# CLINICAL ESSENTIALS

Innovative technology - practically applied

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- Increased day case throughput
- AnetiCare: product knowledge, customer care
- National ODP Day



# **ESSENTIALS**

**Andrew Curtin** Sales Director



### **Products, production** and professional excellence

We often talk about how proud we are that our products are designed and built here in Britain, and in this edition of our magazine we're taking you behind the scenes at our manufacturing facility on the South Coast to see the QA3 Patient Trolley production line.

There's also a great success story about the Caerphilly hospital that has significantly increased patient throughput by introducing day surgery trolleys - see page 9.

Meanwhile, May 14 was declared National ODP Day – a chance to bring the profession out from behind 'closed theatre doors' and promote it to fellow health professionals and the public alike – see page 5.

This is also our first edition of the new financial year, and I'm pleased to say there are no price increases on either our main trolley or tourniquet systems – contact us for the full new price list or see our website.

Thank you to all of our customers for your continued support – as usual, we have put together a range of special offers on selected products.



#### WHEN YOU ADD: 'Clinical Essentials

Issue 21 Promotion'



to your order for any item marked with one of these symbols (left). 10% DISCOUN



These promotional offers cannot be used other discount structures Promotions end

#### Anetic Aid Ltd.

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For further information contact:

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sales@aneticaid.com aneticaid.com







# Ideal for orthopaedic surgery and pain management

- 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
- Superbly manoeuvrable and stable with an integral stand and built-in storage

Description	Code	£ Price
AT4 Electronic Tourniquet Machine – with stand	40080	2.995.00

# Toe-niquets<sup>™</sup>

Simple, easy-to-apply digit tourniquets available in four, highly visible, colour coded sizes.





Description	Code	₹ Price
Toe-niquet™ Digital Tourniquet – Single-use, Small/Medium	40660	25.00
Toe-niquet™ Digital Tourniquet – Single-use, Large/XL	40670	25.00
·		

## Rhys Davies Exsanguinator

An ideal solution for pre	-op exsangı	uination.	
Description	Code	£ Price	0
Rhys Davies Exsanguinator	40400	215.00	C



# **AT4 Tourniquet System**

# Showcasing AT4 and QA4 at US conference for orthopaedic surgeons

We joined our US Distributor DRE Avante Medical Services in New Orleans for the annual meeting of the American Academy of Orthopaedic Surgeons (AAOS) this Spring.

Said International Sales Manager Mike Pritchett: 'It was the first time we had exhibited at this prestigious conference. The AT4, in particular, attracted a lot of interest: surgeons liked the fact that it is a stand-alone unit with simple, clear functions and were impressed that it can be used for 18 hours on a single charge – ideal for long orthopaedic lists. The QA4 and the whole concept of Day Surgery is another area lots of people wanted to talk to us about.



# **Tourniquet Cuffs** to suit your needs

Patients come in all shapes and sizes and in some cases conical cuffs conform more closely to the contours of the limb, giving a better tourniquet block.

#### Single-use, Sterile Tourniquet Cuffs

Code	£ Price
40800	80.00
40820	85.00
40840	100.00
40860	115.00
40868	125.00
40870	120.00
40878	130.00
	40800 40820 40840 40860 40868 40870



Single-use, Sterile Tourniquet Cuffs are the latest addition to our range, providing sterility when the risk of infection is key.

Six-use Day Tourniquet Cuffs are a cost-effective alternative to re-usable cuffs, offering reduced risk of cross infection



# Six-use Day Tourniquet Cuffs

100.00
190.00
190.00
190.00
190.00
190.00
190.00
190.00
235.00
235.00

#### Premier Tourniquet Cuffs

Description	Code	£ Price	
Premier Tourniquet Cuff – Paediatric	40200	62.00	
Premier Tourniquet Cuff – Adult Arm	40220	75.00	
Premier Tourniquet Cuff – Adult Arm Double	40230	119.00	
Premier Tourniquet Cuff – Small Leg	40240	83.00	
Premier Tourniquet Cuff – Large Adult Arm Double	40250	133.00	
Premier Tourniquet Cuff – Adult Leg	40260	93.00	
Premier Tourniquet Cuff – XL Adult Leg	40270	98.00	
Premier Tourniquet Cuff – XL Adult Conical Leg	40278	114.00	



# **Operation Table Accessories**

# **K8** Pressure Care Mattresses

Our mattresses are available for all makes of operating table and can be custom-made to specific requirements.

