

Fall into Fashion:

SIGVARIS—The Global Leader in Fashionable Compression Therapy

Fall is just around the corner, and you're probably already gearing up for all the new, cooler weather fashions. Now is also the perfect time to stock up on all the SIGVARIS products your customers will need to be both in vogue and compression compliant this fall and winter.

In this issue of the SIGVARIS Messenger, we're delighted to share with you all the exciting new product additions for the upcoming seasons. You'll see new styles of hosiery that can easily be paired with any dress, casual or evening ensemble. Plus, we're

proud to introduce two new products that feature the incredible softness of microfiber.

Your customers will be excited when they find the perfect hosiery and socks to compliment their most fashion-forward finds, so keep reading... we can't wait to tell you more!

Product News:

Dress Up Your Legs with Soft Opaque Stockings

Imagine how delighted your customers will be when they learn they can keep their legs healthy and looking great just by slipping on SIGVARIS Soft Opaque stockings.

At the beginning of September, SIGVARIS introduced Soft Opaque to the United States market. Soft Opaque Medical Compression hosiery features luxurious, lasting microfiber softness without the use of any chemical additives, making it not only stylish but also hypoallergenic for your customers.

Medically-measured Soft Opaque (15–20mmHg & 20–30mmHg) is available in knee-highs, thigh-highs and pantyhose. The pantyhose style can be worn as tights or leggings, and the entire line is available in Midnight Blue, Espresso, Graphite and Black. The fabric is extremely breathable and has excellent moisture management, and it may be worn year-round, particularly by women that would like to mask any bruising or swelling on their legs post vein procedure.

SIGVARIS medical compression hosiery promotes leg health and is universally recommended for both surgical and non-surgical treatment of venous disorders. The product may also be worn to alleviate swelling ankles and heavy, tired legs for expectant mothers.

Want to add a luxurious microfiber item to your product offering? Look no further than Soft Opaque. To learn more, please visit www.sigvarisusa.com.



**Soft Opaque
Thigh-high**

See more at
www.softopaque.com



Product News:

Jewel

Diamonds Really Are A Girl's Best Friend

This August, SIGVARIS introduced Jewel a 15–20mmHg knee-high dress stocking that features a chic diamond pattern. Jewel looks perfect with any office or dress wear and is available in Dark Navy, Mocha and Black.

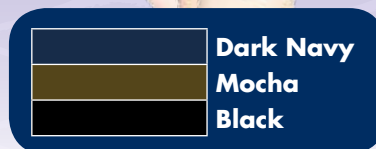
In what has quickly been coined "fashionable relief for legs," Jewel graduated support hosiery will help women across the United States improve their leg health as these stockings not only look stylish, but also provide relief from heavy, fatigued and tired legs. *Jewel is measured by shoes size and was created with microfiber softness.*

Whether the day takes a woman on a plane, in a classroom, to the office, or out on the town, Jewel graduated support hosiery will keep her legs both fashionable and healthy. Jewel provides excellent breathability and moisture management, making it the perfect product to wear year-round. For style savvy women, SIGVARIS Jewel is a perfect fit!

Want to add a little sparkle to your support hosiery offering? Talk to your SIGVARIS representative to find out more about Jewel, or visit www.sigvarisusa.com for more details.



Jewel Knee-high in Three Stylish Colors



Dark Navy
Mocha
Black



New EverSheer Nightshade color!

Product News:

Dance The Night Away In NightShade

The EverSheer product line from SIGVARIS recently added another fabulous shade to its mix of offerings. Named after a beautiful starry night, Nightshade is the perfect shade of gray for both casual and dress occasions.

SIGVARIS EverSheer offers a stylish hosiery option for women's every day wear and may be used as a maintenance therapy option. Women have found there simply isn't a more sheer, soft product that looks fashionable and provides the necessary compression level.

Women will be seen dancing the night away in this new shade that easily transforms from a professional day at the office to a lively night on the town.

Don't forget that the EverSheer line is still available in Dark Navy, Natural, Suntan, Mocha and Black. The Natural and Suntan shades are also available in open toes styles.

Be sure to ask your SIGVARIS representative how you can add NightShade to your EverSheer inventory, or please visit www.sigvarisusa.com for more details.



Increase Your Knowledge: Become A SIGVARIS Certified Fitter Today!

Would you like to learn more about venous disorders and how to recommend products to patients based on their medical conditions? SIGVARIS offers fitter seminars to help you gain the information you need to help patients. Additionally, becoming a certified fitter will give doctors confidence that you'll be able to help their patients.

If you're planning on attending Medtrade in Atlanta this November, check out the pre-conference seminar schedule and sign up for our one day class, which takes place on Monday, November 15. Your registration will also entitle you to a one day pass for the Expo, which is geared toward home medical equipment dealers. To attend the Medtrade event, please visit www.medtrade.com and register by Nov.11. To learn about other events by SIGVARIS, please visit www.sigvarisusa.com.

2010 Fitter Seminar Schedule

October:	Kansas City, MO
	Denver, CO
	Columbia, SC
	Boston, MA
	Baltimore, MD
	Saddlebrook, NJ
	Toledo, OH
November:	Santa Clara, CA
	New York, NY
	Ft. Lauderdale, FL
	Atlanta, GA
	Louisville, KY

We invite you to join us at an upcoming Fitter Seminar. Ask your SIGVARIS Sales Representative for details.

