

Work shouldn't hurt.



Working Concepts

VOLUME 5

Work shouldn't hurt.

SOFT KNEES®
No-Strap Knee Pads

SOFT KNEES®
★ WORK SHOULDN'T HURT ★

ergo KNEEL®

I was a maintenance millwright in Portland, Oregon for 34 years. One thing that has bothered me, and other workmen I know, is our knees. We are up and down all day in our jobs and that has done permanent damage to our knees. No one had offered a solution to the problem. Strap-on knee pads aren't the answer. The reasons are obvious to those who have worn them: they hurt, impair circulation, will not stay in position and have been resisted by workers for many years.

I have spent years in research and development and have come up with the solution: **SOFT KNEES®** Knee Pads and **ERGOKNEEL®** Kneeling Mats. Our sturdy, lightweight molded knee pad is barely noticeable to the worker when standing and walking, yet provides comfort and support. They install in seconds into most double kneed workwear and withstand normal washing while remaining in the garment. For workers who don't wear double kneed overalls or pants, our **SOFT KNEES Kit®** will allow you to wear our knee pads on the inside of your pant leg on almost any work pant or jean.

In addition, we have developed **ERGOKNEEL®** mats in a variety of sizes and shapes for both kneeling and standing at fixed work stations.

SOFT KNEES® and **ERGOKNEEL®** products have been proven successful for thousands of workers from Alaska to New York. I personally guarantee that you will be equally pleased.



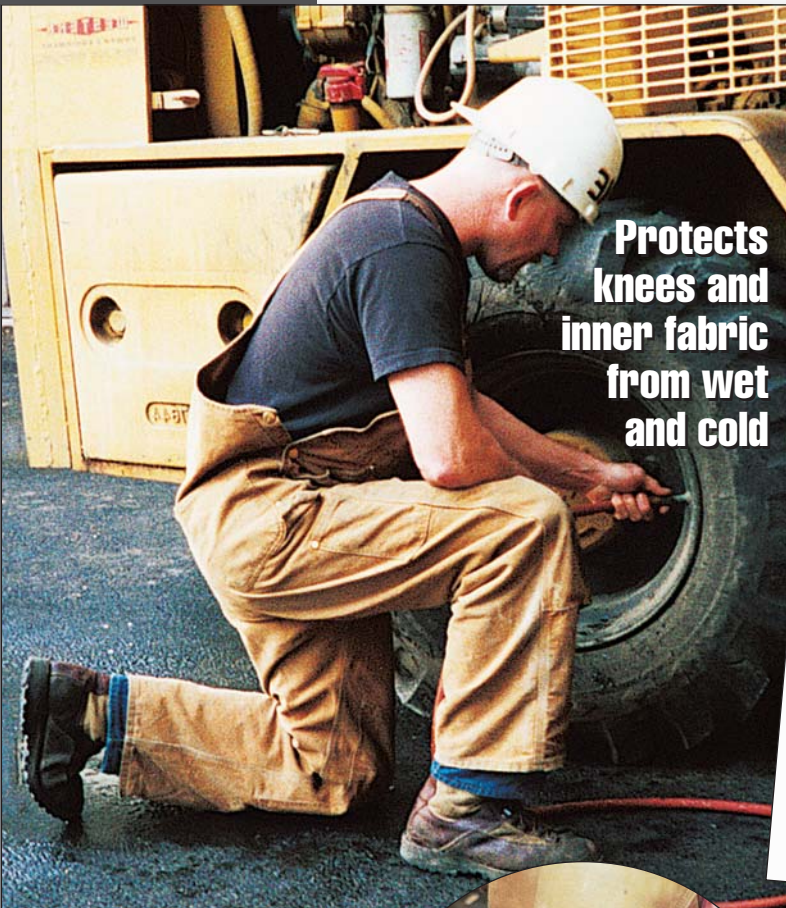
Richard H. Crampton
Richard H. (Dick) Crampton
President
Working Concepts, Inc.
Designing Products for Workers

