

Ciao from Italy! New Italian national distribution partner

Since 1978, Italy has had a Public Health Service based on the principles of universal coverage, solidarity, human dignity and health. All inhabitants have the right to this service, which is mostly free and must guarantee essential levels of assistance. In Italy there are three types of health service structures: public, private and accredited private (i.e., private structures authorized to provide services on behalf of the public health service). The sources of financing for the public health service are mainly derived from general taxation and from the health system bodies' own revenues. The central government decides the total allocation for the health services and how to divide the amount among the 20 Italian regions.

over 214 thousand beds for ordinary hospitalisation, of which 20.5% are in accredited private facilities. Also 12,027 beds in day hospitals, almost entirely public (88.6%) and 8,132 beds in day surgery, mostly public (76.7%). At a national level, 4 beds are available per 1,000 inhabitants, with 3.4 beds dedicated to acute care per 1,000 inhabitants.

BS Medical is a family-run company and has been operating in the hospital supplies sector since 1984. It was founded with the goal of uniting professional profiles, skills and solutions in a single entity with the aim of becoming a point of reference for both public and private sterilisation centres. This allows them to provide comprehensive support for all



mercial support. Their constant and coherent commitment to analysing and adapting to evolving hospital market needs, combined with their professional expertise, adequate knowledge of regulatory issues, has resulted in a product portfolio that offers a wide range of solutions through continuous research into the best products available in national and foreign markets.

For nearly 40 years, BS Medical has been providing high-quality service in an ethical and professional manner, thanks to their dedicated workforce. They have become a reliable partner for supplying products and solutions for sterilisation centres.

The connection between BS Medical and Dr. Weigert began some time ago. During that earlier period both companies conducted analyses and selected a range of appropriate items to successfully approach the market with the right portfolio. The spirit of collaboration, the professionalism and technical, commercial know-how of both companies has paved the way for a strong commercial relationship that achieves maximum territorial coverage, effective promotion and distribution across Italy.



Hospital care in Italy involves 995 health-care institutions, of which 51.4% are public and the remaining 48.6% are accredited private ones. 63.6% of public structures are made up of hospitals directly managed by local health authorities. 10.4% by hospitals and the remaining 26% by other types of public structures. The public health service provides

commercial, technical information and administrative activities related to customer management across various sectors of expertise. Continuous research into perfecting functional methods has made it possible to streamline and simplify all operational aspects necessary for a timely and precise intervention, both in terms of technical/scientific and com-

Insights into Our Product Development and Field Tests of neodisher® MediClean advanced

Interview with Ms Bettina Weber, head of CSSD, Eduardus Hospital Cologne, Germany

Whenever a new cleaning agent is introduced in automated processing of medical devices, the legislative bar is always set particularly high in the approval process. After extensive development and testing in controlled laboratory conditions, the product also has to undergo practical use in realistic conditions. Simply switching an existing product in a validated processing procedure is out of the question on patient safety grounds. It is essential to prove that the cleaning results obtained at least match those of the previous process and are not worse in any way.

We can obtain this information only from established central sterile supply departments (CSSD) that are responsible for cleaning, disinfecting and sterilising reusable medical devices on a daily basis. This is where Dr. Weigert's team of system specialists come in. The system specialists work to gain further information above and beyond the automated cleaning process in order to attain the optimum cleaning outcome for the customer.

As we are keen to gather experience regarding the behaviour of the new product in the washer-disinfector (WD) along with the information on cleaning performance, we work closely with service technicians in the machine industry. Adjustments to the WD are always carried out in conjunction with the head of CSSD, the machine manufacturer's customer service team, Dr. Weigert's field service and Dr. Weigert's system specialists.

The procedure is then assessed and approved by a validator appointed by the customer. This fully ensures that the processing procedure meets the requirements for modern automated instrument processing in every respect.

Hendrik Winsmann (HW): You had never used any Dr. Weigert products at your CSSD before. What persuaded you to take part in a test with a newly developed product?

Bettina Weber (BW): There had been a change of supplier strategy at our company. Three manufacturers were considered as possible test candidates. Dr. Weigert was interesting on account of the low dosing quantity and the promised cleaning performance.



HW: How was the test performed at your hospital?

BW: First of all, the current state of the instruments was recorded. Then, one of six WDs was converted to the test product with the responsible machine customer service team.

HW: How was the test accompanied by Dr. Weigert?

BW: The field service accompanied the test very closely, with essential changes being made immediately. Product conversion was demonstrated by a test report with verification of cleaning performance before validation.

HW: Did you have any influence on the product test?

BW: In the context of the test, particularly critical instrument groups, such as gynaecological instruments, were defined and given special attention during processing.

HW: What did you make of the testing as a whole – including with regard to patient safety?

BW: We would never have agreed to a test without a particular emphasis on patient safety. Consequently, the cleaning performance was examined especially intensely. Overall, the performance was deemed to be better than that of the products used in the past.

HW: Do you see further potential for improvement?

BW: I think the test run was accompanied superbly. I was also impressed by the additional support.

HW: What prompted you to continue working with the former Dr. Weigert test product after-market maturity?

BW: First and foremost, I was impressed by the cleaning performance. And the lower dosing quantities have great benefits in terms of product changing and storage. In addition, we use the product in pre-cleaning in the ultrasonic bath to excellent effect.

HW: Thank you for giving us this brief insight!

Author: Hendrik Winsmann, Medical device processing system specialist, Dr. Weigert



Along with its outstanding cleaning performance and low application concentration, neodisher® MediClean advanced has constantly impressed all manner of test customers with the exemplary touch, feel and sparkle of the instruments.

