

# HEALTHCARE

# Matters

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ISSUE 800 – AUGUST 2021

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## Introducing Panodyne COVID-19 Rapid Test Kits

To support the vaccine roll-out, Multibrands is proud to introduce the post vaccine immunisation test Panodyne COVID-19 Neutralising Antibody Test Kit for effective evaluation of the body's immune response to the vaccine.



It complements the Panodyne range of rapid tests for staff screening in the workplace in all sectors, public and private venues, including schools, places of worship or entertainment venues, as well as care homes to allow family members to visit loved ones:

- Panodyne Antigen Test Kit**  
For rapid detection of COVID-19 infection in both symptomatic and asymptomatic individuals.
  - Panodyne Saliva Test Kit**  
A non-invasive and user-friendly rapid test to minimise discomfort, easier for vulnerable and disabled people to use.
  - Panodyne Antigen & Influenza Flu Virus Test Kit**  
For regular testing during the winter months.
  - Panodyne Antibody Test Kit**  
To measure the protection provided by antibodies post infection.
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## Aspire Pharma: A study in resilience

Consistently among the fastest growing UK healthcare companies over the past five years, Aspire Pharma began 2020 on a familiar trajectory: double-digit growth and high levels of customer engagement driving on-target sales.



But from March the Aspire team, like their industry peers, felt the shuddering impact of COVID-19 and lockdown, and the effects were immediate and profound. Hospital footfall all but stopped, and with it prescribing opportunities and face-to-face clinician contact. Some parts of the portfolio saw volumes plummet in just a matter of weeks – leaving patients without treatment, diverted to already over-stretched retail pharmacies.

So how did Aspire Pharma close out 2020 only marginally down on their record 2019 sales?

They regrouped in April, drawing on all the experience of their team, and made the right changes swiftly and decisively. Precision pricing strategies and agile portfolio additions helped them meet COVID needs in hospitals, supporting home delivery and community prescribing for hospital brands, and redeploying salespeople remotely while safeguarding their key product launches.

By changing what they could and managing what they couldn't, Aspire Pharma showed they have the cornerstone of a successful business: resilience.

T +44 (0)1730 231148  
[info@aspirepharma.co.uk](mailto:info@aspirepharma.co.uk)  
[www.aspirepharma.co.uk](http://www.aspirepharma.co.uk)

**ASPIRE**  
PHARMA

## Care & Independence

What do you get when you combine 30+ years of sling manufacturing expertise with a commitment to improving sling comfort and performance for users? The new glovetm Diamond Deluxe and glovetm Diamond Deluxe Plus slings from safe patient moving and handling experts Care & Independence that's what!



James Bennet, Sales & Marketing Director hails the new glovetm Diamond slings as being "a game changer" for those less able and their carers. Boasting multiple unique design elements including a patented diamond-shaped aperture, patented pressure reducing binding-free leg sections and patent-pending positioning pockets, the glovetm Diamond range is sling innovation at its very finest.

"The glovetm Diamond slings developed these past 18 months surpass anything we have previously produced, taking user comfort and sling performance to previously unprecedented levels," says Bennett. Recent pressure mapping analysis has shown a marked difference in improved pressure distribution and especially pressure reduction at the back of the thigh when hoisted.

Since the launch in April, the new slings have been exceptionally well received by those in the moving and handling sector, with occupational therapists heralding the glovetm Diamond slings as being the "best sling on the market" and their "choice of sling every time".

The future is bright and is looking decidedly purple.

T 0330 128 0808  
www.careandindependence.com

## Point-of-care Calprotectin testing just got easier with new and improved Quantum Blue® III

To better support timely diagnosis, monitoring and treatment optimisation for IBD patients, the newly improved BÜHLMANN Quantum Blue® III reader and tests are the perfect in-clinic solution. Available exclusively in the UK from Alpha Laboratories Ltd, the calprotectin experts, the system offers simple, rapid lateral flow test technology, with full quantitation and LIMS data connectivity.



The tests can easily be performed and read by healthcare personal in the clinic setting during the patient's appointment. The ability to act on immediate results can improve patient management, save valuable resources and ease patient anxiety that inevitably comes from delay.