USED BY:
Workers wearing garments with double layers of fabric on the knees

INDUSTRIES:

- Electrical
- Welding
- Plumbing
- Construction
- Service

MADE OF:
Long-lasting hypoallergenic material often used in prosthetics



Protects knees and inner fabric from wet and cold



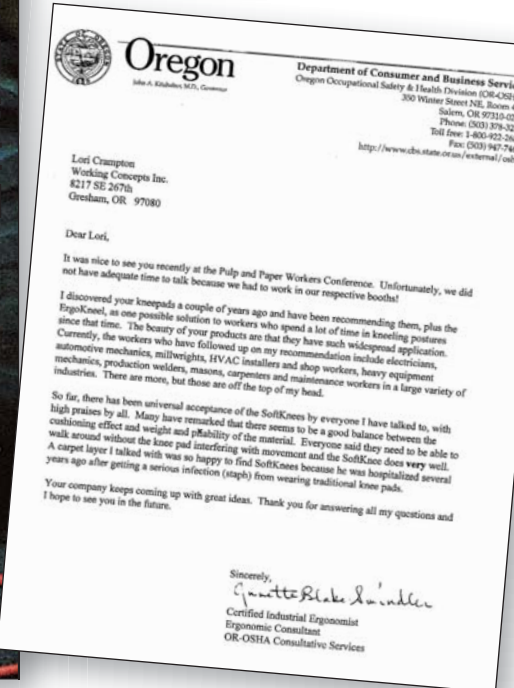
Easily Installed

SOFT KNEES® are for workers who frequently kneel for short periods of time. The sturdy, lightweight **SOFT KNEES®** molded pad is barely noticeable to the worker when standing and walking, unlike the heavy, cumbersome strap-on pad. Simply roll **SOFT KNEES®** into a tight roll and insert into the opening in the bottom of the double knee of most double knee workwear.

Item #1010



Packaged product
One pair per package
24 packages per case



Ask your retailer for a double knee garment receptive to Soft Knees!



SOFT KNEES® Inserts

Designed for painters who must frequently kneel

- Easily installed
- Wash & dry right in the garment
- No more sore, wet or cold knees
- Trouble free
- For use with Dickies Double Knee Painters Pants
- Save your knees!

Item #1010D

Lori,

I have had nothing but positive comments on the performance of your product. Everything from "best thing brought into this mill" to "what took so long?" and several employees have related similar events. Both employees were wearing a new set of coveralls. Both of them had their old coveralls fitted with pouches and faithfully changed the knee pads. They were so used to wearing Soft Knees that they didn't realize they hadn't fitted the new pair with pouches. They were both given jobs requiring them to kneel on the floor. It didn't take long for them to remember Soft Knees after going down to their knees rather hurriedly.

Thanks for your product and your service.

Jeff Bowers
AWPPW Local 211 Safety Chairman
Weyerhaeuser, Cosmopolis Pulp Mill



Great for
Painters!



PAK-A-LADDER®

Ergonomics designed for service workers

- Stops channel from biting shoulders
- A safer carry method is now possible
- Compresses to fit most step ladders
- Also fits under step to carry vertically
- Safer, providing better control
- Closed cell, won't absorb liquids
- No screws, no glue
- Withstands UV and high temperatures

USED BY:

- Cable installers
- Telephone repair
- Gas companies
- Power companies
- HVAC work
- Electricians
- Many more...

Item #7001



Packaged product
One pair per package
12 packages per case



The safest way to
carry a ladder!