- Antibacterial/vapour permeable with welded seams
- X-ray translucent and latex free
- Independently tested

And these are just some of the pressure care items we offer, as we are also the UK's exclusive distributor of Trulife gel positioning products.

These are complemented by our many operating table accessories – including the highly popular Lift-Assist™ Lithotomy Stirrups.

A selection is shown here, or see the full range on our website.



Description	Code	£ Price
MR Type Table K8 Pressure Care Mattress	10010	375.00
Maquet Alpha/Beta Type Table K8 Pressure Care Mattress	10079	425.00
T20 Type Table K8 Pressure Care Mattress – locating sockets	10080	425.00
T20 Type Table K8 Pressure Care Mattress – touch fastenings	10081	425.00





# Coming out from behind closed theatre doors...



weights up to

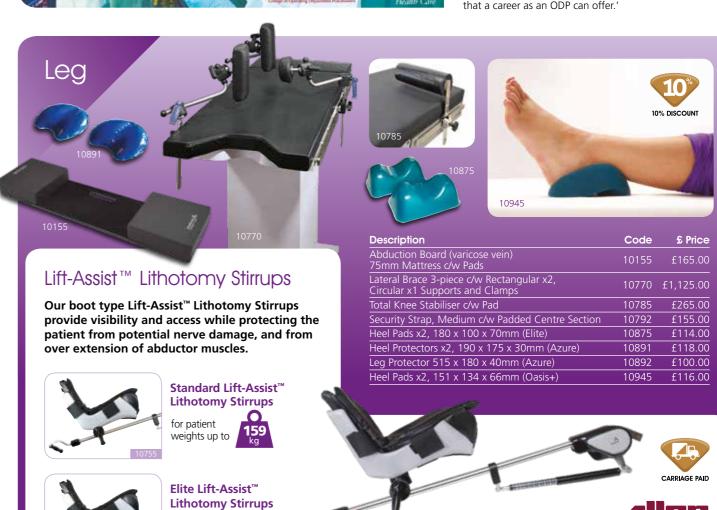
May 14th was National ODP Day - a celebration and promotion of the profession which is set to become an annual event.

The idea was to 'come out from behind closed theatre doors' and promote the work of ODPs, both to their other healthcare colleagues and to the wider public.

The event is the brainchild of the College of Operating Department Practitioners (CODP) and UNISON.

Explained College President Hannah Abbott: 'ODPs have actually been working in theatre alongside surgeons, anaesthetists and nursing staff under various titles for many years - but as a profession, it is still relatively unknown.