The Quantum Blue reader is a small, dedicated bench top instrument offering touch screen or optional bar code data entry. Results can be directly transferred to your data system, printed or downloaded to USB. For faecal or serum calprotectin assays, results are available in just 15 minutes. Tests for monitoring serum trough levels of the biologic drugs Infliximab and Adalimumab and their anti-drug antibodies are also available, giving results in one hour.

Please visit: [www.calprotectin.co.uk](http://www.calprotectin.co.uk) for further information or contact Alpha Laboratories on 0800 38 77 32 or email: [marketing@alphalabs.co.uk](mailto:marketing@alphalabs.co.uk)

## The Portascanner® COVID-19 by Coltraco Ultrasonics

For the first time ever, the science of ultrasonics can now be used in hospitals and pharmaceuticals to help reduce airborne contagion spread, and maintain critical sterilisation, via the Portascanner® COVID-19 by Coltraco Ultrasonics. Maintenance of our rooms/wards has never been more pressing, as a December 2020 study showed that 56% of air samples taken from hospital hallways contain high levels of coronavirus (JAMA Network).

Existing methods for achieving pressurisation are disruptive - requiring patients to be moved, costly - bringing in third-party contractors, and ineffective - user cannot identify specific areas of leakage, leaving remedial action to inaccurate speculation. Whilst 2020 hit the pause button, innovation thrived. Coltraco Ultrasonics applied 30 years of expertise to design a solution to help the NHS fight COVID-19 which resulted in winning a UK-Government funded Emergency Response Grant. Seven months later, Coltraco Ultrasonics proudly present a solution to improve

air quality and protect staff and patients against the spread of airborne diseases, such as SARS-CoV-2 and beyond.

Portascanner® COVID-19 is a non-invasive answer to 'patch and hope' measures. With minimal training this maintenance equipment allows the user to efficiently locate and then quantify the leaks, as small as 0.5mm in diameter. The air flow rate can then be calculated, generating an air permeability value for an entire cleanroom or hospital ward. The healthcare sector can now go above and beyond standards, with the ability to photograph, record, and export test reports, all in the tap of a finger. Maintaining pressurisation for the control of infectious diseases, and sterilisation for hazardous drugs has never been more pertinent.

Please contact: [sales@coltraco.co.uk](mailto:sales@coltraco.co.uk) or phone 020 7629 8475 or visit: [www.coltraco.co.uk](http://www.coltraco.co.uk)



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## Mainteno facilities maintenance & management software

Mainteno is an advanced award-winning facilities maintenance and management software that streamlines every aspect of maintenance management processes.

"We provide online software and have provided online maintenance management software for the past eight years," said Mainteno's David Lattimer. "Our software is extremely diverse and adaptable for many industries and has been used to manage many different types of facilities by companies including The Dogs Trust, DPD, funeral homes, schools and care homes."

All accessed through one easy to use platform, Mainteno is a CMMS (Computerised Maintenance Management System) which provides a CAFM



(Computer Aided Facilities Management) solution for organisations.

Designed with an easy to use dashboard, Mainteno provides all the relevant data in one central system

enabling the user to access all aspects of facilities managements through its functions including managing maintenance, scheduling maintenance, creating fault repair reports, asset tracking, general task management, creating checklists, invoicing, enquiring and managing quotes and tendering of contractors and supporting contractors.

View a detailed explanatory video of Mainteno here: <https://vimeo.com/425488696> or for any further information, please see the details featured below.

Contact  
T +44 (0)208 798 3713  
sales@redro.co.uk  
www.mainteno.com

## Jolly Trolley brings therapeutic activity and entertainment to patients that are isolating

The Jolly Trolley® is an essential for any care establishment as it promotes social interaction between the service users and their carers. This innovative system is fully mobile and battery operated, allowing residents who may be unable to leave their rooms to also be included with ease. The Jolly Trolley® comes complete with its own videos, quizzes, karaoke and other content, but personal music, photos and films can then be added from a USB stick to really bring out the magic!



