

Autumn 2020 **Issue 25**

CLINICAL ESSENTIALS

Innovative medical technology – practically applied

IN THIS ISSUE

- QA3 Emergency Trolley for Formula 1 Medical Centre
- Engineers of today and of the future
- HIP FIX™ for accurate alignment and optimum surgical outcomes





As I write this, we are still living in very uncertain times.

While we know that the NHS is at the front line in the pandemic, we are also aware that surgical need continues in our hospitals and we want our customers to know we are here to support them in any way we can.

Obviously, having our manufacturing plant here in the UK helps to ensure we provide consistency of supply – and we are continuing to work flat out to build the equipment you need, read more on page 5.

We are also continuing to develop or seek out new products designed to help practitioners and improve surgical outcomes. On the page opposite you can see our new, improved reusable tourniquet cuffs, while on pages 8 and 9, you can read about a new finned lithotomy stirrup and the specialist Opitek HIP FIX™ for hip replacement positioning.

And of course, we are also providing ongoing servicing support for our whole equipment range through our AnetiCare programmes. Our team of field engineers has been working on site in hospitals up and down the country, carrying out repairs and scheduled servicing to keep everything working efficiently.

Thank you to all of our customers for your continued support: as usual, we have put together a range of special offers for you throughout our magazine.

5%
DISCOUNT

10%
DISCOUNT

5%
CARRIAGE PAID

WHEN YOU ADD:
'Clinical Essentials Issue 25 Promotion' to your order for any item marked with one of these symbols (left).

These promotional offers cannot be used in conjunction with any other discount structures. Promotions end 31st January 2021.

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AT4
Electronic
Tourniquet

AT4 Tourniquet System

Full Tourniquet range now available on **NHS** Supply Chain Framework



Ideal for orthopaedic surgery and pain management

Our British-designed and manufactured AT4 Tourniquet System is easy to use and ideal for single or bi-lateral orthopaedic surgery and pain management.

It is a truly independent device, operating from its own integral air supply, so there's no need for air supply hoses, medical air cylinders or power leads. Engineered to use minimum power, the 25 hour battery can be in use all day without the need to recharge until the end of the list. The battery is more than back-up: it provides independence and reliability.

We are also a major supplier of tourniquet cuffs with reusable, limited life and single-use options available, along with other accessories such as cuff covers, exsanguinators and a specially developed digit tourniquet called the 'Toe-niquet™'.

OLED (Organic Light Emitting Diode) technology for a brighter display

Self-calibrating and self-compensating diagnostics

Special IVRA feature – it's simply impossible to deflate cuffs in the wrong order

Description	Code	£ Price
AT4 Electronic Tourniquet System	40080-S	3,350.00

NOW WITH EXTENDED WARRANTY

Tourniquet Cuffs to suit your needs

It's now 12 months since the NHS Supply Chain issued its pledge to reduce single-use plastics.

The initial focus has been in the catering and office areas, because while everyone recognises the need to improve sustainability, plastic has proved incredibly effective as a material for clinical products and equipment and for packaging to ensure sterility.

At Anetic Aid, we do our best to reduce our own use of plastic where we can – in our tourniquet cuff range, for example. Where sterility is essential, perhaps where the incision site is very close to the cuff, or when an already infected limb is involved, we offer Single-use Tourniquet Cuffs.

But for the rest of the time we offer Six-use Cuffs (a cost-effective way of reducing the risk of cross-infection) and also our newly launched Reusable Cuffs which, when kept clean and well maintained, can have a working life of up to 12 months.

Six-use Day Tourniquet Cuffs

Description (Boxes of 10)	Code	£ Price
Six-use Day Tourniquet Cuff – Paediatric	40285-S	190.00
Six-use Day Tourniquet Cuff – Adult Arm Narrow	40288-S	190.00
Six-use Day Tourniquet Cuff – Adult Arm	40290-S	190.00
Six-use Day Tourniquet Cuff – Small Leg Narrow	40292-S	190.00
Six-use Day Tourniquet Cuff – Small Leg	40293-S	190.00
Six-use Day Tourniquet Cuff – Adult Leg	40295-S	190.00
Six-use Day Tourniquet Cuff – XL Adult Leg	40296-S	190.00
Six-use Day Tourniquet Cuff – Conical Adult Leg	40297-S	235.00
Six-use Day Tourniquet Cuff – XL Conical Adult Leg	40298-S	235.00