SOFT KNEES®

Disposable Knee Pads

USED BY:

- Nuclear power plants
- Waste burning power plants
- Hazardous waste disposal crews
- Clean rooms
- Workers wearing and working in disposable protective coveralls

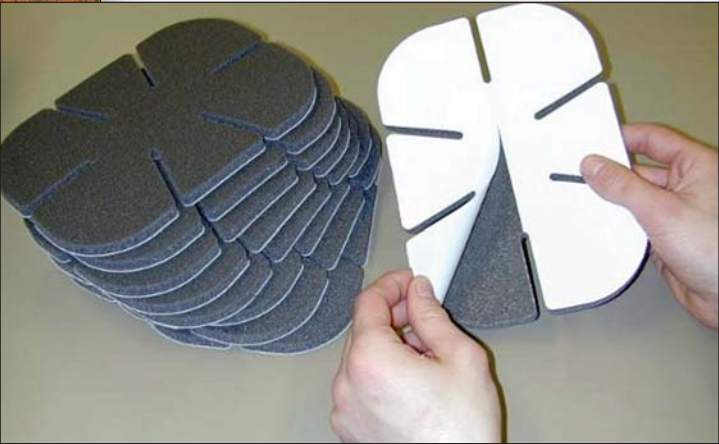
SOFT KNEES® Disposable Knee Pads were designed for use with disposable coveralls, such as Tyvek®. Simply peel the backing off the knee pad and stick on to the garment. Knee pads can be used several times or thrown away with the disposable garment when finished.

- Protect workers knees in rough working conditions
- Less soft tissue injury
- Increases time on the job
- Worn inside or outside the garment
- Prevents contaminants from penetrating to the skin
- Ensures integrity of protective garments

Item #1012



Packaged product
12 pairs per pack
Three packs per case



Now available
in silicone free!
Item #1012SF



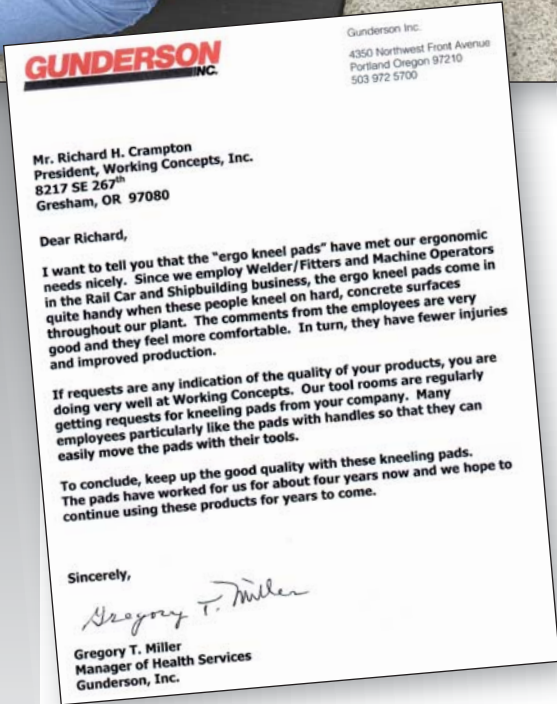
Ideal for waste disposal

ERGOKNEEL®

Handy Mats

Designed for severe kneeling conditions

- Cold, hard steel
- Concrete
- Grating
- Gravel
- Reduces knee trauma and low back stress
- Pain free kneeling increases productivity
- Providing **ERGOKNEEL®** mats shows that you care about your workers
- Made of heavy, resilient, closed-cell foam rubber, not plastic
- Will not compression set
- Will not absorb liquids
- Impervious to petroleum products
- Thick 1" foam
- Self extinguishing
- Silicone free



USED BY:

Tire Stores

Utility Workers

Petroleum Production

Telecommunication Workers

Manufacturers

Home Use

- Built-in handle
- Easy to carry
- Hangs up
- Easy to store
- Three convenient, mobile sizes