Don't just take our word for it – here are just some testimonials from our very happy Health and Social Care clients:

Chester Park – Megan Allan, Activities "The fact that we can upload what is relevant to the specific Individual is so meaningful for that person and I can assure you we have shed some tears being able to be part of that residents memory journey. It has been an amazing addition to our care home – from staff and residents – thank you."

Pennine NHS Trust – Beech Ward "We have been able to provide therapeutic activity & entertainment with ease to patients that are isolating."

To see what the Jolly Trolley® can do for you, call us for a free demonstration on 0800 093 8499.

## Foldaway Swing

Sensory Integration Rooms are therapeutic spaces used by Occupational Therapists & Physiotherapists to help their clients become more comfortable with their bodies and the way they move. They are essential spaces for people with motor issues, disabilities or injuries.



Filled with therapeutic resources, such as swings, rollers and balance beams, Sensory Integration Rooms nurture and develop Vestibular (balance) and Proprioceptive (movement) systems. It's a highly regarded and inclusive form of physical and mental therapy that boosts the user's self-confidence.

Portable Sensory Integration Resources are the perfect solution for any OT on the go. Lightweight, portable and practical, they can be brought to any space and be ready for use in a matter of minutes, allowing OTs to create personalised therapy sessions for their clients in an area that works for them, whether that's in a lounge, bedroom or garden.

Our top portable resource for the summer is the Foldaway Swing. Perfect for indoor or outdoor use, swings nurture proprioceptive, vestibular, and motor skills in a relaxed and natural setting.

Don't forget that our experienced design and installation team are always on hand to help you create a bespoke sensory integration space perfect for your clients, budget and space. Get in touch today.

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# May we introduce our new extended operating time legionella and Pseudomonas sterile shower filter



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The Baclyser® neo S is a disposable point-of-use water shower filter which, as a CE-marked medical device can be used in hospitals, clinics, nursing homes and wherever water filtration is important.

The hollow fibre membrane with a proven retention efficiency of 7 log steps complies with the FDA definition of sterile filtered water.

Unique RetroGuard concept: Maximum protection against retrograde contamination. Thanks to Metalskin Medical® as a coating at the jet disc an antibacterial efficacy is given at the outlet. Another plus: the hygienic design.

Baclyser® neo series: High performance with an optimal water flow and maximum retrograde protection. Depending on your needs we also offer the Baclyser neo series with a service life of up to two or three months – marked with different tones: Easily distinguishable and exchangeable.

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# The Meaningful Connections Community

The Meaningful Connections Community is a place to connect with others and lift your learning and development experience to a new level. It is a community that will inspire, challenge, and support you. The level of engagement is completely up to you and is flexible according to your needs.

### Who can join? Anyone and everyone

The unique difference in this community is the variety of approaches allowing you to engage and experience. The range of resources caters for all people relevant to your way of learning and your



situation. It is all about the lens you choose to look through and in this case the lens is you.

### What's in it for me?

- Fulfil your CPD requirements accessing a variety of CPD certified materials and development tools, all in one location
- Access exciting new resources for your

- personal and professional use
- Challenge and change the mindsets of existing care cultures through sharing, learning and connections
- Share best practices of person-centred care
- Learn from the international experience through others
- New learning experiences.
- Engage in online discussion

T 01273 242335  
[admin@meaningfulcarematters.com](mailto:admin@meaningfulcarematters.com)  
[www.meaningfulcarematters.com](http://www.meaningfulcarematters.com)

## Meaningful Care Matters

### WORKSHOPS & WEBINARS: EMPOWERING SOCIAL CARE WITH THE TOOLS TO BE OUTSTANDING

Meaningful Care Matters is a leading care and organisational development group that specialises in helping health and social care providers to access a variety of support services.

The group helps to facilitate the creation, reinvigoration and sustainable implementation of person-centred care cultures where people matter, feelings matter, and we are 'Free to be Me'.

Currently, care providers can make use of the group's range educational and innovative online tools, including:

#### Back to Person Centred Care The importance of self-care

This online workshop will focus on the compassion fatigue that has become prevalent with frontline teams in this COVID pandemic.

