# **CLINICAL ESSENTIALS**

Innovative medical technology - practically applied

#### IN THIS ISSUE

- New features of the latest QA4P Day Surgery Trolley
- Reison Rotating Armboard joins the range
- Our work to support the NHS in the fight against COVID-19



# **ESSENTIALS**

**Andrew Curtin** Sales Director



As you will read on our back page, we have been doing everything we can to help our customers during this difficult time.

Our despatch and field engineers have been available throughout, to send out urgently needed products and attend to emergency repairs, and now that some restrictions are cautiously being lifted, we recognise that Trusts will be facing new challenges.

The fact that routine surgery is once again being carried out is a particular focus for us as we are offering new features on our QA4 Day Surgery Trolley System, including improved manoeuvrability and powered lateral tilt see centre pages for more details.

Talk to your Regional Accounts Manager to

Completely new to our range is the Reison Rotating Armboard (featured on page 9) and as you will see on page 3, we are offering a FREE sample pack of Padded Tourniquet Covers with any orders for Re-usable or Six-use Day Tourniquet Cuffs.

In other product areas we have, as usual, put together a range of special offers.

On a personal note, I would like to say thank you for your continued support, and for your dedication: your example has been truly inspirational to us all.



#### WHEN YOU ADD: 'Clinical Essentials Issue 24 Promotion' to your order for any





These promotional offers cannot be used in conjunction with any other discount structures Promotions end 30th September 2020.

item marked with one

of these symbols (left).

#### Anetic Aid Ltd.

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For further information contact:

**T** +44 (0)1943 878647

sales@aneticaid.com aneticaid.com







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

# Tourniquet Cuffs to suit your needs



#### Six-use Day Tourniquet Cuffs

Limited life, easy to clean and cost effective	COLUMN TO A STATE OF THE PARTY		
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

# Single-use, Sterile Tourniquet Cuffs



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



# 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 re-usable, 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™.

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

#### WARRANTY

- 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



# Combining patient protection and patient comfort



Single-use, disposable Tourniquet Cuff Covers are made from a hypoallergenic waterproof material, protecting patients and equipment.

Encasing the tourniquet cuff, the special foldback design provides an effective barrier to prevent fluids such as prep or blood from seeping under the cuff and affecting the patient's skin – or contaminating the cuff.

Cuff Covers protect soft tissue from pinching and shear forces when inflating a tourniquet:

- Special foldback padded design encases tourniquet cuff
- Provides a barrier against skin prep and other procedural fluids
- **Ensures tourniquet cuff remains** clean between cases

Buy any of our re-usable or Six-use Day Tourniquet Cuffs and receive a

sample pack of Padded Cuff Covers **ABSOLUTELY FREE** 

# Tourniquet Cuff Covers (box of 30)

Description	Code	£ Price
Tourniquet Cuff Covers – Padded, Small	40305-S	60.00
Tourniquet Cuff Covers – Padded, Large	40315-S	65.00

SPECIAL OFFER 25% DISCOUNT

# **QA3 Patient Trolley System**

QA3: compact, light and supremely manoeuvrable all you could want in a Patient or Emergency Trolley

With pressure on the NHS at an all time high, anything that makes life just a little easier for staff has to be a good thing.

From when it was first developed, patient comfort combined with functionality has been the guiding principle of the QA3. Our designers constantly innovate using latest research on clinical practice together with technological advances.

One of the biggest challenges is moving patients safely, doing everything possible to minimise the risk of manual handling accidents which still account for a significant percentage of sickness absence in the NHS. Two of our most recent developments specifically address this, particularly with larger and heavier patients





An additional feature on the powered **Patient Trolleys** places them into the **KneeFlex** position for easy elevation of the lower limbs for patients having leg and foot procedures. The position also provides additional comfort, particularly for patients undergoing abdominal procedures.

QA3s can also be provided with electrically powered positioning:

with this feature, the trolley platform and backrest can both be

# Scientific measurement makes the case for 'easy to manoeuvre' trolleys

purchasing new trolleys.

raised or lowered at the touch of a button.