NEW improved Reusable Cuff range

more cost effective – better quality and full range of colour-coded sizes including IVRA / Bier's block

Description	Code	£ Price
Reusable Tourniquet Cuff – Paediatric	40200-S	63.50
Reusable Tourniquet Cuff – Arm	40220-S	78.00
Reusable Tourniquet Cuff – Arm – Narrow	40225-S	78.00
Reusable Tourniquet Cuff – Large Arm / Small Leg	40240-S	83.00
Reusable Tourniquet Cuff – Large Arm / Small Leg – Narrow	40245-S	83.00
Reusable Tourniquet Cuff – Leg	40260-S	96.00
Reusable Tourniquet Cuff – Leg – Conical	40268-S	96.00
Reusable Tourniquet Cuff – Large Leg	40270-S	98.50
Reusable Tourniquet Cuff – Large Leg – Conical	40278-S	114.00
Reusable Tourniquet Cuff – IVRA / Bier's Block – Paediatric	40210-S	95.00
Reusable Tourniquet Cuff – IVRA / Bier's Block – Arm	40230-S	119.00
Reusable Tourniquet Cuff – IVRA / Bier's Block – Large Arm / Small Leg	40250-S	133.00

Single-use, Sterile Tourniquet Cuffs

providing sterility when the risk of infection is key

Description (Boxes of 10)	Code	£ Price
Single-use Tourniquet Cuff, Sterile – Paediatric	40800-S	80.00
Single-use Tourniquet Cuff, Sterile – Adult Arm	40820-S	85.00
Single-use Tourniquet Cuff, Sterile – Small Leg	40840-S	100.00
Single-use Tourniquet Cuff, Sterile – Adult Leg	40860-S	115.00
Single-use Tourniquet Cuff, Sterile – Conical Adult Leg	40868-S	130.00
Single-use Tourniquet Cuff, Sterile – XL Adult Leg	40870-S	120.00
Single-use Tourniquet Cuff, Sterile – XL Conical Adult Leg	40878-S	130.00

To find out more, call 01943 878647 – or call your Regional Account Manager to discuss the best option for you.



reducing cost and environmental impact by up to 80% against single-use devices

Tourniquet Cuff Covers

Buy any of our Reusable or Six-use Day Tourniquet Cuffs and receive a **sample pack of Padded Cuff Covers ABSOLUTELY FREE**

Description	Code	£ Price
Tourniquet Cuff Covers – Padded, Small (Box of 30)	40305-S	60.00
Tourniquet Cuff Covers – Padded, Large (Box of 30)	40315-S	65.00

Toe-niquets™

Description	Code	£ Price
Toe-niquet™ Digit Tourniquet Small & Medium Single-use (Pack of 10)	40660-S	25.00
Toe-niquet™ Digit Tourniquet Large & X Large Single-use (Pack of 10)	40670-S	25.00

Top quality engineering at the highest level – QA3 Emergency Trolley for F1 medical centre

**GRAND
PRIX
ITALY
2020**

30 OCT - 01 NOV

The Emilia Romagna Grand Prix in Imola, Italy, was an action-packed two day event that thrilled Formula 1 race fans around the world, culminating with another amazing win for Lewis Hamilton.

It was particularly special for the Anetic Aid team and their Italian Distributor Sago, as they'd been asked to supply two QA3 Emergency Trolleys for the site's medical centre.

Fortunately they were not needed as the action was all on the track – Hamilton's skill and determination enabling him to beat his Mercedes team mate Valtteri Bottas who had started the race in pole position.



As well as race tracks, specially designed versions of the QA3 are available for all Accident & Emergency Departments! They are equipped with X-ray translucent platforms and medirails – with additional features such as monitor shelves and Venturi suction systems.

Models including inbuilt **DRIVE** and powered features are also part of the range.