The course is all about person centredness and coming back to the heart and soul of what care culture is about. Achieved through an action learning process, participants can:

- Reflect** - consider the feelings and emotions as well as the practical implications of operating in a person-centred way
- Recharge** - look at strategies that will energise and maintain mindfulness and well-being to help support individuals and teams
- Regenerate** - refresh the passion, vision, and structure of a person-centred approach in a tangible, practical and meaningful way

**Key outcomes include**

- Renewing the care team by bringing members together and having space to reflect on the emotional impact of working in the climate of COVID-19
- Building an emotionally intelligent and self-aware leadership team that has the confidence and clarity it needs to support person-centred approaches in challenging times
- Establishing resilient and reflective care teams
- Finding ways of balancing infection control and quality of life
- Enhancing individual problem solving and communication skills in a safe environment

**What does the course involve?**

- Six 60-minute zoom sessions over a six-week period with teams of 8 to 10 participants
- Specific resources and tools from Meaningful Care Matters to support learning and outcomes
- Wellness and mindfulness support with tools from The Coach Approach

#### Action Learning to improve Person Centred Care Through Mindfulness

These webinar sessions offer support materials on 5 key topics unique to each home

The weekly group support sessions can accommodate teams of up to ten. A facilitator will oversee the live discussion, exploring the impacts COVID-19 and other lifestyle factors that can result in decreased resilience and compassion fatigue.

Based on 5 sessions over 5 weeks, the forums cover ideas, strategies, and support mechanisms for how to achieve a meaningful connection.

The group sessions are split into two parts:

**Connections Matter**  
A 40-minute session where five key challenges unique to each home are reviewed, before looking at how they have impacted the team and how members can make positive changes to improve their well-being.

**A Practical Approach**  
A 20-minute session where practical implications are explored before looking at how to support the learnings from the aspect of the live webinar.

For more information on these online training sessions and other services Meaningful Care Matters provides, please call, email or visit:

01273 242335  
[admin@meaningfulcarematters.com](mailto:admin@meaningfulcarematters.com)  
[www.meaningfulcarematters.com/services/the-learning-leases](http://www.meaningfulcarematters.com/services/the-learning-leases)

## Standex Care: The new standard in care management solutions

Standex Care in association with Carebeans – bringing our customers the best care software for care providers who strive to be Outstanding.

Following a three-year collaboration, Standex has launched the 20:20 suite of care management products. The collaboration combines the expertise of care software developer Carebeans with Standex's 30 years' experience and expertise in care planning and recording.

The 20:20 range is designed to become the 'go to' digital care management system, offering a complete care

management solution. It has been named to reflect the two companies' sharpness and clarity of vision in care management. The product suite comprises:

- **Care Planning:** CARE20:20
- **Domiciliary Care:** DOMCARE20:20
- **Rostering and Scheduling:** ROTA20:20

**Coming soon:**

- **Time and Attendance:** TIME & ATTENDANCE20:20
- **Payroll and Billing:** PAYROLL 20:20
- **Finance:** FINANCE 20:20



The complete solution for digital care management.

The core values of Standex cover working together, outstanding respect, dignity, and compassion for all, a commitment to quality, sustainability and ethical values.

**Call +44 (0)1604 646633 to book a demonstration today and discover how our 20:20 suite of care products can help your care business grow.**

## CaterCloud enhances its free offering

Manchester-based, e-f group has released the latest enhanced feature version of its FREE TO USE cloud-based, menu management platform, CaterCloud.



The easy-to-use, next generation allergen, nutrition, menu planning and costing system offers a wealth of enhanced functionality to help caterers gain significant efficiencies in their operations, to control costs and profits.



CaterCloud helps businesses ensure food safety remains a key focus. With food labelling regulations set to change in October 2021 as a result of Natasha's Law, all England-based businesses working in the food industry will be required to clearly label all foods produced and packed on their premises for direct sale, with a full list of ingredients detailing the full allergen profile.

**CaterCloud is without doubt the smartest, most intuitive platform available to caterers. For more information, please visit: <https://www.catercloud.com/menu-management-success-and-compliance-with-natashas-law-catercloud-enhances-its-free-offering>**

## IBS and back pain? It might be more than you think



Many people have been worried about visiting their doctor or pharmacist because of the coronavirus pandemic. This may have been due to their concerns about contracting the virus, fears of burdening the NHS or dismissing their symptoms for being a change in routine attributing pain to an injury.