We are now offering trials using an Ergometer to give a scientific analysis of pushing forces to help staff assess the benefits of the DRIVE function when

The safety and wellbeing of staff is always a key priority – and Moving and Handling issues are a major factor in selecting any new equipment. Explained Anetic Aid's Product Manager Mark Lee: 'The Health and Safety Executive (HSE) has issued guidelines about the acceptable levels of push/pull forces in

the workplace. Men Women ≤15kg / 150N Start / Stop Force ≤20kg / 200N ≤10kg / 100N ≤7kg / 70N Force in Motion

'Using the Ergometer enables staff to accurately measure how much force trolleys require, particularly if they have challenging slopes to contend with in their hospital environment.'

Call 01943 878647 to find out more.



Quick reference guide to your QA3 Patient Trolley:



QA3

**STANDARD FEATURES** 

Price: £3,150.00 Code: 21110-S

QA3///IDRIVE

**STANDARD FEATURES** plus IN-BUILT MOTORISED DRIVE

> Price: £5,500.00 Code: 21112-S

Powered & Patient Trolley

Trolley models.

**STANDARD FEATURES** plus **POWERED FUNCTIONS** 

Like all QA3s, it has a 320kg weight capacity, and an added feature is the mattress structure: the internal foam moulding has a castellated surface which increases air flow and improves pressure relief.

The <800> option is available for all QA3 Patient and Emergency

Price: £5,800.00 Code: 21116-S

QA3////DRIVE

**STANDARD FEATURES** plus **IN-BUILT MOTORISED DRIVE** and **POWERED FUNCTIONS** 

> Price: £6,800.00 Code: 21114-S

QA3

Emergency Trolley

**STANDARD FEATURES** 

Price: £3,450.00 Code: 21120-S

QA3////IDRIVE Emergency Trolley

**STANDARD FEATURES** plus

**IN-BUILT MOTORISED DRIVE** 

Price: £5,800.00 Code: 21122-S

Powered 🏵 Emergency Trolley

**STANDARD FEATURES** plus **POWERED FUNCTIONS** 

> Price: £6,100.00 Code: 21126-S

QA3////IDRIVE Powered & Emergency Trolley

**STANDARD FEATURES** plus **IN-BUILT MOTORISED DRIVE** and **POWERED FUNCTIONS** 

> Price: £6,800.00 Code: 21124-S

Quick reference guide to your QA3 Emergency Trolley:





Significant upgrades to QA4 Powered Surgery Trolley – at no extra cost

Since we first started developing Surgery Trolleys back in the 1990s, the practice of Day Surgery has massively increased as recognition of its benefits have become more widely recognised:

- Patients receive the appropriate treatment, often with minimally invasive procedures and are generally able to recover in their own homes meaning reduced stress and risk of hospital acquired infection
- Moving and handling is kept to a minimum for practitioners
- Hospitals improve their throughput of patients, reducing waiting lists and maximising precious resources

This year we have released the latest model of our QA4 powered trolley, offering three significant upgrades which reflect this growing trend, and which facilitate the new procedures that are now routinely appearing in the Day Surgery 'basket':

Powered lateral tilt: provides effortless hands-free movement for patient positioning without compromising the sterile field

Improved manoeuvrability: taking technological advances from our highly popular QA3 Patient Trolley steering mechanism

Reinforced articulating leg section: allows for special attachment for shoulder arthroscopy procedures.





The new model of the QA4P has now been installed in a number of Trusts across the UK, and 15 trolleys have gone into the Bone and Joint Institute of Tennessee in Franklin, reflecting the growing trend for Day Surgery in the US.

Said Steve Smargiasso, who runs Anetic Aid's Sales and Service Operation in the US: 'Franklin is our first reference site for the new QA4P in the US. We have been staying very close to the clinical practitioners since the equipment was commissioned, and we have been receiving excellent feedback



Explained CEO Guy Schofield: 'We worked closely with the pioneers of day surgery and we have continued to monitor its growing popularity as the range of procedures – particularly those involving keyhole surgery – has grown. Positioning the trolley in lateral tilt is ideal for laparoscopic procedures such as cholecystectomy (gall bladder removal) as it provides fundamentally easier access for the surgeon.

'Our focus on increased manoeuvrability recognises that day surgery is no longer carried out in dedicated units – it has moved into mainstream theatre. By using the same steer mechanism developed for our latest QA3 patient trolley, we can offer the same ease of use, without expensive development costs.

'In fact, we have managed to include all of these improvements without increasing the price of the trolley. We have worked hard on refining all aspects of the manufacturing process and value engineering wherever we can to ensure that it continues to give great value for money."

