

Finland is a small country with a population of only 5.5 M people. Health and healthcare, however, are big there!



Beside 300 public hospitals with approximately 100 beds each, there are also 800 private clinics in the Northern European country. In comparison, for Germany's approximately 80 M citizens there are only about 2,000 clinics (Statista 2020). However, most of Finland's privately owned clinics are out-patient clinics or cooperate with hotels. In addition, five university hospitals offer top-notch healthcare.

When it comes to cleaning and sterilization, Finland also takes the cake. Each public hospital has its own CSSD, working 24/7. There is only one private company in Finland offering cleaning and sterilization of instruments. Using such services is unpopular for several reasons. Hospitals save money and protect the environment with their own sterilization centres. Cleaning locally and swiftly reduces the need for replacement instruments and thus reduces their number. Also, transports from the hospital to the sterilization centre and back would increase pollution. Environmental thinking is a big topic in Finland, and it shows: The country has the best air in Europe, tap water in Helsinki is regarded as the best water of all metropole cities in Europe!

Environmental thinking: Big topic in Finland

How can local and quick cleaning be accomplished? Automated cleaning, also for endoscopes, is the major recommendation. For optimal results, pre-clea-

ning is done directly in the OR in a small express washer or in basins with water. Then, automated reprocessing is done in the CSSD.

Sustainability and efficient reprocessing require high quality washer disinfectors and chemicals. That's where KAIKO OY comes in, a small company established in 1948, now owned by Arto Kalvas. Originally, KAIKO was known for water treatment in cooperation with the water authority. They produced equipment to purify the water for drinking, for industrial needs and for process water.



Sustainability requires quality

In the seventies, Arto Kalvas started as a student working at KAIKO during the summer holidays. From his beginnings in the warehouse he moved on as a sales engineer in 1981 after his studies were completed, eventually becoming managing director. Finally, in 2002, Arto bought the company.

His motto and the motto of KAIKO is quality. It may take longer to convince customers, but the company values sustainability, and in the end, customers stay with the company they trust. This fits perfectly with the philosophy of Dr. Weigert!

All products in the portfolio of KAIKO are coordinated and complement each other. Arto filled in the gaps in the portfolio step by step. In 2006 he purchased a company for water-meter business and systems. Products for hospitals were KAIKO's daily business by then – for this reason, Arto topped it off in 2007 by buy-



ing a company which was supplying equipment to hospitals. The business with washer disinfectors, autoclaves, bedpan washers, etc. started.

Welcome KAIKO, the newest family member of Dr. Weigert

Chemicals were an obvious next step to complement KAIKO's portfolio, which took Arto to initial discussions with Dr. Weigert in 2019. In 2020 the company became a family member of Dr. Weigert. The now 16 employees have been with the company for a long time, have a very good knowledge of the products and in depth understanding of the market.

Efficient and environmentally sound: One product for different applications

Last but not least, despite the short time of cooperation, KAIKO had already a positive experience with the products from Dr. Weigert at Seinäjoki central hospital (CSSD seen on the photo). Especially our neodisher® MediClean forte meets exactly the expectations of Finland's thinking: Efficient and environmentally sound – less plastic, less pollution, time saving, product knowledge and safe handling. One product for different applications, allowing pre-cleaning, cleaning in ultrasonic baths, cleaning of instruments and endoscopes, cleaning of glass for laboratories, automated and manual cleaning – this allrounder fits perfectly to KAIKO's and Finland's efficient approach to reprocessing.

Dr. Weigert is happy to have KAIKO OY on board!

Highly Concentrated Knowledge Applications Department neodisher®

**Mastering the coronavirus pandemic together –
safe, reliable and in the usual quality**

*Cleaning and disinfection in the healthcare sector
NEW: Now also for personal protective equipment (PPE)*

We have been advising our customers for decades on hygiene concepts for different areas of application, which support our customers in mastering the individual tasks on site. Especially now, when cleaning and disinfection are even more important, Dr. Weigert is at their side as a reliable partner.

The following table shows a small selection of health care detergents and disinfectants with respect to COVID-19:

Product	Application
neodisher® MediClean forte and neodisher® MediZym	Manual and automated cleaning of reprocess-able parts of respirators as well as accessories and protective goggles
neodisher® Septo Fin and neodisher® Septo Active (immersion bath)	Manual disinfection of medical devices, also protective goggles
neoform® Classic and neoform® Active (wipe disinfection)	Surface disinfection of medical devices and other surfaces
neodisher® Septo DN	Chemo-thermal disinfection of e.g. accessories of respirators and protective goggles

Depending on the type of materials of the utensils to be cleaned and disinfected, Dr. Weigert offers suitable solutions that are safe for any material.