During the peak of the pandemic, it is estimated urgent referrals for cancer were down by 75%, equating to an estimated 2,300 missed cancer diagnoses every week. Pancreatic cancer is the 5th biggest cause of cancer death in the UK and one of the worst survival rates of all common cancers. Urgent action is required because the survival rate can jump significantly if the cancer is caught early and in time for treatment.

Pancreatic cancer can present as mid-pack pain, unexplained weight loss, abdominal pain or indigestion. Often if you are experiencing these symptoms, the cause is not cancer. But if you have noticed yellowing of your skin or eyes, or changes in your poo, contact your GP or call 111 to be safe.

The UK is opening up, and 1 in 3 adults across the UK have had their second vaccine. It is time to put your health front and centre.

Our charity Pancreatic Cancer Action was founded by a pancreatic cancer survivor who proves that early diagnosis is achievable and survival is possible. We focus on ensuring that patients are diagnosed at an early stage to have the best chance of survival.

**For more information, visit: [www.panact.org/symptoms](http://www.panact.org/symptoms) or call: 0303 040 1770.**



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## What next for online pharmacies in a post-COVID world



Mohammed Yasir runs a high street pharmacy in Lancashire and is the founder of online pharmacy MyPharmacy.co.uk, which has seen growth throughout the pandemic. With a perspective from both the high street and online point of view, Mohammed shares his thoughts on what the future holds for the high street pharmacist.

A recent paper from the Local Government Association<sup>1</sup> revealed that in November 2020, High Street footfall levels were at 45% compared to the same period last year. This comes as no surprise as lockdowns and forced closures have taken a tremendous toll on high street businesses in both retail, leisure and hospitality throughout the UK.

However, the same article also notes that, "Before the pandemic, footfall had dropped over 10% in the last 7 years. Internet sales had risen to 21% of all retail sales at the end of 2019 compared to 7% a decade earlier."

As Managing Director of both a high street pharmacy in Lancashire and an online pharmacy, this is certainly a pattern Mohammad has observed as well.

**Contact**  
**T +44 (0)1254 882800**  
**info@mypharmacy.co.uk**  
**https://www.mypharmacy.co.uk**

1. <https://www.local.gov.uk/parliament/briefings-and-responses/future-high-street-house-commons-10-december-2020>

## MGPS Services Ltd: Independence you can depend on



MGPS Services Ltd is an independent company accredited to ISO 9001:2015 that provides Medical Gas training, AE Services, AP Duties, Testing & Commissioning, Compliance Audits, System Validation & Schematic Drawing, writing of Operational Policies, Project Management and various other Medical Gas Consultancy services.

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**+44 (0)7775 751336 for further details.**

## Hydroxyl Purification in a Post COVID Era

A post COVID-19 era sees the mass uptake of air purifiers and disinfection units across homes and commercial businesses, generally from domestic retailers with a focus on fast sales and low impact products. For those that have done their research on natural processes of effective disinfection and purification, you'll have come across the term Hydroxyl or Hydroxyl Radicals, in short OH, a topic that will continue to gain traction as more research is done on effective clean air solutions.



The Wellisair air and surface disinfection unit is a

patented device that generates an abundance of the natural air purifying substance OH, to effectively clean and purify all air and surfaces around it, removing 99.9% of all hazardous elements naturally.

For the unaware amongst us, OH is the most natural oxidant, often termed the 'detergent of the atmosphere' as it reacts with many pollutants and purifies them. Hydroxyl radicals (OH) perform biocidal functions in viruses, bacteria, allergens and mould that enables the degradation of organic compounds in the air and turns them to mineral forms or harmless water-soluble organic compounds.

**Learn more about Hydroxyl technology and the Wellisair clean air solution by visiting our website or call: +44 (0)1782 349430.**

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**www.axaironline.co.uk/blog/wellisair-advanced-technology-explained.html**



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- Site-specific Operational Policies & Procedures.
- Policy implementation and assistance setting up Medical Gas Committee.
- Authorising Engineer services (operational management audit (Part B) and AP Assessments).
- Authorised Person services (AP cover for your hospital).
- Medical Gas project management.
- MGPS As-Fitted and/or Schematic drawing service.

