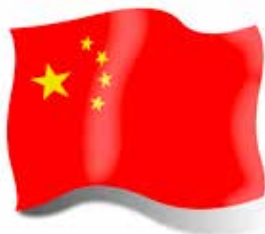


Global NEWS



你好 NǐHǎo [NICE TO MEET YOU!]

China – Country of Superlatives



Ever since the Chinese market has been both reformed and economically opened up after 1978, China's economy has experienced fast growth and in the meantime has become one of the biggest national economies world-wide.



Currently, more than 1.3 billion citizens live in the People's Republic of China. Healthcare and medical needs do correspond to that number. Thanks to the economic growth, many Chinese earn more money; the middle class is broadening. By now, about 300 million people are able to afford advanced healthcare. Additionally, urbanisation is increasing: There are already over 180 cities counting more than 1 million inhabitants each, while numbers keep growing.

One result of this trend is the development of mega hospitals; Asia's biggest hospital is also located in China – in Chengdu, capital of the Sichuan province. Chengdu, though widely unknown in Europe, is the home of 10.4 million people. Here the Huaxi hospital is located, just one of many hospitals in the city centre of Chengdu. Although the Huaxi hospital has a capacity of 9,000 beds, it is still constantly expanding to handle the enormous demands. More than 10,000 doctors and nurses take care of over 220,000 hospitalised patients and additionally offer ambulatory care to 4.91 million patients – each year. 133,000 surgeries take place annually in 85 operating rooms. Numbers keep growing. The quality of medical care in China is very heterogeneous: The Huaxi hospital for example is categorised “class 3” – the highest possible category.

Most hospitals (about 90%) are state-owned. These are categorised into three

different classes, of which “class 3” is the premium category. Altogether, there are 1,191 class-3-categorised hospitals with a capacity of >800 beds each, 5,432 hospitals with a class-2-categorisation and a capacity of 300–800 beds each, and numerous class-1-hospitals with a capacity of <300 beds per house.

Dr. Weigert's target group predominantly consists of class-3-hospitals as well as some class-2-hospitals in the coastal areas. neodisher® has become one of the most popular brands in the field of CSSD (central sterile services department).

The Chinese market is one of the most challenging markets in the world: Some foreign providers compete with countless domestic suppliers of CSSD devices. Dr. Weigert's success has been established both by the products' quality and its highly committed distribution partners.

The company Honjo Medical is present at over 40 events each year – the range covers international trade fairs such as the CMEF (Asia's biggest medical trade fair) plus countless national and regional meetings, workshops, and the like. Additionally, all bigger cities in China regularly offer the possibility to participate in so-called roadshows, where customers are invited to product presentations and demonstrations. Every single day, more than 20,000 CSSD staff members are provided with news on medical instrument reprocessing. Every two months, the free journal “CSSD Today” (designed and published by our representative office) is sent to over 10,000 subscribers. Honjo Medical's twitter account counts more than 20,000 followers.

Since the only possibility to persist in the Chinese market is a strict focus on customer-orientation, Dr. Weigert's strong communication strategy allows a leading position here.

Dear Partners

Dear Customers

We are pleased to present you with the first edition of our international newsletter “Global News”.

This communication channel is intended to introduce you to the various subjects of our worldwide operations and concerns. Concurrently, we would like to illustrate the different activities and services of our international business partners in each edition.

The edition at hand is focused on the so-called “Middle Kingdom” China that we already share a long common history with. In a country that offers a vast range of opportunities, we are lucky to cooperate with our reliable and committed partner company Honjo Medical.

The contributions in this edition are not exclusively dedicated to the Chinese market though – some subjects are of more general concern: How does a perfect cleaning work? Is enzymatic, pH-neutral cleaning superior to traditional alkaline cleaning? These are no less than crucial questions in the business. We intend to contribute to the associated and often controversially led discussion: Find our respective article on page 2.

Have a pleasant read – and feel free to share your thoughts and of course you are invited to give us a call at any time!

Best regards,

Your Export Team



DR. WEIGERT

Systematic Hygiene

Highly Concentrated Knowledge Applications Department neodisher®



Best cleaning results and maximum material compatibility are vital in both automated and manual instrument reprocessing – are enzymatic or alkaline detergents superior?

The cleaning process for medical devices requires careful preparation and plays a decisive role within the entire reprocessing cycle. If the cleaning is not carried out properly, the safety of subsequent steps such as disinfection or sterilisation is endangered. Instruments, endoscopes and endoscopic accessories represent high investments for hospitals and doctors' surgeries. Thus, along with a safe and effective reprocessing, maintaining their value is also of great importance. In addition to safety and value preservation, sustainability is also an important issue, both in terms of economic and environmental aspects.

Alkalinity donors improve efficacy against contaminants that may result when blood comes into contact with skin or mucosa disinfectants, such as iodine solutions. The resulting residues are much harder to remove than other kinds of contaminants and cannot be fully broken down by using enzymes.

Enzymes

The breakdown of proteins begins as soon as the enzymatic cleaning solution comes into contact with the protein-containing contaminants.

For many medical devices recommended for automated and pH-neutral reprocessing, the enzymatic **neodisher® MediClean forte** represents a suitable detergent. The manufacturer of the da Vinci operating system for robot-assisted minimally invasive surgery, Intuitive Surgical Inc., recommended using exclusively pH-neutral enzymatic detergents for both manual and automated cleaning of its EndoWrist instruments until the end of 2012. According to the company's own performance and material tests, Intuitive Surgical Inc. has in the meantime also acknowledged the compatibility of mildly alkaline detergents up to a pH-value of 11.