≈14" x 21" Item #5050

≈ 8" x 16" Item #5040

≈ 4" x 6" 6-Pack Item #5000



Item #5050



Item #5040



Item #5000



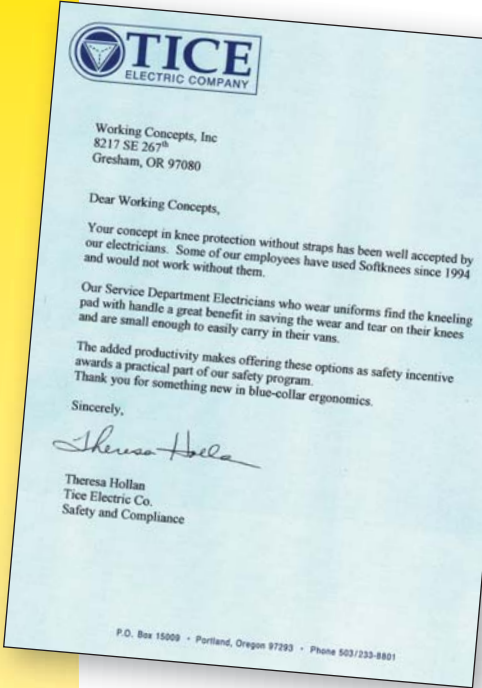
NEW!

Pocket Kneeler with Lanyard

Item #5000LAN



Our #1 Best Seller!



ERGOKNEEL®

Ground Blanket

For field or shop work

USE ON:

- Gravel
- Concrete
- Dirt and mud
- Wet ground
- Steel
- Gratings
- Steel tracks
- Any surface!



Featuring:

- A full 1/2" thick closed cell nitrile foam rubber
- Non-absorbing
- Self extinguishing
- Impervious to petroleum products
- Cuts easily with scissors to fit your needs
- Soft, pliable and tough
- Comes with a wide velcro belt for storing rolled
- ≈36" x 84" x .5"

Item #6060



GREAT FOR MECHANICS



Cool for crawling under rigs!

GARDENER'S

Kneeling strip

Pain Free Gardening!

- Lay between the rows of your garden or in front of your flower bed
- Provides 84" of comfortable kneeling
- Velcro strap for easy storage
- Same great ERGOKNEEL® material
- 84" x 12" x .5"

Item #6001



EXTREME Standing Mat®

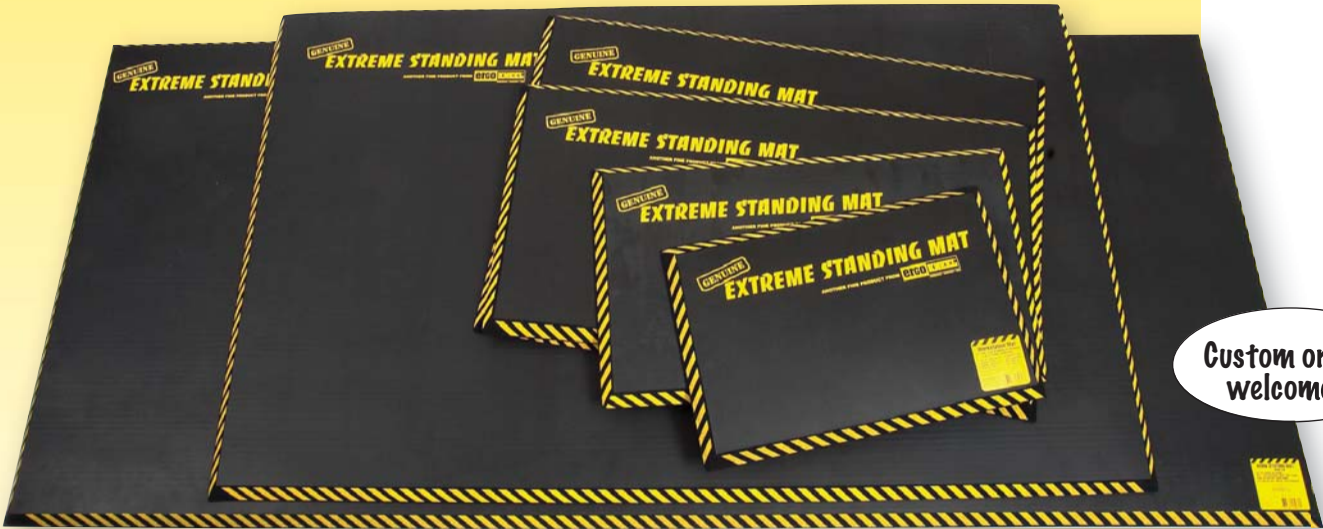
The ultimate shock absorber for extreme standing or kneeling

