

Discover

elequil[®] aromatabs[®]

aromatherapy designed
for the clinical setting



Relax. Relieve. Refresh.[®]

Your Solution to a Non-Pharmacological Approach

100% pure essential oils

**Beekley
Medical[®]**
when your diagnosis
must be right[®]

Table of Contents

Clinical Aromatherapy

Elequil aromatabs®	1
How Clinical Aromatherapy Works	1

Current Situation in Healthcare

Non-pharmacological Approach Supported by Government Agencies	2
Focus on Improving Patient Satisfaction Scores.....	2

How Aromatherapy Can Help

Pain.....	3
Anxiousness.....	3
Sleep.....	3
Queasiness	3
Elder Care / Memory Care	4
Behavioral Health.....	4
Hospice	4
Caregivers / Staff / Family Members	4

Why Choose Elequil® for the Clinical Setting

100% Pure Essential Oils.....	5
Unique Controlled Delivery System	5

Description of Elequil Scents

Elequil aromatabs – Getting Started

We’re Here To Help.....	7
Evaluation Tools.....	7
Support Tools	7
Science and Safety.....	7
Clinical Studies.....	7
Inventory Management Tools	7

Instructions for Use.....

Product Ordering Information

Back Cover



Clinical Aromatherapy

Elequil aromatabs® aromatherapy designed for the clinical setting

- Used in over 1,700 hospitals and healthcare facilities
- Supports system-wide aromatherapy initiatives
- Non-pharmacological approach to help manage patient's quality of care

How Clinical Aromatherapy Works

Aromatherapy is the use and application of pure essential oils to promote wellness in these categories:

- ✓ Physiological
- ✓ Psychological
- ✓ Emotional balance

Impact on the limbic system

The limbic system is a complex system of nerves and networks in the brain that controls basic emotions, behavior, long-term memory, and smell. When we smell something, our limbic system stores, and then interprets, the emotional significance of an aroma. That is why an essential oil can instantly trigger a behavioral response in our body, and why certain aromas put us on guard while others calm us down.

High quality oils

Essential oils, as a whole, are concentrated, hydrophobic liquids (liquids that are incapable of combining with or dissolving in water), that contain aroma compounds extracted from plants. It is important to know that not all essential oil products are high quality. Beekley Medical® is committed to using essential oils that are 100% pure, unadulterated, and free of pesticides and synthetics. In order to verify therapeutic quality, an independent lab tests each of our essential oils and provides a Certificate of Analysis and chromatogram to ensure its purity.

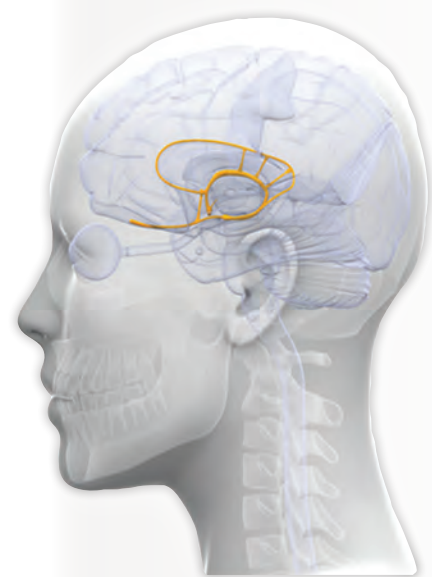
Aromatherapy vs. fragrance

Aromatherapy is the use and application of pure essential oils to promote physical, psychological, and emotional balance. Each essential oil has a unique effect such as soothing queasiness, rejuvenating, calming, etc.