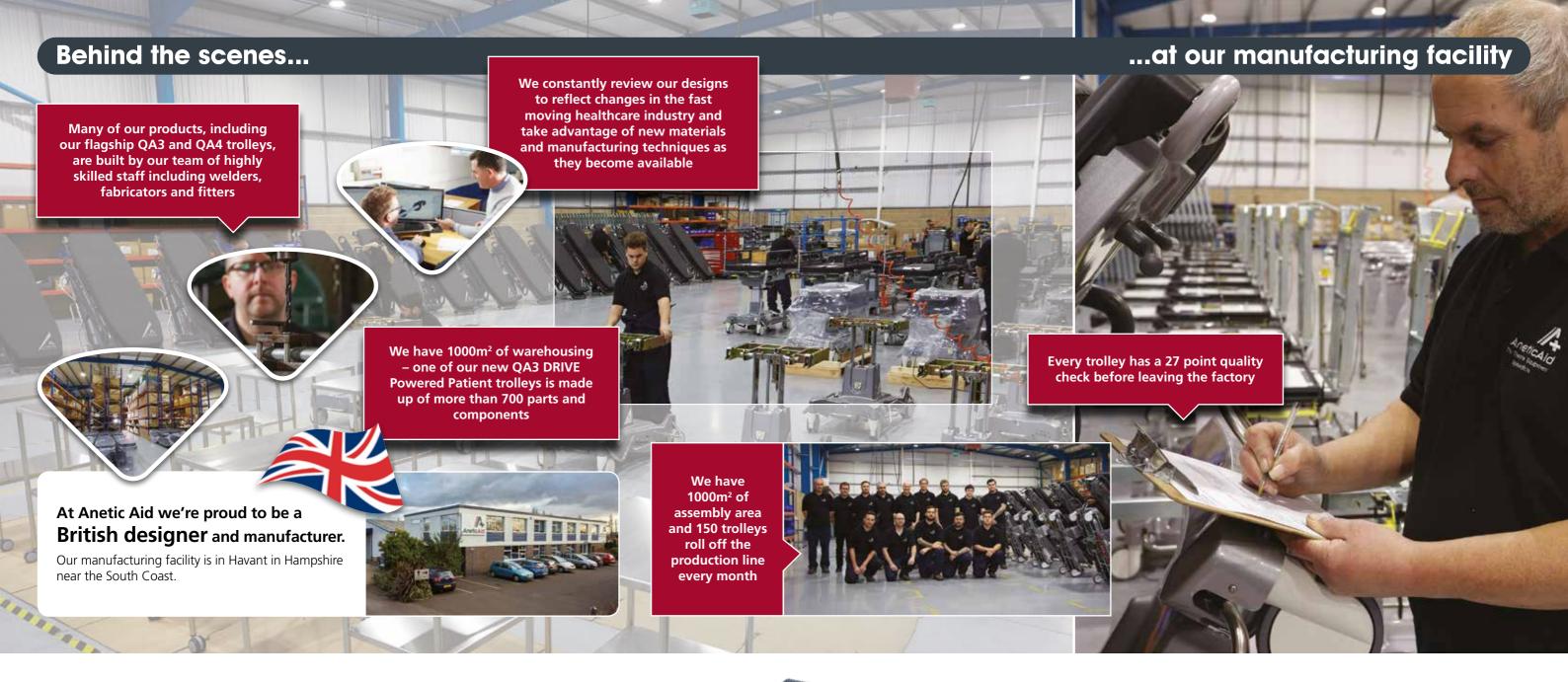
'By instigating this event we are aiming to address that – letting people know more about we do and hopefully inspiring school and college students with the opportunities that a career as an ODP can offer.



• Stirrups come in pairs, with pads and clamps

	Description	Code	£ Price
	Lift-Assist™ Lithotomy Stirrups, Standard c/w Boot-pads and Clamps		3,800.00
Heavy Duty Lift-Assist™	Lift-Assist™ Lithotomy Stirrups, Elite c/w Boot-pads and Clamps	10756	4,700.00
Lithotomy Stirrups	Lift-Assist™ Lithotomy Stirrups, Heavy Duty c/w Boot-pads and Clamps	10758	5,995.00
for patient	Boot Pads for PAL® / PAL Pro® Stirrups (pair)	10710	295.00
weights up to	Boot Pads for Standard and Elite Stirrups (pair)	10720	325.00
3 I kg	Boot Pads for Yellofins® Stirrups (pair)	10730	325.00

amatech





**AnetiCare** 

product knowledge combined with customer care

At Anetic Aid, our products are all designed to be robust, and we recognise that they require equally high-quality servicing and maintenance to keep them working efficiently - which is why we offer a range of packages to suit different budgets.