The Cleaning Power of Alkalinity Donors and Enzymes

neodisher® MediClean forte combines exceptional cleaning performance with safe material protection and cost-effectiveness.

The alkaline nature of **neodisher® MediClean forte** makes it much easier for the product to remove stubborn residues as opposed to pH-neutral enzymatic cleaning agents.

Additionally, **neodisher® MediClean forte** contains proteases that are able to break down proteins. The selection of enzymes is primarily based on the parameters of temperature and pH-value that predominate in automated reprocessing. The breakdown of proteins begins as soon as the enzymatic cleaning solution comes into contact with the protein-containing contaminants.

Extensive material compatibility tests and more than fifteen years of practical experience have shown that **neodisher® MediClean forte** can be used for all medical devices suitable for automated reprocessing in accordance with the manufacturer's instructions.

BEST
PRODUCTS

The Number One in Reprocessing Medical Devices



The all-rounder for reprocessing thermostable and thermolabile instruments fulfils the highest requirements.

neodisher® MediClean forte successfully combines the advantages of alkaline and enzymatic cleaners. The universal detergent is suitable and recommended for practically all cleaning processes:

- Manual and automated cleaning of da Vinci EndoWrist instruments
- Automated and manual cleaning of thermostable and thermolabile instruments, including MIS instruments and micro-instruments, flexible endoscopes, anaesthesia equipment, containers and other medical utensils

neodisher® MediClean forte improves both automated and manual cleaning of surgical instruments, da Vinci instruments and other medical devices suitable for reprocessing. Recommendations for application are the following:

- Automated cleaning of thermostable and thermolabile instruments: 2–10 ml/l*, e.g. 40–60 °C, 10 min
- Manual cleaning of thermostable and thermolabile instruments in immersion and ultrasonic baths: 5–20 ml/l*, max. 40 °C, 10–30 min

- Automated cleaning of da Vinci EndoWrist instruments: 8 ml/l, 40–55 °C, 10–30 min**
- Manual cleaning of da Vinci EndoWrist instruments in immersion and ultrasonic baths: 10 ml/l, max. 40 °C

neodisher® MediClean forte effectuates a decrease of pathogenic prion proteins in different in-vitro and in-vivo tests with contaminated stainless steel surfaces.¹



Our Competence – Your Benefit

- first-class cleaning performance based on unique formulation of alkalis, surfactants and enzymes
- excellent material compatibility
- first alkaline enzymatic cleaner, market-leading for over 15 years
- low-foam formulation, optimal usability in washer disinfectors and ultrasonic baths



- reliably removes dried and denatured blood residues, prevents the re-deposition of protein residues
- suitable for instruments and utensils made of stainless steel, instrument steel, optics, conventional plastics and materials used in anaesthesia equipment
- only one product for practically all cleaning processes in the CSSD, long-term approved, recommended for reprocessing da Vinci EndoWrist instruments
- when used for manual pre-cleaning, the cleaner solution does not have to be rinsed off prior to automated reprocessing

* The dosing amount depends on the degree of soiling. ** Recommended time depends on the respective recommendation of the washer disinfectant manufacturer. For further information on products and application please refer to the product data sheet (www.drweigert.com).

¹ Evaluation of the ability of neodisher MediClean forte to inactivate and/or remove transmissible spongiform encephalopathy (TSE, Prions) agents from surfaces of medical and surgical devices, after direct inoculation of experimentally contaminated surfaces – Service d'Etude des Prions et des Infections Atypiques.

FURTHER INFORMATION

Meet and Greet – Dr. Weigert at the Following International Trade Fairs and Conventions

PREVIOUS

IAHCSMM International Association of Healthcare Central Service Materiel Management, Annual Conference & Expo
San Antonio, Texas, April 24–27, 2016

GCCMID Gulf Congress of Clinical Microbiology & Infectious Disease
Dubai, United Arab Emirates, May 4–7, 2016

KIHE Kazakhstan International Healthcare Exhibition
Almaty, Kazakhstan, May 11–13, 2016

analytica China
Shanghai, China, October 10–12, 2016

CMEF 76th China International Medical Equipment Fair
Shanghai, China, October 29 – November 1, 2016

UPCOMING

BrauBeviale Capital goods exhibition for the beverage industry
Nuremberg, Germany, November 8–10, 2016

MEDICA
Düsseldorf, Germany, November 14–17, 2016

Zdravookhraneniye 26th International Exhibition Health Care, Medical Engineering and Pharmaceuticals
Moscow, Russia, December 5–9, 2016

Arab Health
Dubai, United Arab Emirates, January 30 – February 2, 2017

Medical Fair India's No. 1 Trade Fair for Hospitals, Health Centres and Clinics
New Delhi, India, April 6–8, 2017



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Chemische Fabrik
Dr. Weigert GmbH & Co. KG
Mühlenhagen 85
D-20539 Hamburg
www.drweigert.com

Editors
Michael Kacherai /
Stefanie Kupper
stefanie.kuepper@drweigert.de
Phone: 0049-40 / 789 60-170

Production
FAI GmbH
Agrippinawerft 22
D-50678 Köln



Contact Dr. Weigert:

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!

stefanie.kuepper@drweigert.de

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