Fragrances, which might smell good, are manufactured scents that can include synthetics, pesticides, or other harmful substances, and do not provide the same therapeutic benefits as aromatherapy.

|| Elequil aromatabs is the **best product for calming. I get so nervous going for a checkup to get my blood drawn** and then having to wait a couple hours for the results to see where my numbers are for my cancer - they will either be good or bad. **Elequil gets me through it.** ||

~ Johnny W, Patient Waukegan, IL



Current Situation in Healthcare

Using a Non-pharmacological Approach to Help Reduce Opioids Is Supported by National/Government Agencies

- **The Joint Commission** hospital accreditation manual requires providing at least one non-pharmacological pain treatment modality to help reduce the use of opioids.¹
- **Centers for Disease Control and Prevention's** CDC Guideline for Prescribing Opioids for Chronic Pain focuses on increased use of non-pharmacologic therapies.²
- **U.S. Department of Health and Human Services** mentions complementary and integrative approaches to pain management.³
- **National Institutes of Health (NIH)** provide grants for studies on non-pharmacological alternatives.⁴
- **Center for Medicare & Medicaid Services (CMS)** State Operations Manual mentions using aromatherapy as an intervention to increase quality of life for Behavioral Health associated with dementia (FTag 679/741).⁵ CMS continues to have quarterly national calls focused on dementia care and non-pharmacological approaches.⁶



Improving Patient Satisfaction Scores for Higher Reimbursement Payouts from CMS Is a Focus for Healthcare Facilities

- **HCAPS inpatient surveys** (Hospital Consumer Assessment of Healthcare Providers and Systems).
- **OAS CAHPS outpatient surveys** (Consumer Assessment of Healthcare Providers and Systems Outpatient and Ambulatory Surgery Survey).

How Aromatherapy Can Help

Elequil aromatabs® were specifically created for the clinical setting and most commonly used for relaxation, anxiousness, sleep, and queasiness.

Pain

When a patient is more relaxed, pain can also decrease. In the Lakhan study, there was a significant positive effect of aromatherapy in reducing pain.⁷

Anxiousness

Anxiousness can occur most anywhere within the hospital, from phlebotomy to ICU.

Clinical studies using Elequil show a statistically significant reduction of anxiousness:

- Morristown Medical Center for breast biopsies.⁸
- NewYork-Presbyterian Weill Cornell Medical Center for pre-operative anxiousness.⁹

Sleep

Studies have shown that lavender can help relax, which may improve quality of sleep.¹⁰ Many hospitals use Elequil to support their Quiet at Night Initiative or include on a sleep menu provided to the patient.

Queasiness

It is proven that peppermint can help with queasiness and is most commonly used in post-op.¹¹ When combined with orange, it also helps energize and uplift. When combined with lavender, can help relax and calm.



“ I was given an Elequil tab when **I experienced anxiousness, lightheadedness, and queasiness while having an IV inserted** for a hospital procedure. I don't have a history of difficulty with medical procedures, so I wasn't prepared for this kind of reaction, and I was so relieved when the nurse brought me an orange-peppermint Elequil aromatab to ease my discomfort. **Within minutes, I was no longer nauseated and felt deeply relaxed.**

What a wonderful product. ”

~ L. Hooper New York, NY

“ My teenage daughter was diagnosed with Hodgkins Lymphoma. **Her treatment includes massive doses of steroids which had been keeping her from sleeping.** A dear friend brought us the Elequil tabs and my daughter absolutely loves them. **She puts them on her pillow and it helps her sleep.** What a fantastic product! ”

~ Beth, West Hartford, CT

“ I am a patient at Fairview Ridges Hospital. **I was feeling queasy and unsteady in bed.** My nurse suggested the Orange/Peppermint aromatab. **Within 10 minutes I started to feel better.** I have used the Lavender/Sandalwood every night at bedtime and the orange in the afternoon each of the five days I've been here. **I believe they have contributed to my healing.** ”

~ Bob L, Burnsville, MN

Elder Care / Memory Care

Elequil® is used in the geriatric community for sleep, agitation, and anxiousness including sun-downing and wandering.