Whichever level you choose, you can have the confidence of knowing that all are fully compliant with MHRA Guidelines and Directives. We hold spare parts in stock and our nationwide team of qualified Field Engineers has the skills and expertise to service all of our UK-designed and built systems on-site, ensuring minimum downtime for our customers.

The packages – AnetiCare Prevent, AnetiCare Prevent Plus and AnetiCare Prevent Premium – can be taken out for our Tourniquets, Lift-Assist™ Lithotomy Stirrups and any of our QA3 or QA4 Trolley Systems.

Safety and peace of mind – all our service plans are fully compliant with MHRA 'Managing Medical Devices' and CQC guidelines

Monitoring and auditing – to ensure timely, preventative action to optimise performance throughout a product's life

Cost savings - we offer simple, structured pricing plans

Ease of administration – we liaise with your clinical team, planning service schedules to minimise equipment downtime

Expertise - as a UK Designer/Manufacturer we use only original parts, fitted by our own locally-based and fully-trained engineers for a swift 'fix first time' policy

Training - we provide free, certified end-user training programmes on all equipment



Ask about our highly popular 'Lifetime Warranty Scheme' for QA3 and QA4 Trolley Systems.

# Meet our new Service Manager Taz Bains

With a proven track record over 19 years in healthcare equipment and customer support, Taz particularly enjoys building and

She now heads our Service operation at Baildon, West Yorkshire which includes two Technicians in the workshop, together with four Support Staff plus six Field Engineers based around the country.

'I think the products are excellent – the trolleys, in particular, are really sleek and modern with so many practical features, she told Clinical Essentials, 'I'm very proud to be joining a British company that not only designs and manufactures, but is also committed to maintaining and servicing its own equipment.

Meet three more new members of our team - see back page



Prevent

Prevent

See the features offered in our <b>AnetiCare</b> packages and choose the best option for your equipment:	Prevent	Plus	Premium
Preventative maintenance and calibration	V	V	V
On-site service and repair	V	V	V
Safety health check	V	~	V
Discounted components	V	~	~
Full compliance with MHRA 'Managing Medical Devices' and CQC Guidelines	V	~	~
Experienced, manufacturer-trained Field Engineers	V	~	~
Original manufacturer components	V	~	~
Technical support hotline	V	~	~
Fully documented traceability of equipment	V	~	~
FREE end-of-life assessment reports	V	V	V
FREE unlimited call-outs for breakdown		~	~
FREE refit of upgraded components		~	~
FREE certified end-user training		~	~
Availability of loan equipment T&C Apply		V	V
Component discount level T&C Apply	35%	45%	100%

We also offer AnetiCare Response Plus – a one-off full product service which can be combined with a simple repair call-out

# Increased day case throughput at Caerphilly hospital

Ysbyty Ystrad Fawr is Caerphilly Borough's new Local General Hospital and is providing elective surgical services for Aneurin Bevan University Health Board.

It has 269 beds, most in single ensuite bedrooms which helps to provide high quality care, reduce hospital acquired infection rates and give its patients the privacy and dignity they need.

The hospital undertakes several specialities, including General Surgery, ENT, Urology, Gynae and Orthopaedics including being the specialist centre for foot and ankle and hand surgery.

Needing to replace operating tables which were in some cases almost 20 years old, Operating Theatre Manager Darren Beatty led

extensive trials to find the best models for the hospital's three operating theatres. The result was the purchase of first two, and now three of Anetic Aid's QA4 Powered Day Surgery Trolleys. Explained Darren: 'By using Day Surgery Trolleys rather than operating tables, we are saving a huge amount of time in theatre turnaround.

'We have increased our patient throughput by approximately 3-4 patients per day on a three session list. Obviously this is dependent upon procedure, but overall we have witnessed an increase of 15% in patient numbers. They have also proved to be a cost effective option.

'It directly benefits my team with a reduction in patient moving and handling, as well as improving patient safety by reducing the amount of times a patient is transferred.'