2 fixed transfusion poles – fitted as standard to emergency trolley

X-ray translucent platform – full length radio translucent platform suitable for digital or traditional plates



Quick reference guide to your QA3 Emergency Trolley:

QA3 Emergency Trolley	QA3 DRIVE Emergency Trolley	QA3 Powered Emergency Trolley	QA3 DRIVE Powered Emergency Trolley
STANDARD FEATURES	STANDARD FEATURES plus IN-BUILT MOTORISED DRIVE	STANDARD FEATURES plus POWERED FUNCTIONS	STANDARD FEATURES plus IN-BUILT MOTORISED DRIVE and POWERED FUNCTIONS
Price: £3,450.00 Code: 21120-S	Price: £5,800.00 Code: 21122-S	Price: £6,100.00 Code: 21126-S	Price: £6,800.00 Code: 21124-S

QA3 Patient Trolley:

now with options for inbuilt drive and powered functions

Our QA3 Patient Trolley can be found in more than 90% of NHS Hospitals in the UK and increasingly, across the world. It is unrivalled in its compact, light weight and highly manoeuvrable design.

The latest evolution of this flagship product has model options offering significant new benefits:



Inbuilt motorised drive

Electrically powered positioning

Knee**Flex** facility

And of course these new QA3 models still have the features which have made it the trolley of choice for so many practitioners:

- Side Rails which fold away under the footprint of the mattress, leaving virtually no transfer gap
- Exceptionally low height range
- K8 Pressure care mattress
- Quick release fixed transfusion pole
- Smooth moulded surfaces to aid infection control

Quick reference guide to your QA3 Patient Trolley:

QA3 Patient Trolley	QA3 DRIVE Patient Trolley	QA3 Powered Patient Trolley	QA3 DRIVE Powered Patient Trolley
STANDARD FEATURES	STANDARD FEATURES plus IN-BUILT MOTORISED DRIVE	STANDARD FEATURES plus POWERED FUNCTIONS	STANDARD FEATURES plus IN-BUILT MOTORISED DRIVE and POWERED FUNCTIONS
Price: £3,150.00 Code: 21110-S	Price: £5,500.00 Code: 21112-S	Price: £5,800.00 Code: 21116-S	Price: £6,800.00 Code: 21114-S

British engineering excellence today – and for tomorrow...

With the devastating effect of Covid-19 on many areas of the economy, our manufacturing base on the south coast can offer a small good news story...

It's no surprise that our products – particularly trolleys – have been in high demand over the past six months and we have worked hard to fulfil our increased level of orders despite some issues with supply chain, particularly earlier in the pandemic, and staff shortages on occasions when people had to self-isolate. It became a family affair when extra hands were needed during the summer, as CEO Guy Schofield's children stepped up to work in the factory, 20-year-old Tom in assembly and 18-year-old May in fabrication.

Explained Shop Floor Manager Paul Reid: 'Offering skills training for the engineers of tomorrow has long been part of the philosophy at Anetic Aid. We have regularly taken on school leavers, providing in-house training in a variety of manufacturing skills, enabling them to learn their trade by working alongside members of the company's highly experienced engineering team.'

The company now has a formal Apprentice Scheme – on the left of our picture is Boyd Liles who joined us in 2019 for a course (a mixture of on the job training at the factory and one day a week at college) leading to a General Welding Level 2 NVQ this summer. Following in his footsteps is Alfie Smith, (pictured right), who started work with us in August this year and who is due to qualify in 2021.

In recent weeks, we have also been able to offer permanent posts to two Assembly Fitters and a Welder Fabricator, plus work for a number of temporary staff – including some people who had unfortunately lost their jobs in Coronavirus affected businesses.



Reduced moving and handling for day surgery and mainstream theatres



TRANSPORT ||||| TREATMENT ||||| RECOVERY

The benefits of a trolley that can be both patient transport and operating table is being increasingly recognised for both day surgery and mainstream theatre.

Manual handling – and all its inherent risk to patients and practitioners – is massively reduced when a patient can get onto a trolley themselves, ready to be wheeled through the anaesthetic room, to the operating theatre and then on to recovery.

The QA4 can be used for a wide range of surgical specialisms from ophthalmology and ENT to orthopaedics, gynae, urology, vascular and general surgery. Available in powered and manual versions, the trolley has build options including different head sections for even greater surgical versatility.