- Keeps body in gentle motion to improve circulation and joint lubrication
- Eliminates high frequency vibrations
- Designed for extreme standing at fixed workstations
- Yellow safety caution bars alert 1" height



Material Characteristics

- 1" thick closed cell nitrile foam rubber
- Will not compression set
- Self extinguishing
- Will not absorb liquids
- Silicone free
- Six convenient sizes
 - ≈14" x 21" Item #5010
 - ≈16" x 28" Item #5020
 - ≈18" x 36" Item #5030
 - ≈ 3' x 2' Item #5032
 - ≈ 3' x 5' Item #5035
 - ≈ 3' x 7' Item #5070



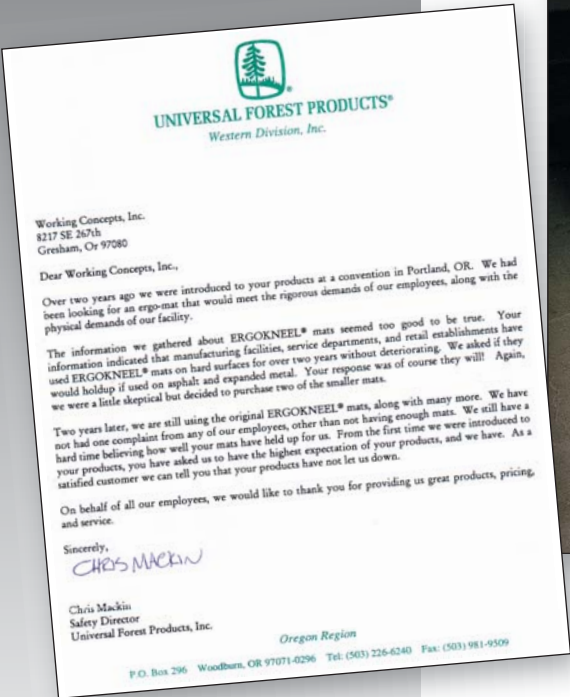
GRRRREAT!
The Ergokneels aren't just clean . . . as foams go, the are **AMAZINGLY** clean.

Just thought you would like some more bragging data since you have earned bragging rights.

These are very special kneelers and I gush about them whenever I can. It took so long to find a clean foam.

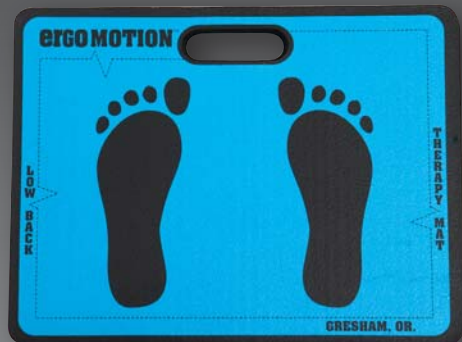
Tim Chavez
Boeing.com

Custom orders
welcomed!





Low Back Therapy Mats



The Ergomotion® Low Back Therapy Mat creates a modest amount of instability under your feet that will put these balancing muscles back to work. Using Ergomotion® with it's unique rapid responding rubber has produced very impressive results in pain relief and productivity of those with low back pain.

