ZetrOZ Market Report

Updates on Policy, Economics, Reimbursement, and Access

March 2023

sam®: A solution for all seasons.

March Madness, The Masters in Augusta, Georgia, and Opening Day in major league baseball signal the arrival of spring. Across our calendar year, we associate the arrival of spring, summer, fall, and winter with the arrival of the opening day or weekend of a professional sport. But, what about the workplace and soft tissue injury?

Do we find seasonality in the injury data for occupational medicine?

According to the US Bureau of Labor Statistics (BLS), soft tissue injuries account for approximately 34% of worksite injuries. This includes sprains, strains, and tears which can be caused by extreme exertion, repetitive motion, awkward postures, and/or an acute event. According to the National Safety Council, a worker is injured on the job every seven (7) seconds) in the U.S., which would translate to every 21 seconds for a soft tissue injury. This translates to

- 180 soft tissue injuries on the job in the U.S. each hour,
- 4,300 soft tissue work injuries per day,
- Over 30,000 soft tissue injuries per week, and
- Over 2.3 Million soft tissue work injuries per year.

Obviously, the opportunity for **sam**® in the workplace is very significant.

With respect to the number of workplace injuries across the calendar year, the summer months (June, July, and August) can have a higher incidence of workplace injuries due to the increased level of outdoor work. Jobs that require outdoor work activity are often associated with repetitive motion and heavy lifting. Both repetitive motion and lifting can result in significant soft tissue injury to the shoulder, elbow, and back. The increased probability for an injury during the summer season can be associated with increased temperature and humidity which can accelerate fatigue in the worker which can contribute to poor body posture when executing tasks and, ultimately, soft tissue injury.

Injuries in the winter months (December, January, and February) are often attributed to slips, trips, and falls, which can be due to ice and snow on outdoor surfaces and increased indoor work activities. Holiday periods, such as the period between Thanksgiving and New Year's Day, can also have a high incidence of workplace injuries in industries, such as retail and distribution, where revenue contribution is heavily weighted in the fourth quarter. This may be due to factors such as increased workloads, longer work hours, and distractions due to holiday celebrations.

It is important to note that these are general trends, and the specific incidence of soft tissue injuries in the workplace can vary depending on the job tasks involved and other factors. Ultimately, it is fair to say that **sam**® is a product for soft tissue injuries that occur across all seasons and in all workplace settings.

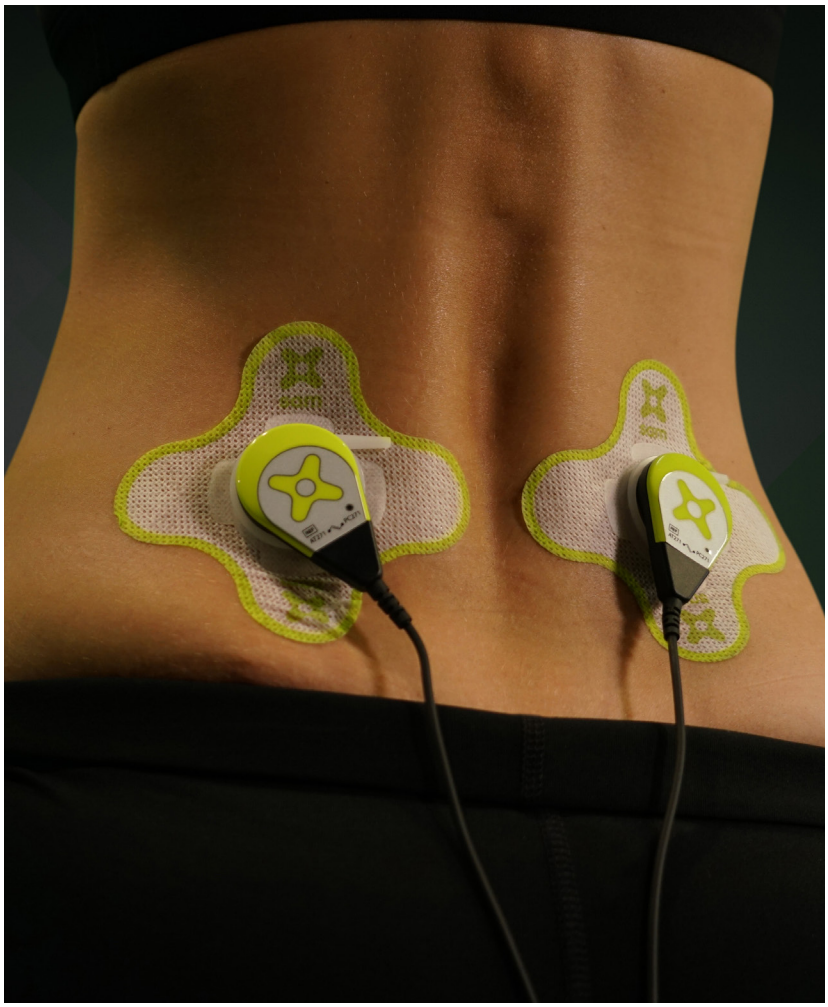
Which anatomical regions represent the greatest number of soft tissue injuries in workers?