Infection Control

The QA4 trolley structure combines many anti-microbial materials and easy-to-clean surfaces

Quick reference guide to your QA4 Surgery Trolley:

QA4
Powered Surgery Trolley

STANDARD FEATURES plus **POWERED FUNCTIONS**

Price: £8,350.00	Code: 21300-S
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QA4
Surgery Trolley

STANDARD FEATURES plus **MANUAL FUNCTIONS**

Price: £4,750.00	Code: 21310-S
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Lateral tilt is ideal for laparoscopic procedures such as cholecystectomy (gall bladder removal)

Powered Positioning
The Powered version of the QA4 offers not only lateral tilt, but four other remotely-activated powered functions – raise and lower, back rest, traversing top, and Trendelenburg.

New dual-articulating head section

Ophthalmics are also frequently day surgery procedures and our new ergonomically designed articulating head section accessory provides improved surgical access, positioning and stability.



Description	Code	£ Price
QA4™ Headrest – Dual-articulating Head Positioner – with Shaped Cushion and Neck Plate Pad	21325-S	600.00

Addition to Lift-Assist™
Lithotomy Stirrup range

Our boot type Lift-Assist™ Lithotomy Stirrups provide visibility and access while protecting the patient from potential nerve damage, and from over extension of abductor muscles.

The unique design of the Finned Elite model Lift-Assist™ Stirrup, with its 'fin'-shaped support at the knee and squeeze grip handle, offers even greater control when manoeuvring patients of up to 227kg.

The new model sits between the Standard stirrups, which have a weight capacity of 159kg and the Heavy Duty stirrups which can take patient weights of up to 327kg.

Standard
Lift-Assist™
Lithotomy Stirrups

for patient weights up to
159 kg


10755

NEW
Finned Elite
Lift-Assist™
Lithotomy Stirrups

for patient weights up to
227 kg


10757

Heavy Duty
Lift-Assist™
Lithotomy Stirrups

for patient weights up to
327 kg


10758

Boot Pad Range

Description	Code	£ Price
Lift-Assist™ Lithotomy Stirrups – Standard – includes Boot-pads – Max Patient Weight @159kg*	10755-S	3,790.00
Lift-Assist™ Lithotomy Stirrups - Finned Elite – includes Boot-pads – Max Patient Weight @227kg*	10757-S	4,995.00
Lift-Assist™ Lithotomy Stirrups – Heavy Duty – includes Boot-pads and Clamps – Max Patient Weight @327kg*	10758-S	6,515.00
Boot Pads for Standard and Elite Stirrups (pair)	691200-S	325.00
Boot Pads for PAL® / PAL Pro® Stirrups (pair)	691210-S	325.00
Boot Pads for Yellofins® Stirrups (pair)	691215-S	325.00

*NOTE: requires two 10761 clamps per pair of stirrups



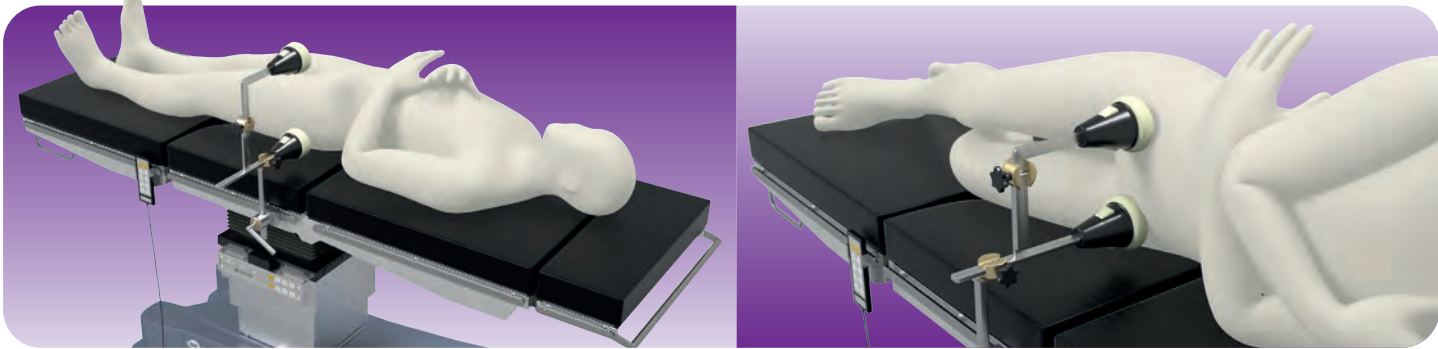
Accessory Clamps supplied separately unless otherwise stated

Positioning for total hip replacement: accurate alignment for optimum surgical outcomes

Total hip replacement is an exacting surgical technique and advances in technology, new materials and biomechanics have made it increasingly important for the orthopaedic surgeon to be able to accurately orientate the implant components.