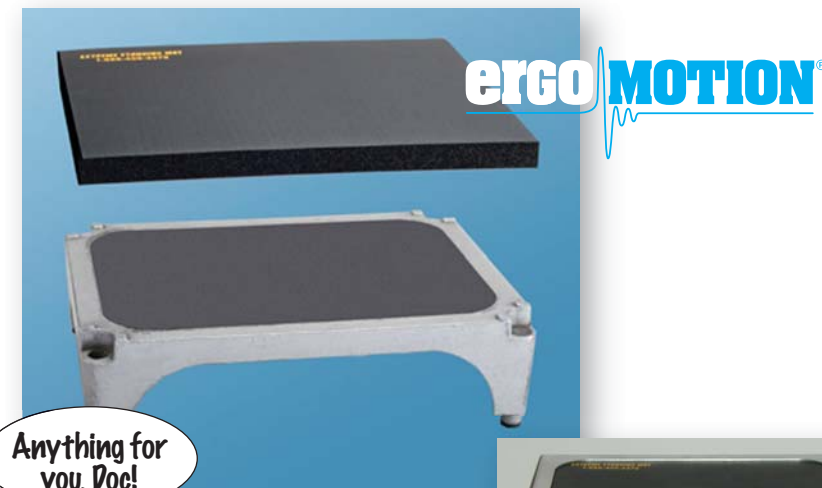
- Muscles in use become stronger
- Body fluids function properly
- Joints are lubricated
- Low back pain is reduced

The instability created by the Ergomotion® Low Back Therapy Mat creates gentle muscular activity that therapeutically and biomechanically engages proprioceptive muscles in your low back that are deprived while existing on flat firm surfaces.

Item #7010



Anything for you, Doc!



Standard Phelan step stand with Ergomotion foam and retainer



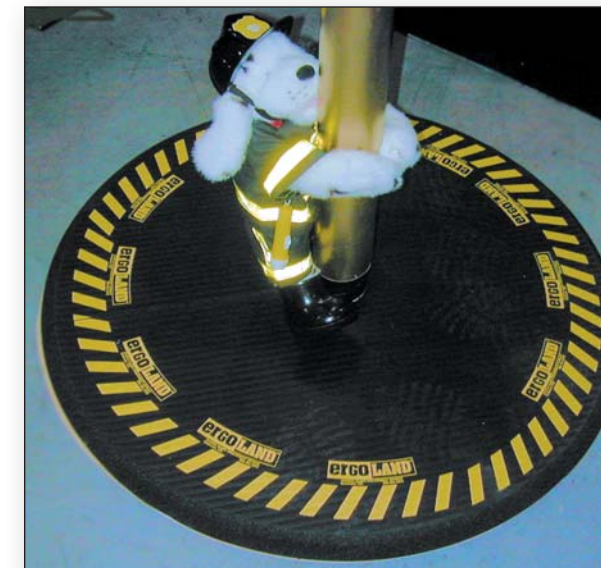
Surgical Soft Top Standing Mats

- 10-minute, no-hassle installation
- Snaps on. Snaps off
- Mat is closed cell and will not absorb liquids
- Frame is tight fitting for sanitation yet easily broken down for thorough cleaning or mat replacement. No tools are required.
- The all stainless retainer and foam pad are autoclavable
- Adapter is static conductive
- Mat is the same material used in the manufacture of the Ergokneel Extreme Standing Mats
- Launders in cartwasher
- More information at www.surgicalsofttop.com

ERGOLAND Fire Pole Landing Mat

Finally! A shock absorbing mat that works.

- Reduces joint trauma
- Provides a safe and secure landing
- Lowers risk of injury
- Reduces hazard of tripping
- 5 year warranty



- 10-minute, no-hassle installation
- 1" thick closed cell foam rubber
- 34" diameter with 45° beveled edge
- Can be hosed off for cleaning
- Safety caution stripes on edge
- Pressure sensitive adhesive seals it to the floor
- 3" hole, fits most fire poles
- Will not compression set
- Self extinguishing

Item #FP100

AIRCRAFT Work Mat

Designed for Aircraft Mechanics

- Will NOT compression set
- Built-in handle
- Hangs up, easy to store
- Full 1" thick
- Will NOT absorb liquids, including Skydrol
- Light-weight
- Protects sensitive surfaces and equipment
- Insulative and non-conductive
- Conforms to irregular surfaces
- Does not disintegrate and cause FOD
- Non-skid surface, keeps your tools in place
- Durable



35" x 41" Item #4135



17" x 41" Item #4117



For one of each size, ask for item # 4100.