SIGVARIS Partnerships: Fall Is For Football— And What Better Way To Train Than With SIGVARIS Athletic Therapy Socks

In addition to the partnership with the Indianapolis Colts, SIGVARIS is also supplying the Atlanta Falcons with Athletic Recovery Socks for post-games, practice and travel. In the July 26th issue of Sports Illustrated, you can see Atlanta Falcons star Michael Turner, sporting the SIGVARIS Athletic Recovery Sock.

Athletic Recovery Socks feature true graduated compression, which is strongest at the ankle and gradually diminishes as it goes up the leg. Wearing true graduated compression during and after strenuous exercise or competition may help flush out lactic acid and provide symptomatic relief of delayed onset leg muscle soreness.

SIGVARIS is also pleased to announce a new addition to its Active Therapy Line – The SIGVARIS Performance Sock. Available today, the Performance Sock features true graduated compression, an extra wide comfort band that stays in place, safety reflectors for running at night, an Achilles Tendon protector, a cushioned foot bed to keep feet blister free and the sock stays perfectly dry.

For more information about all SIGVARIS products, please contact your SIGVARIS representative, or visit us at www.sigvarisusa.com.



**Left: Athletic
Recovery**
**Right:
Performance**



Mail In Rebate: We Appreciate Your Customers!

In order to help you increase the number of products your customers purchase from you, we've created two rebate promotions—one for medical products and one for support products. To receive a rebate, your customers will need to send the UPC codes for either three qualifying SIGVARIS 15–20mmHg Graduated Support Calf-length products or two qualifying SIGVARIS Medical Products, the original, dated receipt for the purchased items, and a completed rebate form. To download a pdf version of the forms for printing, please visit the following links:

<http://tinyurl.com/sigb3pad> (Buy 3 Get 1 Free form)

<http://tinyurl.com/sigb2pad> (Buy 2 Get \$10 Gift Card form).

We've included copies of these rebate forms in this issue of The SIGVARIS Messenger for you to duplicate and give to your customers. Your SIGVARIS Sales Representative can provide more details for this promotion, as well as promotional materials to get the word out to your customers!

2 Rebate Forms are available to download!

SIGVARIS
LIFE FOR LEGS

BUY 2 GET \$10*

SIGVARIS
LIFE FOR LEGS

BUY 3 GET 1 FREE

Buy any Three SIGVARIS 15–20mmHg Graduated Support Calf-length Products and **Get One Free!**

All purchases must be made by Dec. 31, 2010. All submissions must be postmarked by Jan. 5, 2011.

To receive your Free SIGVARIS Product, please submit by mail:

Buy: Any 3 SIGVARIS 15-20 mmHg Calf-length Products by Dec. 31, 2010 and receive a free pair of equal value. Indicate free product choice here:

Item _____
Size _____
Color _____

Mail:

- This completed certificate
- Original, dated sales receipt(s) with item(s) circled
- Cut off and return UPC codes from box bottoms (3 total)

In a stamped envelope to:
SIGVARIS
Free Product Offer #123110
1119 Hwy 74 South
Peachtree City, GA 30269

Offer ONLY redeemable through SIGVARIS. Please print clearly—proper delivery depends on a complete and correct address.

Name _____
Address _____
Address 2 _____
City _____ State _____ Zip _____
Email or Telephone Number _____

Offer valid from 9/7/10 to 12/31/10. Must be postmarked by 1/5/11. Medical compression history not included in this offer. Offer limited to US residents and consumers only. Limit one rebate per name, address, or envelope. Use of multiple addresses or P.O. boxes to obtain additional rebates is fraud and may result in prosecution. Multiple incomplete submissions will not be acknowledged or returned. Reproduction, alteration, trade, or purchase of this form or proof of purchase is prohibited. Please retain copies of all materials. Proof of purchase must be obtained from product purchased by you. Please allow 6-8 weeks for delivery. Form Cash Redemption Value 1/100 of 1 cent. SIGVARIS will not share your information, as your privacy is important to us. Check box if you DO NOT want to receive future information from SIGVARIS. For any questions regarding this offer, please call 1-800-322-7744 ext. 1.

www.sigvarisusa.com (FORMED REV 08 10)

SIGVARIS
LIFE FOR LEGS

BUY 2 GET \$10*

Offer valid from 9/7/10 to 11/30/10. Must be postmarked by 12/6/10. This offer only is to purchase of the following products: Soft Closure, EverSheer, Saker Comfort, Infrared Cotton (20-30mmHg), 230 Cotton Series, Truly Temperature, UlaSoft, and Infrared. Offer limited to US residents and consumers only. This offer not valid for recipients paid in whole or in part by any federal health care program, including but not limited to Medicare or Medicaid, for prescriptions that are paid for or reimbursed by any program, with one gift card per name, address, or envelope. Use of multiple addresses, P.O. boxes to obtain additional rebates is fraud and may result in prosecution. Multiple incomplete submissions will not be acknowledged or returned. Reproduction, alteration, trade, or purchase of this form or proof of purchase is prohibited. Please retain copies of all materials. Proof of purchase must be obtained from product purchased by you. Please allow 6-8 weeks for delivery. Form Cash Redemption Value 1/100 of 1 cent. SIGVARIS will not share your information, as your privacy is important to us. Check box if you DO NOT want to receive future information from SIGVARIS. For any questions regarding this offer, please call 1-800-322-7744 ext. 1.

Please read each form carefully for official rules.

SIGVARIS, LIFE FOR LEGS, and EverSheer are registered trademarks of Ganzoni & Cie AG, CH-9014 St. Gallen/Switzerland, in many countries worldwide.

SIGVARIS has great options for Fall Fashion!



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Company City, State, Zip

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