The HIP FIX™ positioning system from Danish expert Opitek facilitates this accurate alignment, which in turn offers the best possible surgical outcomes.

Its three-point fixation is unique for the lateral position, securing both sides of the iliac crest plus the sacrum, giving the surgeon maximum access while maintaining total stability. Although the position is rigidly maintained, there is no external pressure on the abdomen, ensuring greater patient comfort.



Single-use pads

The stabilising arms of the HIP FIX™ are fitted with single-use pads for each new procedure, reducing the risk of cross-contamination – vital for such an invasive surgical procedure.

- Single use only
- Latex-free and anti-allergenic
- Simple, hygienic and safe



opitek: the HIP FIX™

- Accurate patient and implant orientation
- Maximum rigidity and stability
- Abdomen free from external pressure

Description	Code	£ Price
Hip Fix™ (2015-2000) 3-point Fixation System - includes sacrum positioner & vertically mounted iliac crest positioner. Single-use pad set & clamps (two required per system) sold separately	10470-S	2,765.00
Hip Fix™ Rotary Clamp (10-305-P) - Hook-on for UK Side Bar with Flat Pushing Plunge	10470-C1-S	230.00
Hip Fix™ Rotary Clamp (10-305-P) - Hook-on for EU Side Bar with Flat Pushing Plunge	10470-C2-S	230.00
Hip Fix™ Single-use Pad Set - includes one sacrum & two iliac crest positioner pads (Pack of 25)	10470-P1-S	500.00

Reison Rotating Armboard

This is a tried and tested armboard which is easily manoeuvred into the desired position without stress to either the shoulder or elbow joint.

- Excellent surgical access
- Accurate positioning and patient comfort
- Highly secure one-handed ball joint release mechanism

Description	Code	£ Price
Armboard – Rotatable (10-387) – with Rotating Clamp for UK Side Bar*	10400-UK-S	678.00
Armboard – Rotatable (10-387) – with Rotating Clamp for EU Side Bar*	10400-EU-S	678.00
Armboard Cushion / Pad (10-382-H) – Medisoft (Viscoelastic) – Tapered Bottom with Guttered Top Surface – 40mm Deep	10415-B1-S	142.50



*Cushion / Pad sold separately

Stainless Steel Furniture



Highly polished stainless steel for infection control

The battle to combat the spread of Covid-19 means the emphasis on deep cleaning theatre furniture has never been greater.

Our range facilitates this: we use only British Standard recommended gauges of 304 stainless steel and mechanically polish and electropolish surfaces, removing the crests and valleys invisible to the naked eye and – making it less likely that any matter such as dirt or bacteria will adhere to the surface of the steel.

We also offer FREE pre-CQC audits of our products: We'll come along and check for chips or rust – anything which could raise a red flag in terms of cleanliness or state of repair. We can offer replacement parts such as castors – ours are plastic bodied, so don't corrode the way some metal ones do, particularly when they get repeatedly splashed with liquids such as saline solutions.

Surgeon's Seating

Surgeon's stools are foot-operated, allowing adjustment without compromising the sterile field.

Description	Code	£ Price
Surgeon's Stool – Castors – includes Seat Cushion	25300-S	252.00
Surgeon's Stool – Stump Feet – includes Seat Cushion	25310-S	252.00
Surgeon's Stool – Backrest – includes Pad	25320-S	95.00
Surgeon's Stool – Armrests – includes Pads	25330-S	137.00
Surgeon's Stool – Cushion – Ø380mm	25340-S	22.00
Stool Cushion – Ø330mm	10130-S	20.00

Transfusion / Infusion Stands

Transfusion Stands range from a heavy cast iron based version to an economy version for ward use.

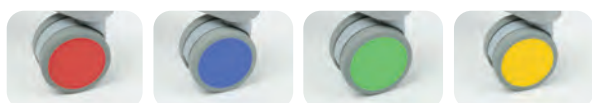
Description	Code	£ Price
Transfusion / Infusion Stand – Mobile – 5-Star Base – 4 Hook	25420-S	130.00
Transfusion / Infusion Stand – Mobile – Weighted – 5-Star Base – 4 Hook	25430-S	238.00
Transfusion / Infusion Stand – Mobile – 5 Star Base – 4 Hook (Ward Environment)	25440-S	100.00

Instrument Trolleys

All Instrument Trolley shelves are 2.0mm thick with a 240 silicon grain ultra smooth satin finish.