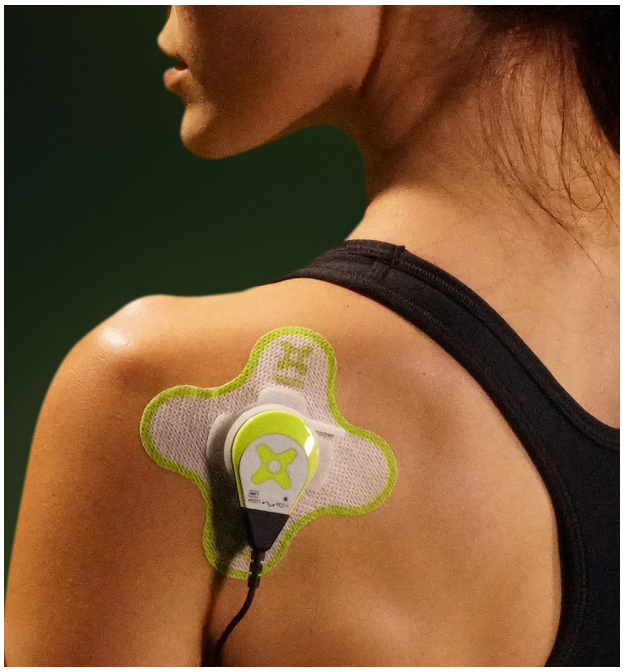
The distribution of the types of soft tissue injuries in the workplace can also vary greatly by industry.

Soft tissue injury to the back

Back injuries are the most common type of soft tissue injury in the workplace. Injuries to the back can result from lifting heavy objects, twisting and bending while lifting, repetitive motions where the back plays an important role in nearly every repetitive motion, and poor posture. These injuries can involve muscles, ligaments, and discs in the spine.

With both bilateral (both sides of the spine) or unilateral (single side of the spine) injuries to the spine, a dual head placement can be appropriate in both scenarios. A dual placement will heal damaged tissue on the injured side of the spine while protecting integrity in the "uninjured" or sound side as the sound side may be taking on an increased burden as a result of the injury.





Soft tissue injury to the upper extremities

Soft tissue injuries to the upper extremities are also common in the workplace. These injuries can be caused by repetitive motions, including typing, structural, and manufacturing/assembly line work. Soft tissue injury can also result from a traumatic event such as a fall or encounter with accident with equipment.

Upper extremity placements to the shoulder can leverage a dual placement with a direct placement of the shoulder and a complementary placement to the anterior or posterior of the shoulder region. With injuries to the elbow, the medial and lateral side of the elbow are appropriate placements for injuries to the interior (medial) or exterior (lateral) side of the elbow.

Soft tissue injury to the lower extremity injuries

Soft tissue injuries to the lower extremities (legs, knees, ankles) occur with frequency in jobs that involve standing or walking for long periods of time or that require heavy lifting. These injuries can also occur in manufacturing and distribution center settings where heavy equipment (i.e. forklifts and pallet jacks) is in motion and can collide with the worker's leg and/or ankle, resulting in a soft tissue tear or sprain.

Similar to upper extremity placements for **sam®**, placement on the lower extremities can be applied on top of the targeted anatomical region, or adjacent to the targeted anatomical region if the injured area includes a wound that requires healing. When required to place **sam®** adjacent to (rather than over) targeted tissue, the desired clinical effect of **sam®** is maintained due to the breadth and depth of penetration into tissue that is a unique attribute to **sam®**. The concave shape of the applicator head permits **sam®** to cast the therapeutical effect into the targeted anatomical region equivalent to the size of a baseball.

sam

56 Quarry Road, Trumbull, CT 06611 USA
P: 888-202-9831 F: 888-202-9831
info@samrecover.com samrecover.com