BEST
PRODUCTS

Experience Report from Canada Improving Operational Excellence with neodisher® PreStop

Background

SteriPro Canada is an accredited and ISO 9001/ISO 13485 certified company providing leading practice processing and sterilization services from its facility in Mississauga, Ontario, and on-site at its partner hospitals. SteriPro is also licensed by Health Canada for manufacturing specialized Class II Orthopedic Medical Devices. At the beginning of 2020, SteriPro and Dr. Weigert started a partnership to improve the processing processes of medical devices.

Challenges

SteriPro observed two significant operational challenges:

1. Corrosion of surgical instruments

When surgical instruments were not pre-treated after use in the operation room about 15–20% of the instruments showed the start of corrosion after a few processing cycles due to the delayed processing procedures. Instruments had to be re-passivated to prevent pitting corrosion and loss of instruments. The average costs were about \$1,000 CAD per day for re-passivation based on processing of 100 trays per day.

2. Low turn-around efficiency with the market leader pre-treatment product

SteriPro used a market leader gel to pre-treat the instruments in several partner hospitals and observed that the rinsing and manual cleaning time was quite long.

Solution

Dr. Weigert recommended treating the surgical instruments with neodisher® PreStop, which SteriPro implemented at their partner hospitals.

Results

SteriPro observed and reported following results:

- Spraying soiled instruments with neodisher® PreStop decreased the rinsing and manual cleaning time for these instruments by approximately 50% compared to the rinsing and manual cleaning time of instruments that were sprayed with a market leader product.
- Prevented soil-induced corrosion damage of approximately 15%–20% of instruments in each surgical tray compared to those that were not sprayed with precleaning foam. Assuming 100

surgical trays are processed daily, the cost of corrosion treatment of 200 instruments is approximately \$1,000 CAD.



neodisher® PreStop

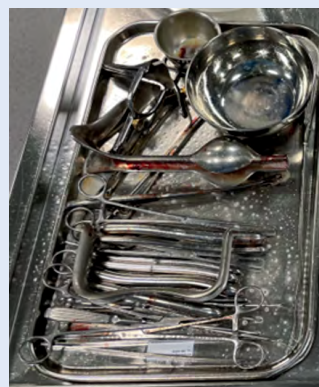
Market Leader



neodisher® PreStop



Market Leader



neodisher® PreStop



Soiled Instruments **Before** Application of Spray Foam

Soiled Instruments **After** Application of Spray Foam

SUSTAINABILITY CHALLENGE

Sustainability at Dr. Weigert

The importance of sustainability is increasingly becoming the focus of our thoughts and actions due to global challenges such as climate change, water and resource scarcity, and securing sufficient food and energy supplies. Dr. Weigert, which has been a fixture in the hygiene environment for over 100 years, considers its responsibility to play its part in mastering these challenges. The company has always emphasized that qualitative growth takes precedence over the quantitative. Quality and the values associated with it, such as respectability, continuity and solidity, are the basis for sustainable actions.

We have been living our responsibility for environmental protection and resource conservation for over 25 years in the form of an environmental management system certified to ISO 14001. In 2022, we received an EcoVadis rating. As a developer and manufacturer of cleaning agents and disinfectants, we are particularly committed to being as environmentally conscious as possible, both in our manufacturing processes and in our products themselves. Several Dr. Weigert products have been awarded the EU Ecolabel and are listed under the eco edition signet. Additionally, we are committed to maximum reduction of greenhouse gas emissions.

Beyond offering training and qualification opportunities throughout the company's employment, social commitment has been part of Dr. Weigert's corporate culture for decades. The seriousness of our sustainability strategy is highlighted by our associated sustainability goals. We are committed to the greatest possible transparency towards employees, customers and other stakeholders. We want to use participation in inclusive partnerships to support sustainable development goals at global, regional, national and local levels – now and in the future.

IMPRINT

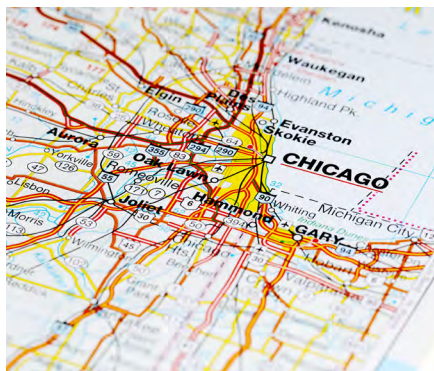
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Dr. Weigert Expands Its Presence to the USA

We are thrilled to announce that we have taken a significant step towards international expansion. Starting from September 1, 2023, Dr. Weigert will have a representation in Chicago, USA. This strategic decision not only enhances our global presence but also underscores our commitment to improving customer experiences and fostering enduring relationships in the US market. We invite you to stay tuned for further updates on our exhilarating journey ahead!



Contact Dr. Weigert:

Please contact us if you have any questions or suggestions as to what you are interested in reading about. We will gladly take your ideas into consideration.

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You can find the edition at hand as well as further flyers, prospectuses, product information, and an overview of our international retail partners at www.drweigert.com.

Asia Summit in Kuala Lumpur

From May 23rd to 25th, the first Asia Summit took place in Kuala Lumpur (Malaysia) as part of the Dr. Weigert International Exchange activities. We had business partners from seven Asian countries who showed great commitment in engaging in productive discussions and receiving outstanding applications engineering training conducted by colleagues from the German Headquarters. We extend our heartfelt thanks to all attendees for the amazing time we had and to our Malaysian partner, Setia Medik, for the invaluable support in organizing the event. We will definitely do this again!