Perfect for:

- Skilled Nursing
 - Long Term Care
 - Memory Care
 - Rehabilitation
- Assisted / Independent Living
- Adult Day Care
- Home Care

A pilot study¹² using Elequil conducted by The Pines at Bristol (Bristol, CT) with their residents concluded the following key benefits achieved:

- 74.9% sleep improvement
- 50% medication reduction
- 91.6% fall reduction



Behavioral Health

- PTSD – orange essential oils can potentially reduce fear memory and be an alternative to help mental health disorders.¹³
- Stress Related Illnesses – aromatherapy can assist with relaxing or uplifting and can be useful to alter the mood without becoming addictive.¹⁴

Hospice

In a study on cancer hospice patients, using lavender helped patients with pain, anxiousness, and overall well-being.¹⁵

Caregivers / Staff / Family Members

Studies have shown that stressors as a caregiver can lead to psychological distress, impaired health habits, physiologic responses, psychiatric illness, physical illness, and even death.¹⁶

Hospital staff can endure long hours and stressful situations. According to the Vanderbilt Study that measured staff anxiety in the emergency department, staff anxiousness was reduced by 94% after using aromatherapy for 30 days.¹⁷

“ We have a hospice patient who was being extremely combative with the staff and we were unable to provide any care. We were unable to even place a blood pressure cuff on her wrist without her slapping at the staff or cursing at them. Now with the use of the aromatabs, we are able to provide the care she needs. She is calm and relaxed and she is getting the rest she needs. This has increased her quality of life during the last days of her life. ”
~ Susan Campbell, Compassus Hospice

“ My wife has been diagnosed with Alzheimer’s for about 10 years. She frequently showed excessive agitation and/or discomfort and was prone to walk excessively. I ordered the lavender aromatabs and there was a marked improvement in her agitation. She was taken off all her neurological medications and the nurses put an Elequil aromatab on her every day. Her agitation has subsided markedly and she appears content and very sociable with staff and other residents. ”
~ Don, Massachusetts

“ Elequil aromatabs help a lot with anxiousness, restlessness and relieved some confusion at our long term care facility. We started using them immediately on more residents. We are so happy and excited to have access to such a great natural product with no ill side effects. ”
~ Debra, Santa Maria, CA

Why choose Elequil® for the Clinical Setting

Aromatherapy as an alternative holistic intervention is not new, however, current methods including oils applied to cotton balls and diffusers can be hazardous, messy to use, and subject to inconsistencies. As a result, the desired impact can vary from day to day and patient to patient. Elequil is most often the preferred method in the clinical setting for the following reasons.

Elequil Uses 100% Pure Essential Oils

- ✓ Free of pesticides
- ✓ No synthetics
- ✓ Unadulterated
- ✓ Does not require a carrier oil
- ✓ Lasts 8 hours or more

Unique Controlled Delivery System

- **Consistent amount of oils** ~ perfect for clinical studies and use in system-wide initiatives.
- **Adheres to gown/clothing** for individual use ~ perfect for all patients, especially those incapable of holding a product or who have impaired motor skills.
- **Does not contain any metal/foil** ~ acceptable for use in OR, MRI, and anywhere else where metal/foil is contraindicated.
- **Minimum/Maximum tear** ~ allows customization of aroma based on need and preference.
- **Easy application method** and easy to dispose, eliminating extra work for staff.
- **Patient-friendly** ~ stays within the zone of the patient wherever they go, even as they are discharged from the hospital.

“ I had a breast biopsy yesterday. Three samples were taken, and **it was an intense experience**. I was the very first patient my clinic used these aromatherapy tabs on, and my team was very, very excited. I couldn't think of the words for how soothing this was, but I thought of it after. **It was grounding. In a hospital setting, it's easy to feel lost in an alien place, while feeling physically violated. A familiar smell really helped me subconsciously know that I was in a temporary place**, that the world outside was still there, and that hospital “This Is All There Is” trapped feeling wasn't even an issue. Overall, I am pleased with your product. ”
~ Emily, Bedford, NH



Elequil® Scents

To Promote Relaxation during Pain, Calm Anxiousness, and Soothe Queasiness

Lavender-Peppermint

Lavandula angustifolia-Mentha piperita

- A top note combination that lasts up to 8 hours



To Promote Relaxation, Comfort, and Sleep

Lavender-Sandalwood

Lavandula angustifolia-Santalum album

- A top note combined with a base note that lasts up to 24 hours



Lavender

Lavandula angustifolia

- A top note that lasts up to 8 hours



To Uplift, Energize, and Help Soothe Queasiness

Orange-Peppermint

Citrus sinensis-Mentha piperita

- A top note that lasts up to 8 hours



Having more than one aroma available and giving your patient a choice of aroma, makes them feel empowered in making decisions for their healthcare.



