

Mr. J. Smith ✓
Mr. Haff ✓
dups. file.

MEMORANDUM

April 16, 1962

TO: Superintendents at:

ATTENTION: Business Managers
Rehabilitation Therapies Supervisors

Anoka State Hospital
Fergus Falls State Hospital
Hastings State Hospital
Moose Lake State Hospital
Rochester State Hospital
St. Peter State Hospital

Willmar State Hospital
Brainerd State School & Hospital
Cambridge State School & Hospital
Faribault State School & Hospital
Glen Lake Nursing Home
Children's Treatment Center

FROM: Ardo M. Wrobel, Consultant
Rehabilitation Therapies

SUBJECT: Selling of Occupational Therapy Projects

The matter of selling project articles through occupational therapy programs seems to have a bearing on the basic objectives of Occupational Therapy.

The practice of selling, and therefore the orientation toward preparing articles of saleable quality, is a traditional practice that has continued since pre-OT days. It still continues in some of the institutions' programs today even though the professional Occupational Therapists recognize the natural limitations it places on the practice of OT. Several institutions have liquidated their diversified labor account and do not sell OT projects.

The practice of selling projects seems to have a relationship to institutional budget limitation. In effect, the OT personnel often feel that they need to produce profits to insure continued operation of the program. On the other hand, this may not be entirely true. Perhaps the institution's budget could stand to sustain in quality the occupational therapy program if the Occupational Therapist took the initiative to reduce focus on the selling aspects and increase program emphasis on basic principles of occupational therapy.

The objective of program improvement should not focus on complete abandonment of selling articles - but rather focus on such program improvements that would increase the therapeutic value to the patients and in addition, to emphasize planned improvement in the patients mental and physical condition, with conscientious effort to realize a flow of patients in and out of the program.

If the development of the occupational therapy program seems to reduce "quantity and quality" of the articles for sale, it is hoped that the institution's budget could absorb the increase in operating costs of the program, and thereby liquidate the Diversified Labor account.

Perhaps refinements of the OT programs will produce a greater distinction between occupational therapy and the handicrafts programs. The handicrafts, or arts and crafts, programs fill a very real program need for satisfying, creative and social outlets. In addition, they may serve a useful purpose in providing club and craft programs for the working patients. Occupational Therapy, on the other hand, should be concerned with intensive program emphasis on the patients prescribed to the program for specific

psychiatric objectives. It is hoped that the handicraft programs would reduce focus on saleable projects and integrate closer to the principles of occupational therapy.

The OT's staff time involved in the clerical duties of marking, pricing, and in some cases actual selling, is not in the best interests of the program. It may be administratively feasible to hold periodic public auctions until such items would be reduced by planned attrition. Priority for disposition should be (if in fact they are useable):

1. For patients' personal use
2. For institutional use to improve the environment, the patients' living quarters and general welfare of the patients
3. For sale

The purpose of this memorandum is to set forth the overall problem as I see it and rely on the interest and ability of the institution's staff to resolve it in the best interests of the treatment program..

I would be most interested in discussing this further.

AM:/rmk

cc: Dr. Vail
Dr. Bartman
Mr. Hursh
Mr. Chapado
Mr. Wangenstein