Operating Theatre Manager Darren Beatty with members of his team and our Regional Account Manager Will Barnes





# **QA4** Day Surgery Trolley:

the complete multi-purpose operating system

Superior surgical access and versatility are the hallmarks of the QA4 Day Surgery Trolley System - a total solution for modern day treatment centres.

Available in powered and manual versions, it comes with a choice of head and foot sections and can be used with most operating table accessories making it ideal for general surgery, urology, endoscopy, dental and ENT procedures, PLUS: shoulder arthroscopy, gynaecology, orthopaedics and ophthalmics.

#### Powered or Manual versions

- · Reduced lifting and handling
- Superior surgical access
- Maximum ease of manoeuvrability
- Light weight removable attachments • Infection control – smooth moulded surfaces
- K8 Pressure care mattress



Description	Code	£ Price
QA4 Day Surgery Trolley System, Powered Functions	21300	7,940.00
QA4 Day Surgery Trolley System, Manual Functions	21310	4,510.00

netiCare

# **Stainless Steel Furniture**

# We offer a wide range of Radiation Protective Aprons and Accessories







One-piece

**Euro Apron** 

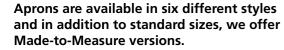


**Tabard Apron** 





**Lumbar Apron** 



There are many different material colours and patterns to choose from and aprons can also be customised

fastenings – plus embroidered Trust or individual names.

Standard Aprons are made of Burlite, a composite of leaded and non-leaded metals which is 25% lighter than conventional lead vinyl aprons. An even lighter construction or traditional lead aprons can also be provided.

Eg and back attenuation levels of 0.25 Pb Eg, but again, other attenuation levels can be provided by special request.

All the options are detailed in our latest brochure while our will be pleased to provide electronic or printed copies.

## Apron Storage

All types of Radiation Protective Aprons are valuable items of equipment

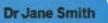
and can get damaged if not stored correctly.

Our freestanding, mobile rack has a sturdy coated mild steel base with four robust, twin-wheeled castors for ease of manoeuvrability.

We also offer Apron pegs and a useful Apron carry-case.







with accessories such as sleeves, thyroid shields and kilt

Standard aprons have frontal attenuation levels of 0.35 Pb

helpful Quotation Request Form provides a step-by-step guide to tailoring an Apron to your precise specifications. Both are available on our website, or call/email us and we

# **Accessories**

In addition to Aprons, we offer a range of Radiation **Protective Accessories** including Slip-on Sleeves, Wide Stretch Belts, Caps and Leg Wraps.



Two-piece

**Apron** 

# Evewear

Recent studies show increased sensitivity of the eye lens to radiation, so the wearing of protective glasses is very important for practitioners.

We offer prescription (Rx) and non-prescription (Non-Rx) glasses in a wide range of styles and colours. All have 0.75mm lead equivalency, high-light transmission leaded crystal lenses for clarity of vision and are enhanced by a special No Fog coating.

See our website or call/email us for a brochure detailing Radiation Protective item descriptions and codes

01943 878647

# Furnish your theatre with quality Free checks ahead of

# Transfusion/Infusion Stands

We supply three types of Transfusion Stand – ranging from a heavy cast iron based version to an economy version for ward use.

Description	Code	£ Price
Transfusion/Infusion Stand, 5-Star Base – 4 Hook	25420	130.00
Transfusion/Infusion Stand, Heavy 5-Star Base – 4 Hook	25430	238.00
Transfusion/Infusion Stand, 5-Star Base – 4 Hook (Economy – Ward Use)	25440	85.00

# Instrument Trolleys

Description	Code	£ Price
Instrument Trolley 450 x 450 x 850mm c/w Fixed D/T Shelves	25000	209.00
Instrument Trolley 600 x 450 x 850mm c/w Fixed D/T Shelves	25010	245.00
Instrument Trolley 750 x 450 x 850mm c/w Fixed D/T Shelves	25020	278.00
Instrument Trolley 900 x 450 x 850mm c/w Fixed D/T Shelves	25030	304.00
Instrument Trolley 1200 x 450 x 850mm c/w Fixed D/T Shelves	25040	409.00
Downturned (D/T)		