Pictured: CEO Guy Schofield discusses the new powered lateral tilt mechanism with head of

# New dual-articulatina head section

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



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

Quick reference guide to your QA4 Surgery Trolley:





Robust and practical K8 mattresses for operating tables and patient trolleys



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

> 4-way stretch polyurethane (PU) outer cover – anti-microbacterial, water resistant, vapour permeable and latex-free

Antibacterial and microbial fungistatic gel-feel, thermally responsive memory foam

ntibacterial and microbial fungistatic high density foam

- Suitable for medium to high risk pressure care patients
- Independently tested Latex free
- · Antibacterial / vapour permeable
- Double-welded seams
- X-ray translucent

Trolley mattresses supplied with replaceable, sealable zip covers

- Accurate positioning combined with patient comfort
- Excellent surgical access
- Highly secure locking mechanism

Rotating armboard: easy positioning without stress to shoulder or elbow



Ideal for a wide range surgical procedures, this tried and tested armboard is easily manoeuvred into the desired position without stress to either the shoulder or elbow joint.

Its one-handed ball joint release mechanism and rotating hook-on clamp are both easy to use and highly secure.

# **Accessory Trolley**

Accessories need storage when not in use - and we have the perfect solution.

Designed and produced at our manufacturing base in Havant, our special Accessory Trolley enables practitioners to have all their operating table accessories to hand in a compact storage system.

It's all about keeping a busy theatre environment tidy and uncluttered

The trolley is available with UK or EU Side Bar options.

Description	Code	£ Price
Operating Table Accessories Stand – Mobile – with UK Side Bar	21370-S	895.00
Operating Table Accessories Stand – Mobile – with EU Side Bar	21370E-S	895.00

# **Rotating Armboard**

Description		Code	Price
Armboard – Rotat with Rotating Clar	able (10-387) – np for UK Side Bar*	10400-UK-S	678.00
Armboard – Rotat with Rotating Clar	able (10-387) – np for EU Side Bar*	10400-EU-S	678.00
Medisoft (Viscoela	n / Pad (10-382-H) – Istic) – Tapered Bottom Surface – 40mm Deep	10415-B1-S	142.50

\*Pad sold separately

Anetic Aid is delighted to now be offering the highly sought-after REMON armboard to customers in the UK.

The Swedish theatre accessory company is based in Hallstahammar, about 150km North West of Stockholm. CEO Cecilia Jakobsson

told Clinical Essentials: 'In our discussions with Anetic Aid, we have found the company highly professional with the same customer-focused approach as our own. We are very much looking forward to having them promote our product in the UK.'





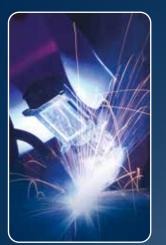






Description	Code	£ Price
Clamp – Rotary Clip-on™ Socket – for UK Side Bar	10245-S	245.00
Clamp – Rotary Clip-on™ Socket – for EU Side Bar	10246-S	245.00
Clamp – Socket – Stainless Steel – for UK & EU Side Bar	10248-S	195.00
Clamp – Socket & Rail – for UK & EU Side Bar	10250-S	55.00
Clamp – Basic Blade Handwheel – for UK and EU Side Bar	10761-S	65.00
Clamp – Clip-on™ Blade Handwheel – for UK Side Bar	10763-S	200.00
Clamp – Clip-on™ Blade Handwheel – for EU Side Bar	10764-S	200.00

# **Stainless Steel Furniture**



# Furnish your theatre with quality

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 repa

We can offer replacement parts such as castors – ours are plastic bodied, so don't corrode the way some metal ones do splashed with liquids such



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 Trollevs

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**

\*Factory fitted option – specify when ordering









#### Does your equipment migrate to other departments?

Identify where individual pieces of equipment belong with coloured castors\* – price available on request.

# The future of theatres

Before lockdown: a very interesting place to hold an operating theatre conference, The Legends **Lounge Etihad Stadium** in Manchester.







# **Operating Table Accessories**

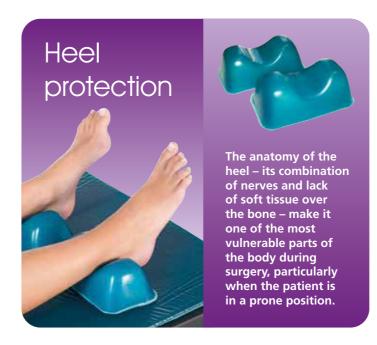
# **Pressure care:** vital in intensive care

Anetic Aid is the exclusive UK Distributor for Trulife pressure care products including the Oasis+, Oasis Elite, Oasis and Azure ranges.