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"Independence you can depend upon"

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scheduling maintenance, creating fault repair reports, asset tracking, general task management, creating checklists, invoicing, enquiring and managing quotes and tendering of contractors and supporting contractors.

Mainteno Facilities Management Software from David Lattimer on Vimeo.

View a detailed explanatory video of Mainteno here: <https://vimeo.com/425488696> or above or for any further information, please see the details featured below.

Contact  
T +44 (0)208 798 3713  
sales@redro.co.uk  
www.mainteno.com

## Ontex launches ambitious new environmental campaign

Ontex, a leading, global provider of continence care products has launched an ambitious new environmental policy to become a carbon neutral operation by 2030 with zero waste to landfill in the same year.



With a company ethos to make a difference by building a world where everyone has access to affordable, personal hygiene products, sustainability is a fundamental part of the strategy moving forwards.

To achieve this ambitious goal the company has set out an upscaled sustainability strategy with three clear goals:

- 1 Recycling and recycled packaging:** 100% of all packaging will be recyclable by 2030 and they will increase renewable and recycled plastic in their plastic packaging.
- 2 Zero production to waste:** By 2030, all Ontex production sites will have zero waste to landfill and they will be in a position to turn waste into resources.
- 3 Circular solutions:** Circularity will be a prime design consideration for absorbent hygiene products.

For further information visit: <https://www.ontex.com/sustainability> or watch this short YouTube video: [https://www.youtube.com/watch?v=\\_yet8qnUYSI&feature=emb\\_logo](https://www.youtube.com/watch?v=_yet8qnUYSI&feature=emb_logo)

Contact  
T +44 (0)1536 269744  
salesandmarketing@ontexglobal.com  
<https://www.ontex.com>

## Facilities Maintenance Management Software

Simple to use, easy to maintain and very affordable.



### Award-winning Maintenance Management Software

Meeting the maintenance management needs of every sector, including:

Retail | Care Homes | Leisure Clubs Race Courses | Charities | Pub Chains | Office Management | Logistics



Mainteno is a complete, cost-effective solution for task facilities management.

Whether it's managing planned maintenance or dealing with fault repairs, Mainteno simplifies the day-to-day maintenance of almost any organisation.

Our award-winning software keeps everyone in the loop and archives all your communication and documentation in one place. For total control of your organisation's assets, Mainteno also seamlessly incorporates asset management and tracking.

Mainteno streamlines every aspect of the maintenance management process, saving your organisation time and money.



Usability made affordable

Mainteno was designed with practicality in mind. The interface is so intuitive that basic operation can be learned in minutes, and you can be a power user in one afternoon.

Elegant usability usually means a hefty price tag – so our customers are often surprised to learn just how affordable Mainteno is.

### No set-up fees, no lengthy contracts.

Mainteno adapts to any organisation's maintenance needs.

- ✓ Reporting tasks and faults
- ✓ Asset tracking and value reporting
- ✓ Invoice management
- ✓ Add multiple images and documents
- ✓ Detailed analytical reporting
- ✓ Dashboard reporting showing live status of all tasks
- ✓ Management of all planned maintenance schedules
- ✓ Compliance testing and inspections
- ✓ Email alerts of expiring insurance documents
- ✓ Compliance documents storing in one place
- ✓ Direct allocation of work to relevant parties
- ✓ Can be used for help desk
- ✓ Vehicle insurance and MOT scheduled reminders
- ✓ Supplier performance management and reporting
- ✓ Warranty and insurance management
- ✓ Can be used on any web enabled device
- ✓ Link tasks to calendar
- ✓ Create check lists for compliance purposes
- ✓ Contractors Quotes and Invoice Management
- ✓ Contractor Login upload function

## Environmental Science Group Limited (ESG)



ESG is proud to announce the opening of a new 30,000 sq. ft. facility in Lagos, Nigeria that includes a production plant, offices, training centre and a laboratory. The new facility trading as Environmental Science Hygiene Limited (ESH, Nigeria) will go into full production during the second quarter of 2021.