Just in time for the pandemic Dr. Weigert extended the scope of application to include “personal protective equipment (PPE)“. Cleaners and disinfectants tested and approved for PPE:

The mentioned products have been tested and reviewed by an independent, external

NEW - Product	Application
neodisher® MediClean forte	Manual and automated cleaning of PPE
neoform® K plus	Manual cleaning and disinfecting of PPE
neodisher® Dekonta AF	Automated cleaning and disinfecting of PPE

institute. These selected products are suitable even for very sensitive materials*. Whether for respirators or protective suits including diving equipment (fire fighting services, mining etc.), trust in the competence of Dr. Weigert – for the hygiene-safety of all.

Would you like more information? Feel free to contact us!



*Please follow the recommendations for reprocessing and the instructions by the manufacturers of PPE and machines.

neodisher® Z – Acidic neutralising agent and detergent for the automated reprocessing of instruments



Neutralisers serve, in principle, both to neutralise adhering alkaline cleaner residues and to remove acid-soluble discolouration or rust spots.

Fields of application:

- Neutralisation of alkaline residues during automated reprocessing of surgical instruments, anaesthesia utensils, containers, OR shoes and baby bottles as well as other medical utensils
- Acidic pre-cleaning for the automated cleaning of laboratory glassware in industrial, water and medical laboratories

Performance spectrum:

- Neutralises alkaline residues from the main cleaning step during automated reprocessing
- Reliably removes acid-soluble residues during pre-cleaning
- Excellent material compatibility; therefore suitable for anaesthesia utensils, surgical instruments and other sensitive materials

- Not suitable for acidic pre-cleaning of objects and parts made of anodised aluminium as well as chromed and nickel-plated parts

Special properties:

- Based on organic acids
- Free of phosphates, phosphoric acid, nitrogen compounds and surfactants, therefore no disturbing influence on analytical test methods
- Contains less than 10 ppm P₂O₅ in the concentrate

Application and dosage:

neodisher Z® is used in washer disinfectors for neutralisation and/or acidic pre-cleaning. The dosing amount depends among other things on the application.

When using neodisher Z the following parameters are recommended:

For neutralisation	1 - 2 ml/l
For acidic pre-cleaning/ cleaning	2 - 5 ml/l, 40 - 60 °C

Suitable dosing devices are to be used.

For avoiding water stains, the use of deionised water in the final rinse is recommended. At the same time this protects anodised aluminium.

When using neodisher Z® for pre-cleaning the items to be washed, the washer resp. washer disinfectant and the waste water pipes must be acid-compatible. Eternit (fibre cement) and cast-iron pipes are unsuitable and require a prior neutralisation of the effluent solution.



INFORMATION

Business not as usual - Dr. Weigert's response to the pandemic

The COVID-19 pandemic has turned our lives upside down. The whole world is facing a massive crisis which has cost a lot of lives and has caused economical damage. The entire community joins in big efforts to get the pandemic under control. This has changed our daily business and private lives. We know that all of us are affected by this situation and we want to do everything possible to prevent further spread of the coronavirus.

We would like to send a clear signal as soon as possible: We will not take part in any event in 2020 such as the Medica exhibition, BrauBeviale or Internal Conventions. We will not carry out any face-to-face or group trainings as we would usually do, either. We are supporting the worldwide efforts to stay clear of big crowds or groups of people and thereby contribute to stopping the pandemic. For the future, we hope to be able to meet you face to face again very soon! We believe in that and we will do everything to get there!

Please keep in touch with our team, share any concerns or questions regarding this topic. Dr. Weigert International Business Team wishes you all the best to get through this time safely, please take care of your families, teams and of yourselves.



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Please contact us if you have any questions or suggestions that you are interested to read 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.

Social media, established competence – Dr. Weigert on Facebook & others

Social networks such as Facebook, Instagram, Twitter, LinkedIn or Xing allow users worldwide to compare notes and to connect. For companies, and naturally for us at Dr. Weigert as well, these opportunities to connect with customers and interested parties are exciting and challenging at the same time.

With captivating content and posts we will continue our communication online in the traditional spirit of our company: candid, curious, trustworthy and competent.

You can find Dr. Weigert's social media channels active and up to date on Facebook, Xing or LinkedIn. We look forward to reading and hearing from each other.

**Social
Media**

endoNEWS INTERNATIONAL

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