insurance forms submitted.



Easier Paperwork and Task Management.

SportsWare's Microsoft Office integration allows you to import your Outlook address into SportsWare and to create Word Documents from Names and Addresses in SportsWare2004. If you use a PDA, SportsWare2004 sends the athlete's social security number and the first 200 characters of each Injury note to the PDA. When working with a Laptop, SportsWare2004 can select specific Sports or Groups to send to your Laptop.

For a complete list of SportsWare2004 features, visit our website:

www.csmisolutions.com

or call 781-297-2034 x 102

Presorted First Class
U.S. postage
PAID
Permit No. 7
Ashland, MA

www.csmsolutions.com
781-297-2034
Stoughton, MA 02072
101 Tosca Drive



Replace your CYBEX, Biodex, Kin-Com, Merac, BTE, or Lido System with a new HUMAC NORM

Now is the time for a new extremity system. We are offering a \$5,000 trade-in on your old system when you upgrade to a new Single Chair HUMAC NORM Testing and Rehabilitation System. We accept all brands on trade-in, regardless of condition. Call 781-297-2034 x106 for details.

CYBEX II, 300, 6000, NORM and Back System Parts and Service
CSMI has the parts and equipment to service your CYBEX II/II+, 300, 6000, NORM, and Back Systems. From Velcro straps to the HUMAC Upgrade we have the parts you need in stock and ready to ship. For your convenience we're placing the complete parts catalog on our website. To view the HUMAC NORM catalog, select Service, Isokinetic, HUMAC NORM Parts Catalog.

HUMAC/CYBEX Computer Upgrade

Over 1,800 CYBEX Users have already upgraded to the HUMAC. You should too. If your CYBEX II, 300, 6000, or NORM is running a little slow, or if reliability is becoming an issue, the HUMAC is your answer. The HUMAC Computer Update will rejuvenate your CYBEX so you can get more performance and more life from the equipment you already own.

Buying or Selling Used Equipment

CSMI is looking for used Isokinetic Extremity Systems and CYBEX Kinetron machines to purchase. Please fax your list of surplus equipment to us at 781-297-2039.



Are you looking for a less expensive extremity system? We offer refurbished CYBEX Extremity machines upgraded with the HUMAC System. Biodex, BTE, and Kin-com machines are also available. Call 781-297-2034 x106 for details.

PVI Home Exercise Software

Tired of shuffling paper cards, photocopying exercise sheets that have already been photocopied too many times, or drawing stick figures? You're not alone. That's why we created PVI Home Exercise Software. PVI is a software program that uses real photographs to demonstrate physical therapy exercises. PVI uses three photographs per exercise to show the progression of the exercise (starting, middle, and ending positions). You can also add your own pictures, edit the text for each picture, create and save protocols, and print or email exercise sheets. Call 781-297-2034 x102 for details.

PVI Home Exercise Software : \$365

Exercise Types Include:

- Active
- Active Release
- Functional
- Isometric
- Isotonic
- Mobilization
- Stretch
- Resistance