ESG based in March, Cambridgeshire announced last year that the company was expanding and restructuring their business to move into the development, manufacture, and distribution of hygiene products. Its subsidiary company ESH UK has now developed a number of high-quality alcohol-based Liquid, Gel and Foaming hand sanitisers that are safe and effective.

The Palm Tree Foaming Hand Sanitiser is unique and different from other current products for the following reasons:

- Vegan friendly
- The alcohol is naturally sourced
- Sanitises and moisturises skin
- The alcohol content is in excess of 60% as recommended by the WHO and the products conform to BS-EN1276 and BS-EN1500.

Contact  
T +44 (0)1354 653222  
sales@envsciencegroup.com  
www.envsciencegroup.com

web : [www.mainteno.com](http://www.mainteno.com)



email: [sales@redro.co.uk](mailto:sales@redro.co.uk)

## Contract Soft Furnishings Specialists

WL Interiors is a contract curtain, blind and soft furnishings manufacturers and installers, based in Yorkshire. Providing services on a national scale, WL Interiors maintains an impressive 20 years of experience in supplying high quality soft furnishings to the hospitality, healthcare and construction industries.



A chosen supplier by many industry leading companies, WL Interiors eliminates the stress of procuring contract curtains, blinds and all soft furnishings for its clients. Providing a full comprehensive service, WL Interiors handles all aspects of a client's project including initial consultation, measurements, installation and after care.

Designed in-house, the company puts a strong importance on providing high quality soft furnishings and services to maintain the quality of products with after care services that include replacement items, care instructions and other assistive services to ensure longevity, satisfaction and quality.

Able to work both from scratch and off existing design schemes, WL Interiors ensures its clients soft furnishing designs are completed to their specifications. Used by many different industries, WL Interiors services can be spotted in hotels, care homes and public spaces through the whole of the UK.

For any further information, please see the details featured below.  
**T 01924 566100**  
**enquiries@wl-interiors.com**  
**www.wl-interiors.co.uk**

## Wideblue develops new medical device in fight against Covid-19



Leading product design and development consultancy Wideblue has developed a ground-breaking new medical device which could help the NHS quickly discover whether Covid-19 patients are deteriorating or improving and need additional treatment.

Developed for client Cambridge Respiratory Innovations (CRI) the N-Tidal device is a simple-to-use, fully automated, small battery powered personal capnometer which is used to dynamically measure the amount of CO2 in exhaled breath and thereby assess a patient's lungs.

Normally a device called a spirometer is used to assess lung strength but this requires the patient to blow hard into a tube. This procedure is now understood to disperse coronavirus particles into the air. With the N-Tidal, patients simply breathe in and out the device in a normal relaxed manner. A replaceable mouthpiece and breath tube with integrated infra-red window means that the device can be used by multiple patients and prevent cross-contamination.

The N-Tidal device was developed for Asthma and COPD patients but can also be used by doctors to test lung health in recovering Covid-19 patients. Data is transmitted wirelessly to a digital dashboard where clinical staff can get an overview of a each patients lung health.

[www.wide-blue.com](http://www.wide-blue.com)

## 5 reasons why you should choose LaundryTec



Chester based LaundryTec since its foundation in early 2016 has become one of Alliance International's major UK distributors. Founded by Jeremy Hartigan, the team

of industry professionals with the backing of the Alliance Lavamac brand and supported by its service partner PDS Laundry based in Nuneaton. They supply a significant number of the UK's leading health care operators with equipment, installation and after sale support.

The LaundryTec designs offer not only washing, drying and ironing equipment but a full range of handling, distribution, folding and identification systems, to create a fully functioning laundry complete with all items necessary for efficient operation. Every LaundryTec machine includes full installation options, including the removal and disposal of an existing machine. A training program and a minimum of 24 months part and labour warranty.

The environment is at the forefront of every operator's mind.

Standard specification on a Lavamac machine includes functions that automatically weigh and control the energy input into the machine and store the data in the machine's memory. Our LS range of electric heat pump dryers require no ventilation or gas services and operates at 3kw per hour.