## Surgeon's Seating

Description	Code	£ Price
Surgeon's Stool with Castors c/w Cushion	25300	252.00
Surgeon's Stool with Stump Feet c/w Cushion	25310	252.00
Surgeon's Stool Backrest c/w Pad	25320	95.00
Surgeon's Stool Armrests c/w Pads (pair)	25330	137.00
Surgeon's Stool Cushion 380mm diameter	25340	22.00
Stool Cushion 330mm diameter	10130	20.00

# CQC audits Anetic Aid offers FREE pre-CQC

audits of its products - and that includes Stainless Steel Furniture.

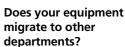
We'll come along and check for chips or rust anything which could raise a red flag in terms of cleanliness or state of repair.

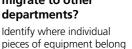
We can offer replacement parts such as castors - ours are plastic bodied, so don't corrode the way some metal ones do, particularly when they get repeatedly splashed with liquids such as saline solutions.

And of course with our own furniture range, we use only British Standard recommended gauges of 304 Stainless Steel.

We mechanically polish and electropolish these items, removing crests and valleys invisible to the naked eye, producing an even smoother surface – making it less likely that any matter such as dirt or bacteria will adhere to the surface of the steel

#### Coloured Castors









<sup>\*</sup>Factory fitted option - specify when ordering

with coloured castors'

# Meeting your needs... across the world

Not least because of the reputation of the NHS, many of the products we supply in the UK are also in demand in some of the remotest corners of the world...

Our flagship QA3 can be configured for a variety of special requirements: as well as the standard patient and emergency trolleys, customers can specify more than a dozen additional build options to tailor individual models for their precise needs.

For example, there is an increased maximum height option for Endoscopy units and a Reverse Trendelenburg facility used with patients undergoing spinal procedures. There are also many accessories: a monitor shelf, foot end extension, patient's storage box and bracketry for different suction systems.

The QA4 Day Surgery System also offers a range of build options – and can also be complemented from our wider range of Operating Table Accessories. See our website for more details:

We reach our customers in different countries through a worldwide network of Distributors – all experts in their own medical fields and their country or territory's specific needs. Meet just a few of them...

DRE Avante Medical Services is our US distributor which works both in the States, and also specialises in supplying a number of African countries. At this year's Africa Healthcare Summit at Olympia in London, the team picked up two awards: Excellence in Service Provision and the Industry Recognition Award for Healthcare.





In **France**, Becker Medical-Sodiprho receives a delivery of QA4s on their way to a number of hospitals and clinics across France.

Our **New Zealand** Distributor is Surgico, based in a suburb of Auckland on the country's North Island. We've been working together for 14 years, and products supplied have included AT4s, QA3s and QA4s plus a host of Operating Table Accessories.



# We're expanding our team...

Looking after our customers is really important to us and we have recently welcomed three new members of staff to our sales office team.



Ed Riley





Hannah Coughlin Sana Ahmed

**Ed Riley** has taken on the role of Pricing Coordinator while Hannah Coughlin is a Customer Service Coordinator.

#### **MARKETING ASSISTANT**

Joining us in a brand new role is Sana Ahmed: with a degree in Marketing and PR, Sana will be working on our new website - due to come online this autumn - and other aspects of email marketing and social media.

'Everyone has been very welcoming and I'm really excited about the opportunities here,' she said.



#### SPECIALISING IN:

**Patient & Surgery Trolley Systems** 

Operation Table Accessories

Stainless Steel Theatre Furniture

**Radiation Protection** 

**Electro-Surgical Accessories** 

**Tourniquet Systems** 

**Fibre Optic Instruments** 

Service & Maintenance