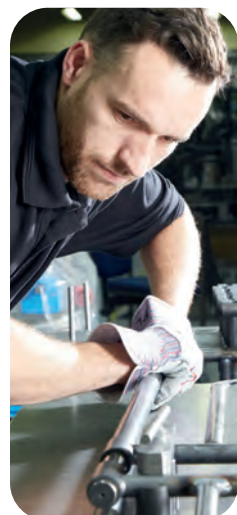
Description	Code	£ Price
Instrument Trolley W450 x D450 x H850mm c/w Fixed DT Shelves	25000-S	209.00
Instrument Trolley W600 x D450 x H850mm c/w Fixed DT Shelves	25010-S	245.00
Instrument Trolley W750 x D450 x H850mm c/w Fixed DT Shelves	25020-S	278.00
Instrument Trolley W900 x D450 x H850mm c/w Fixed DT Shelves	25030-S	304.00
Instrument Trolley W1200 x D450 x H850mm c/w Fixed DT Shelves	25040-S	409.00
Downturned (DT)		

Coloured Castors



Does your equipment migrate to other departments?

Identify where individual pieces of equipment belong with coloured castors* – price available on request. *Factory fitted option – specify when ordering



Operating Table Accessories



Pressure care patient mattress range

Pressure care and infection control are top priorities in patient mattresses – and Anetic Aid's independently tested K8 range addresses both of these vital factors.

Mattresses are available for ANY operating table or trolley model, not just our own QA3 and QA4 trolleys. Call 01943 878647 to find out more – quotations available on request.



Coming soon: new dedicated pressure care brochure

As well as our own mattresses and positioners, Anetic Aid is the exclusive UK Distributor for Trulife pressure care products including the Oasis+, Oasis Elite, Oasis and Azure ranges.

Heel Pads

The anatomy of the heel – its combination of nerves and lack of soft tissue over the bone – make it one of the most vulnerable parts of the body during surgery, particularly when the patient is in a prone position.

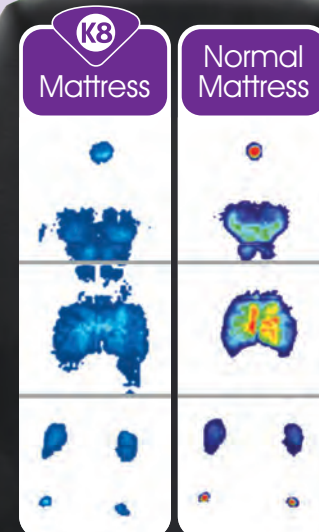
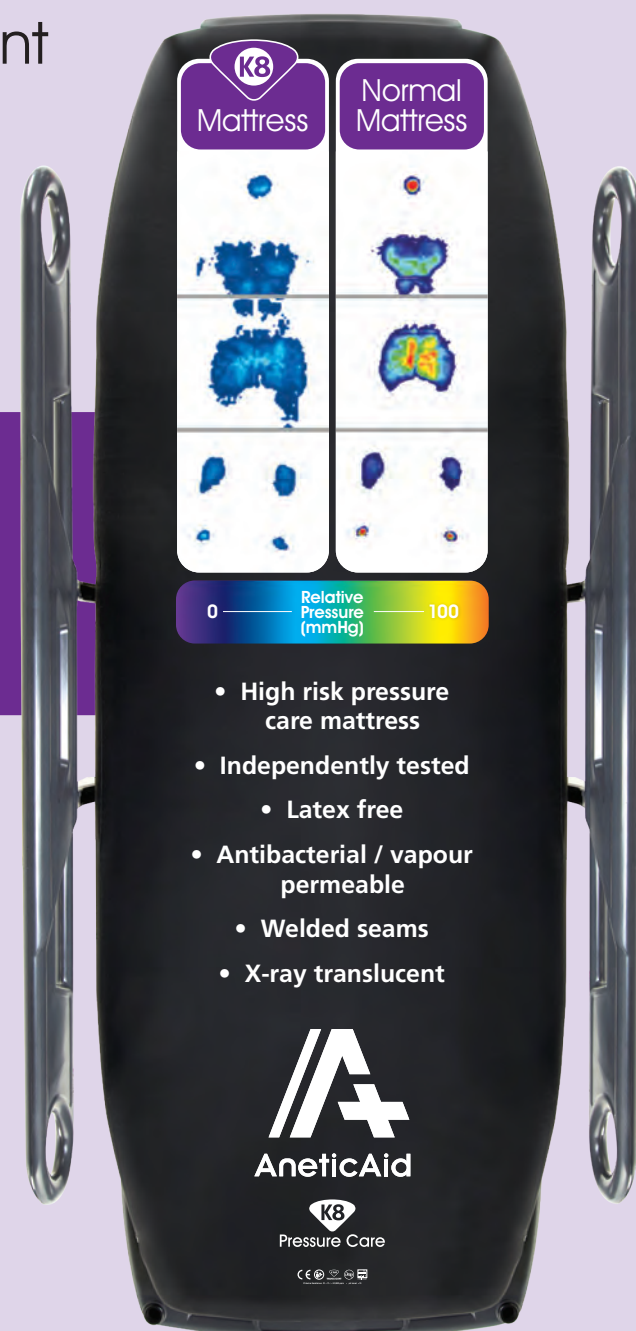


