



Chiropractic TABLES

Chiropractic tables enhance the quality of care of patients. What type of features is your table equipped with?

Purchasing a chiropractic table is a big investment for any chiropractic practice. Therefore, it is important that the table provides long-term benefits for patients.

CP interviewed three experts about the common concerns that chiropractors should consider before purchasing a table. Jay Deerman is the owner of Access Equipment Corp, in Sylacauga, Ala; Mike Peterson is a senior account manager at ScripHessco, in Bolingbrook, Ill; and Gib Heyblom is sales and customer service director at Track Corp, in Spring Lake, Mich.

What should chiropractors consider before buying an adjusting table?

Access Equipment Corp: Technique involved for an adjustment, how long the adjustment takes, what features the chiropractor wants (auto manual drops, auto manual flexion/hyloflexion, elevation, and stationary).



ScripHessco: There are several items to consider when purchasing a table: price, warranty, features, service, and support. Review what type of adjustments the table needs to help the chiropractor perform. Some tables will perform better than others. Quality of component parts, ergonomic user controls, and handles, in addition to dependable electric/hydraulic systems, are all considerations when purchasing a chiropractic table. Standard features and available options should be part of the purchase decision. Do you need a hylor or an elevation table? Will the table fit in the adjusting room? There are also different table covers available. Vinyl, leather, or synthetic covers have different life spans and their own advantages and disadvantages.

Track Corp: Chiropractors must consider their patient population's conditions and prepare themselves to treat those conditions with the most appropriate technique. Of course, that choice involves much consideration and study too, but the doctor should offer the best research-supported, evidence-based, and clinical-outcomes-published technique possible. Say the doctor chooses Cox® flexion-distraction as the technique of choice to address his patient population's

stenosis or disk herniation with resultant radiculopathy conditions. He should take courses in the technique to be sure his understanding of the technique and its application is solid, and then study the table offerings to complement his technique as it is taught and published without the need for modification of the protocols.

What are some important features that an adjusting table should provide?

Access Equipment Corp: This depends on the technique again.



ScripHessco: Table versatility is one of the most important features. Tables that have a modular design allow the doctor to add or subtract features. Drops, breakaway sections, different footboards, and automated sections are all features to consider when or if the techniques change. Height adjustment/variable height considerations may be important for clinics with more than one practitioner.

Track Corp: The table must provide a professional look that instills confidence in the patient that the table is of the highest quality with the latest innovations. Safety must come first. The table must be solid in its design and proactive in its protection of the patient who lies on it. Chiropractors are professionals, and their equipment must support their image. The table's functions must meet the technique's needs without needing modification of the technique to accommodate the table's functions.

How, in your opinion, does a chiropractic table enhance the quality of your work?

Access Equipment Corp: If an auto drop table or flexion or elevation table has auto drops, it makes the chiropractor's work much easier ... no lifting the patient's weight and no flexing with the shoulder.

ScripHessco: The adjusting table and its features can enhance the quality of work. Precision drops, for example, allow the chiropractor to use less force when adjusting.



Drops allow lighter tension settings. Other examples are the traction and decompression tables. These tables have changed over the last couple of years, allowing more patient comfort and less traction force requirements. Another example would be the elevation hi-lows. This allows the chiropractor to adjust to his or her optimum height. It can also be lowered to help patients get on and off the equipment.

Track Corp: A chiropractic table is not just a “table,” it is the chiropractor’s tool of trade—his instrument. The instrument must accommodate the chiropractor’s need for ergonomically designed equipment to keep him or her in good condition for the span of his or her career. The instrument must reflect the chiropractor’s professional image. It must also allow the chiropractor’s application of technique to be exact and protocol-driven so that the published clinical outcomes as well as the public’s expectations can be met or exceeded.

What are some pros and cons of purchasing a new table versus a used table?

Access Equipment Corp: A chiropractor who buys a used table will reduce their ownership and operating expenses by about 50%. Perhaps the best proof is the fact that chiropractic tables can be used for at least 9 years. If that is not enough to sway a chiropractor to buy a used table, consider the following:

- You can keep a well-made chiropractic table running beautifully for a lot less than you’d spend on new-table payments, fees, and premiums. Financing is even available for almost all used tables.
- In addition to the fact that a new table can depreciate 30% to 40% in only 2 years, buying or leasing a new chiropractic table can continue to cost you several hundred dollars a month for an average of 3 to 5 years. Why not buy a used chiropractic table and let some other hotshot take the loss?
- The initial price for a used table is usually 40% to 50% less than that of a new table.
- When you buy a used table from us, it has been refurbished and comes with a 1-year parts warranty. Your used chiropractic table also comes with color selections and different materials—vinyl, heritage, or leather.
- All used tables that have hylo, elevation, or hylo and elevation qualify for the handicap access act credit.

ScripHessco: The benefit of purchasing a new table is that you will be the original owner. The table will not have worn parts, the upholstery will be perfect, and you will receive a new factory warranty. The purchase price between a new table versus a used table varies. A new purchase is more expensive. A used or reconditioned table will vary in cost depending on the seller—it is usually between 50% and 75% of the cost of a new table.

There are different categories of used tables. A used table may be purchased from another chiropractor, a table clearinghouse, or a company that specializes in re-

conditioned or rebuilt tables. A used table purchased from another chiropractor is in “as is” condition. Unfortunately, with this type of purchase, you have no idea what to expect until the equipment arrives. It may not even work. You also may not be able to return the equipment. If you can return the equipment, it will most likely be at your expense.

A clearinghouse is a company that moves tables for chiropractors. The clearinghouse facilitates the table sale for the DC. This type of purchase is also in “as is” condition.

A table can also be purchased from a company that specializes in reconditioned tables. These tables are rebuilt to varying degrees. Bench tables are simple. Hylo elevation tables have complex electric and hydraulic systems and require much more service knowledge. Make sure you know the details and get any warranties in writing.

Track Corp: A chiropractic table is a piece of equipment around which the chiropractor’s practice is based. It must be respected and recognized for its worth in the practice and should provide peace of mind with its reliability. The table must be maintained carefully and faithfully, much as a car must be. A car gets one to work, but the chiropractor’s table allows one to work.

What type of warranty or customer service should chiropractors expect when purchasing a table?

Access Equipment Corp: Most new tables offer a 1-year warranty on parts—there is no labor warranty. For used tables, we offer a 1-year warranty on parts and a 6-month warranty on labor (must be local for labor warranty).

ScripHessco: There are two separate warranty issues to consider—the parts warranty and the labor warranty. A new table’s parts warranty varies from 1 to 5 years depending on the manufacturer. A parts warranty on used or rebuilt equipment varies depending on the seller—normally 90 days to 1 year. The labor warranty on new or rebuilt tables varies depending on the seller. Make sure you spend some time talking about what type of warranty you will be receiving before you purchase a table. Putting the parts and labor warranty on the purchase contract is always a good idea.

Track Corp: For the purchaser, a warranty is peace of mind and allows the DC time to fine-tune the instrument on the manufacturer’s “dime” if necessary. For the manufacturer/distributor, the warranty is its pledge that the equipment is made to the highest standards and will address any issues found upon delivery of the equipment within a time period. Customer service is an expected and most appreciated facet of a table purchase and follow-up. Customer

service that is courteous, respectful, patient, and helpful allows the relationship between the purchaser and manufacturer to flourish, making future transactions quick and easy. **CP**

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