A note represents volatility rate at which the essential oil evaporates classified into top, middle, and/or base notes.

|| The aromatabs are a life saver. **I was trampled 5 years ago at a sporting event and have been unable to complete an MRI ever since** due to my anxiousness and fear of tight spaces. I was sitting in the room waiting, losing my mind because I forgot my Valium when I saw the sign about aromatabs. The tech gave me one and it made a world of difference and **I was finally able to complete my first MRI in 5 years.** Thanks. ||

~ Kisha, Greenbelt, MD

|| Last summer my husband had emergency surgery and had to stay in the hospital for several days. I stayed and never left his side. As anyone who has slept at a hospital knows it is a miserable and uncomfortable experience, especially considering **I am prone to anxiousness.** I found these little packets in the bag they leave the patient with bathroom essentials and figured I'd try them. The Lavender-Sandalwood was the scent that we had been given. It was a perfect blend and **really helped me relax. I stuck it on my upper chest so I could easily inhale it and the scent easily lasted 24 hours.**

I'm definitely ordering more!! ||

~ Debbie New York, NY

Elequil aromatabs® - Getting Started

We're Here To Help

Contact us! Beekley Medical® is available for training meetings or in-service visits to help you implement Elequil®.

Before using Elequil, it is recommended to watch the instructional video at www.beekley.com.

To get you started, we have tools available to set guidelines in place in your department, hospital, or to implement as a standard of care within your healthcare system.

Evaluation Tools

- Customizable Policies and Procedures Template
- Customizable Evaluation Assessment Tools & Tracking Sheet
- Patient and Staff Surveys

Support Tools

- 5-Minute Education Video to share with front line staff
- Patient Posters introducing Elequil
- Patient cards provide instruction on where to purchase Elequil
- www.elequil.com allows patients to purchase as a continuum of care

Science and Safety

- Certificate of Analysis that includes chromatogram
- Safety Data Sheets

Clinical Studies Using Elequil aromatabs Available upon Request

Our goal is to partner with you on your aromatherapy initiative. Anything we can do to help launch your program for better patient care, please ask us to assist!

Take Advantage of Beekley Medical's Inventory Management Tools

Our team can work with procurement to set up ordering information in your system. Prearranged shipping services, no backorders, same or next day shipping, no restocking fees, and open communication are all part of our commitment to you.

Your healthcare system may have Beekley Medical in your system as an approved vendor. We have over 30 years of experience selling into the hospital market and are a leading vendor within the radiology department.

Elequil aromatabs is available for purchase directly from Beekley Medical® or through Cardinal Health™, Owens & Minor®, Medline®, or McKesson®.



Instructions for Use

1. Determine the scent level of Elequil aromatabs® by selecting:

MAX SCENT for the full effect of the essential oil

or

MIN SCENT for a lighter effect of the essential oil



2. Using your thumb, press down and hold the self-adhesive aromatherapy tab in place on the paper backing. With your other hand, pull and tear the clear cellophane pouch **AWAY** FROM you at the preferred **NOTCH** to expose the scented tab.