Description	Code	£ Price
Oasis Elite Heel Pad (EL130) – Adolescent / Adult (Pair) – 180 x 100 x 70mm	10875-S	114.00

Head Rings



Description	Code	£ Price
Oasis Elite Closed Head Ring (EL012) – Adult – Ø200 x 50mm	10862-S	69.00
Oasis Elite Open Head Ring (EL021) – Infant / Adolescent – Ø140 x 34mm	10863-S	37.00
Oasis Elite Open Head Ring (EL022) – Adult – Ø200 x 50mm	10864-S	59.00

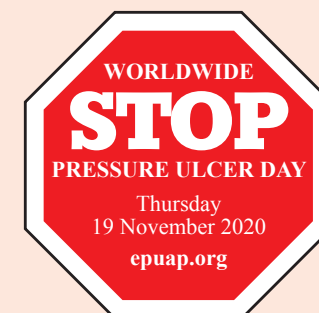


0 Relative Pressure (mmHg) 100

- High risk pressure care mattress
- Independently tested
 - Latex free
- Antibacterial / vapour permeable
 - Welded seams
 - X-ray translucent



STOP Pressure Ulcer Day is a global annual event in which industry, healthcare professionals, the public and media come together to help raise awareness of pressure ulcers – something many people are affected by every year.



AnetiCare

for peace of mind...

Using safe working protocols for servicing trolleys and other equipment during the pandemic has been a key priority for our Field Engineers.

Wearing masks and being vigilant about hand and toolkit hygiene has become second nature for the team, each of whom has a dedicated geographic area and works on-site, enabling them to gain in-depth knowledge and understanding of the individual hospitals and clinics on their 'patch'.

At Anetic Aid we offer a unique 'Lifetime Warranty Scheme', as well as a choice of two AnetiCare Service and Maintenance packages – call **01943 878647** to find out more.

...and thanks to Len Pickavance, Chris Green and Mathew Leggatt for sharing their photographs from recent weeks.



Welcome aboard!



New to the Anetic Aid team is Siobhan Thomas who joins us as Digital Marketing Executive.

Bringing a wealth of experience in technology and engineering – including time with German motor giant Audi – she says: 'I'm particularly excited by the fact that Anetic Aid is an innovation-led company with its design and manufacturing based here in the UK.'

'Everyone has been really welcoming and I'm looking forward to promoting such great products.'

INTERNATIONAL

In the German press

Our Distributor in Germany, Nordiska, has recently launched a promotion for the AT4 tourniquet machine.

One element is an advertisement in a magazine produced by the country's professional association for Surgeons and for Ambulatory Surgery, which is mailed directly to their 7000+ membership.



Calendar and holiday planner now available

Our popular calendar and holiday planner for 2021 is out now – if you'd like one, just let your Regional Account Manager know or call the office on 01943 878647



DESIGN & INNOVATION



MADE IN THE UK



GLOBAL DISTRIBUTION



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