Despite a lot of discussion and awareness campaigns such as the annual 'Stop Pressure Ulcer Day', pressure sores are still a common problem within the ICU and surgical environment and they remain a cause for serious concern within the wider healthcare system.

Explained a spokesman for Trulife: 'While there can be contributory factors, the main cause of pressure sores is the patient's immobility, inevitable in these environments. But we believe that such injuries can be prevented and we're committed to tackling this problem by developing the very latest pressure care products.

In addition to its Oasis+, Oasis and Azure ranges, Trulife has designed the lightweight Elite Foam Positioner range to offer stability and comfort specifically in ICU and theatre.



#### Heel Pads

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

### Heel and **Ankle Protectors**





Description	Code	£ Price
Oasis Heel Pads (OA130) – Adolescent / Adult x2 – 180 x 100 x 70mm (Pair)	10845-S	108.00
Oasis Heel Cup (OA131) – Neonate / Infant / Adolescent / Adult – Pair – 105 x 90 x 43mm	10846-S	14.00
Oasis Heel & Ankle Protectors (OA200) x2 – 250mm x 120mm x 10mm (Pair)	10853-S	82.00
Azure Heel Protector (AZ401) – Infant / Adolescent / Adult – 190 x 175 x 30mm	10891-S	118.00



# Head and Neck Support

This single piece supine head and neck support is an excellent choice for surgical procedures such as middle ear and ophthalmics, offering pressure care combined with support and superb stability.

Ergonomically designed head and neck support

No pressure on occipital area

Anti-slip base and top

Air ventilation and

breathability

Slope design enables additional head movements

£ Price

95.00

Raised sides

provide more

defined support

Description Code Oasis+ Head & Neck Support (OP151) -Adult – 264 x 220 x 64mm 10900-S

# **Head Rings**





Code	£ Price
10862-S	69.00
10863-S	37.00
10864-S	59.00
	10862-S 10863-S

#### **Head Protector** Description Code Azure Head Protector (AZ100) – Infant / Adolescent / Adult – 260 x 250 x 50mm

# **Head Rests**

Description	Code	£ Price
Oasis Elite Prone Head Rest (EL141) – Adult – 280 x 240 x 140mm	10871-S	190.00
Oasis Elite Supine Head Rest (EL151) – Adult – 275 x 237 x 90mm	10873-S	159.00



10885-S

£ Price

71.00



As you will have seen, we have refreshed our Anetic Aid logo, introducing a new colour scheme for a more modern look without losing the key elements of our well known brand - we hope you like it!

# Trees for greening project

Before lockdown, we supported the Westbourne **Greening Project in West Sussex by** donating three trees for the village's primary school.

CEO Guy Schofield (a local tree plant the Red Oak, Oriental Plane and

and Science teacher Zoe Roberts





# Supporting the





As the NHS faces one of the most challenging years in its history, companies like ours have been doing their best to support it in any way

Our manufacturing facility on the South Coast has remained operational throughout the pandemic as we have ramped up production to respond to the demand for more equipment particularly trolleys.

As you can imagine, we have at times had issues with our supply chain, and staff shortages as, on occasions, people have needed to self-isolate, and we are still being extremely vigilant in keeping everyone safe while supporting our customers.

We are able to provide essential visits to hospitals and health centres - at your request - for engineering or technical support, and we are now starting to bring staff back into our offices, taking all possible safety precautions.

As well as phone and email, we're using Microsoft Teams to hold discussions and meetings with our clients, so get in touch if you'd like that option and we'll set it up – we'd be happy to 'see' you!

Said CEO Guy Schofield: 'At times like this everyone is playing their part, and we are proud that we are in a position to support the NHS and the nation so directly."

...and of course, many of our staff and their families around the country were regulars in the nationwide Clap for Carers over many Thursdays during the pandemic.

# Hot off the press

New publications to look out for include our QA3 Patient and QA3 Emergency Trolley brochures, which have details of all of the new motorised DRIVE and Powered models.

We have also recently published our latest price list in both printed and electronic formats.





