Other Uses for OUR PRODUCTS

- RV-ing
- Sporting events – refs stand on 'em
- Veterinarians
- Pet groomers, even for livestock
- Farriers
- Canoe mats
- Ski boats
- Hunters use 'em in tree stands
- Paleontologists kneel on 'em
- Zoos – gorillas sleep on 'em!
- Dog beds
- Low clearance – go ahead, bump your head!
- Sleeping bags
- Railroad engineers stand on 'em
- Precious cargo transportation – such as endangered turtles
- Church pew kneelers
- Seat covers for old school desks
- Fishermen land tuna on 'em
- Helicopter and Submarine maintenance
- Robotics

The SLOW ACCIDENT and Your Knees

These accidents occur over long periods and often do not generate accident reports or present themselves until it is too late.

A Working Machine

The patella tendon/patella/quadriceps tendon, is a working machine. It's job is to work for the quadriceps muscle in standing you up from a bent knee or squatting position. The patella tendon is fastened to the front of the tibia. This working machine is very strong. You could likely tow a small vehicle with it. It's only attribute is it's strength from end to end. Though far better than man-made rope, like rope, it still has it's limits when being impacted from the side. It's tolerance is directly related to the number of hits it takes.

Cumulative Trauma Disorder

Your body usually speaks when you do something damaging. Unfortunately, there are few nerves involved with the patella tendon. If nature had known about specializing tradesmen and their repetitive work habits, there would probably be extra sensory nerves to signal "enough." Many workers simply block out the pain and do their work believing that better solutions do not exist. It is unreasonable to believe that your patella tendon is not being traumatized when you crush it between the end of your femur and a hard surface with your full body weight. The effects of this repetitive traumatizing of the patella tendon accumulates over the years. If statistics were developed by the shear number of late life knee surgeries and knee replacements, the need for concern would be obvious.

Circulation in the Legs

Strap-on knee pads of many different styles and types have been on the market for 60 – 70 years. They have been resisted by most workers and rightfully so. Besides the irritation of being hot and sweaty, pulled hair and annoying mislocation, they more seriously impair the lymphatic migration from the lower extremities. This lymphatic fluid (plasma) is the nourishment for your entire body. Nature has given this system the ability to defy gravity and with reasonable activity return to the thoracic artery above your heart for replacement. We believe this system will not tolerate

straps around your legs particularly tight enough to keep knee pads positioned.

Knee Infections

Knee infections are caused by bacteria entering the body. This can be caused by your body weight forcing contaminants through your skin. Sterile knee infections can be caused by excessive cumulative trauma where soft tissue is damaged and has lost it's blood supply. Both of these health threatening infections may be avoided with proper knee protection. Working Concepts is dedicated to searching for and developing new and better solutions for kneeling workers and to teaching the long term affects of kneeling with out knee protections.