3. Lift the self-adhesive aromatabs® off the paper backing.



4. Place a self-adhesive aromatabs on the upper chest or back of clothing or hospital gown during use.

- ¹ The Joint Commission Perspectives. "Joint Commission Enhances Pain Assessment and Management Requirements for Accredited Hospitals". July 2017, Volume 37, Number 7.
- ² Centers for Disease Control and Prevention. "CDC Guidelines for Prescribing Opioids for Chronic Pain – United States, 2016," March 15, 2016.
- ³ <https://www.hhs.gov/opioids/prevention/pain-management-options/index.html>
- ⁴ <https://grants.nih.gov/grants/oer.htm>
- ⁵ Center for Medicare & Medicaid Services. State Operations Manual Appendix PP – Guidance to Surveyors for Long Term Care Facilities. Rev. 11.22.17
- ⁶ U.S. Department of Health and Human Services FY 2019 Annual Performance Plan and Report. Page 57. https://www.hhs.gov/sites/default/files/fy2019-performance-plan_remediated.pdf.
- ⁷ Lakhan S, Sheaffer H, Tepper D. "The Effectiveness of Aromatherapy in Reducing Pain: A systematic Review and Meta-Analysis", Pain Research and Treatment 2016; :2016: 8158693.
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- ⁹ Wotman M, Levinger J, Leung L, Kallush A, Mauer E, Kacker A. "The Efficacy of Lavender Aromatherapy in Reducing Preoperative Anxiety in Ambulatory Surgery Patients Undergoing Procedures in General Otolaryngology", Laryngoscope Investigative Otolaryngology. 2017 Nov 8;2(6):437-441.
- ¹⁰ Karadag E, Samancioglu S, Ozden D, Bakir E. "Effects of Aromatherapy On Sleep Quality", Nurse Critical Care. 2017 Mar;22(2): 105-112.
- ¹¹ Lane B, Cannella K, Bowen C, Copelan D, Nteff G, Barnes K, Poudevigne M, Lawson J. "Examination of the Effectiveness of Peppermint Aromatherapy on Nausea in Women Post C-Section", Journal of Holistic Nursing. 2012 June;30(20):90-104.
- ¹² Shonyo M. "Skilled Nursing Facility Uses Aromatherapy to Improve Quality of Life" April 2018.
- ¹³ Moshfegh C, Sweircz A, Hopkins L, Hurr C, Young C, Marvar P. "Effects of Essential Oil on Fear Memory and the Immune Response: A Potential Alternative Therapy for Post Traumatic Stress Disorder (PTSD)." 1 Apr 2017. Abstract Number: 882.5
- ¹⁴ Dunham L, "Aromatherapy in the Mental Health Setting". Physiotherapy in Mental Health – A Practical Approach. pg. 255
- ¹⁵ Louis M, Kowalski SD. "Use of aromatherapy with hospice patients to decrease pain, anxiety, and depression and to promote an increased sense of well-being. The American Journal of Hospice and Palliative Care. 2002 Nov-Dec;19(6):381-6.
- ¹⁶ Schultz R, Sherwood P. "Physical and Mental Health Effects of Family Caregiving. American Journal of Nursing. 2008 Sep; 108(9 Suppl): 23-27.
- ¹⁷ McBride T, Sturges T. Vanderbilt Anxiety Staff in ED. Slide 7.

To learn more visit elequil.com or call 1.844.ELEQUIL



Lavender-Peppermint
Lavandula angustifolia-Mentha piperita
Lasts up to 8 hours

REF 373

QTY 50 / box



Lavender-Sandalwood
Lavandula angustifolia-Santalum album
Lasts up to 24 hours

REF 370

QTY 50 / box



Lavender
Lavandula angustifolia
Lasts up to 8 hours

REF 372

QTY 50 / box



Orange-Peppermint
Citrus sinensis-Mentha piperita
Lasts up to 8 hours

REF 371

QTY 50 / box

Did you know you may already have an account with us? Email orders@beekley.com to find out!

Elequil.com is our consumer website that allows patients to leave your healthcare facility and continue use by ordering Elequil aromatabs direct.

Available for purchase directly from Beekley Medical® or through Cardinal Health™, Owens & Minor®, Medline®, or McKesson®.

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Warnings and Precautions

- External use only; do not ingest or swallow
- Do not use if sensitive or allergic to plants as essential oils are natural aromas derived from plants
- The use of peppermint essential oil is not recommended for children under 3-years-old
- The use of peppermint essential oil is contraindicated for patients with cardiac fibrillation or G6PD Deficiency
- Intended for placement on clothing
- To prevent possible skin irritation: do not place directly on skin
- Do not reuse
- Discard after use
- Not made with natural rubber latex
- Non-sterile

Beekley Medical®
when your diagnosis must be right™



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