

May 29, 2008

Keith Walli-Ware 100 West Main Street North PO Box 324 Utica, MN 55979

Dear Keith:

Thank you for your recent visit to in-service the clinical staff at Benefis Healthcare. You were very well received as the staff was excited to see the Rooke Boots coming back to the facility.

When Benefis Healthcare switched from the Rooke Boot, the expectation was that quality and outcomes would not be compromised. Unfortunately the new boot did not perform as expected. In the first quarter of this year Benefis Healthcare had an increase in hospital acquired heel pressure ulcers. This increase correlated with the switch of heel protection. I can tell you that cost was a concern and one of the driving forces of the switch. What we now realize is that the cost of prevention is far less than the cost of treatment.

I appreciate your fast response to our pressure ulcer problem, in helping us switch back to the Rooke Boot. I have heard many positive responses from staff regarding the boot. I am also pleased to tell you that the heel ulcer problem has practically gone away.

I am a firm believer in the effectiveness of the Rooke Boot. Both times they were brought into Benefis Healthcare the incidence of heel ulcers has decreased.

Sincerely,

Jeanne Knecht RN, CWON

Benefis Healthcare

1101 26th St South

Great Falls, Mt 59405