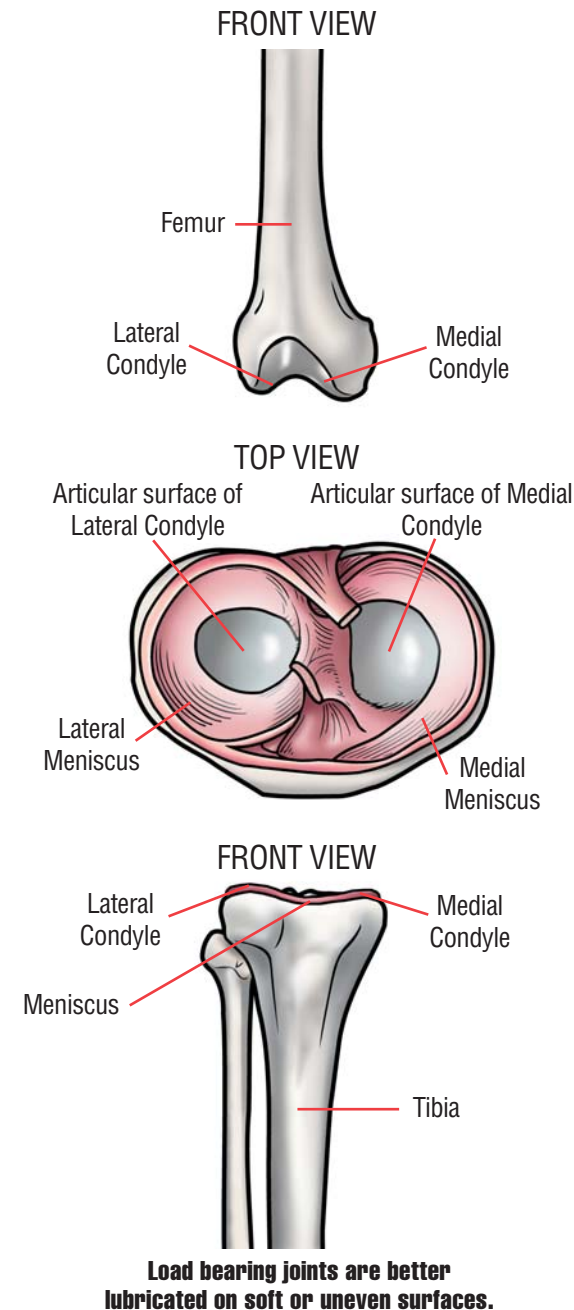
The distal end of the femur and the tibial plateau both have hard, shiny, smooth, silver gray surfaces called condyles.

The meniscus does NOT offer cushion to this joint while standing.

The condyles meet in the middle, making hard surface to hard surface contact.

Why static standing is painful:

- Your skeleton struggles against gravity to hold up your soft tissue
- Contact points remain the same when standing
- Body weight forces nature's lubricant out of these contact points
- Both earth and man-made vibrations are now wearing on one very small, unlubricated area
- All load bearing joints feel these vibrations
- This abuse (ache) signals excess fluid to the joints which may over long term result in arthritis



The SLOW ACCIDENT

and Your Low Back

There is mounting evidence that the flat, firm and stable surfaces that we spend so much time on, coupled with static work, may be responsible for many of the unexplainable lowback attacks. Many back surgeons admit to missing something due to so many unsuccessful back surgeries.

A case study reveals that flight attendants do not have low back trouble. Standing in flight is very similar to standing on an Extreme Standing Mat.

Have you ever wondered why walking on the beach or a mountain trail feels so much better than the floor of a convention center? Have we done too good of a job stabilizing, supporting and reducing muscular demands in our effort to reduce musculoskeletal problems?



The Extreme Standing Mats, an Ergokneel product, was designed for and proven successful in providing substantial relief for people doing standing work. Please go to our web site, www.softknees.com/research.html and click on "Preventing The Slow Accident" for more information.

The Psoas muscles connect the lumbar spine to the head of the femur. Many work environments result in atrophy of these muscles that provide supporting tissue for the lumbar spine. We use them or loose them. Period.

Work shouldn't hurt. Period.



SOFT KNEES®
★ WORK SHOULDN'T HURT®

GENUINE

ergo KNEEL®

GENUINE

**EXTREME
STANDING MAT®**

PAK-a-LADDER®

Working Concepts, Inc.

P.O. Box 1345
Gresham, Oregon 97030
Phone 503-663-3374
Toll Free 888-456-3372
Fax 503-663-1437
www.softknees.com
info@softknees.com