5 reasons why you should choose LaundryTec:

1. Cost
2. Efficiency
3. Service
4. Design
5. Innovation

**Contact**  
**T 0151 317 3127**  
**www.laundrytec.com**

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## Worries over indoor air quality fester during pandemic, finds new research

As bars, restaurants, non-essential retail and workplaces continue to welcome back customers and employees following the lifting of the second national lockdown, new research reveals that UK consumers are increasingly anxious about the impact of indoor air quality on their chances of contracting the virus. According to a survey commissioned by CleanAir Spaces, the majority (56%) of Brits think more about indoor air quality than before the pandemic hit.

While millions of people have been welcomed back by the hospitality sector over the last week (with or without a substantial meal), less than a quarter (24%) believe that the air quality inside pubs and restaurants does not increase their chances of contracting COVID-19. In fact, more than half (53%) are confident that the air quality inside venues does impact their chances of catching the virus.

However, perhaps illustrative of the Government's challenges in communicating the science around



COVID-19, nearly a quarter (23%) of UK consumers don't know whether air quality in venues would increase their risk.

The findings, based on a nationally representative survey of n=2,085 adults throughout the UK conducted by polling company, ORB International, suggest that businesses have a lot to do to make visitors feel safe within their environments, but also offer an indication on how they can answer those concerns.

Nearly half of respondents (47%) said that an air quality rating system would help them to choose one venue over another.

[www.cleanairspace.com](http://www.cleanairspace.com)  
<https://biotechgroup.uk/>

## Advances in heat transfer herald a new dawn for building energy management

For many years, facility managers have been at the forefront of an organisation's efforts to introduce and maintain practices that are environmentally friendly. Recycling is universal, LED lighting is commonplace, and buildings are now designed from the ground up specifically to mitigate environmental impact. In fact, to drive forward an organisation's green credentials, there is increasing pressure to find new and innovative ways to increase a building's energy efficiency and reduce its impact on the world around us.

Individual building management policies tend to focus on looking at the way in which air conditioning systems are used, rather than the efficiency of the systems themselves. It is essential to use fluids to circulate heat effectively but there's previously been a dearth of available options to improve that efficiency. It has been a choice between a poorly performing



heat transfer fluid or simply water.

Jonathan Smith, Technical Sales Manager at Kilfrost, said, "Chilled water systems are used in the majority of air conditioning units in commercial properties because the alternative, propylene glycol, just isn't efficient enough. It is fairly viscous, meaning it takes a great deal more pumping power to circulate the fluid through the system."

But now, new developments promise to end the dilemma and herald new green options – and cost savings – for energy and facilities managers. Scientists at British-based Kilfrost have used their expertise in the aviation industry – they are recognised as the original pioneers of de- and anti-icing fluids – to take on the challenge.

Jonathan said, "We knew we had to make a fluid that was more energy efficient than glycol,

but also one that could maintain its efficiency at low temperatures. It was essential to reduce pumping costs and increase hydraulic efficiency."

The results of testing the new Advanced Low Viscosity (ALV) fluid were impressive. It has been shown to be up to 66% less viscous than MPG and offer lucrative energy savings. It has an operational temperature down to -40°C and outperforms MEG, MPG, Bio-PDO and ethanol-based heat transfer fluids.

The ALV fluid is part of a family of efficient heat transfer fluids created by the firm, which have been shown in trials to offer electricity savings through a reduction in pump operating costs. A non-toxic, NSF certified version, ALV PLUS, is also available for use in the food and beverage sectors.

T +44 (0)1434 320332  
[info@kilfrost.com](mailto:info@kilfrost.com)  
[www.kilfrost.com](http://www.kilfrost.com)



## 'Working at height' solutions

Leaders at fall protection company Pure Safety Group (PSG) and HSE Global Series, the UK-based safety focused education and networking association, announced recently that the organisations have formed a new exclusive partnership to educate companies and their employees on fall protection to reduce the risks of working at height. The agreement is effective immediately, through the end of 2021.

PSG and HSE Global kicked off their partnership at the HSE Global North American Congress, which happened virtually from November 9-10. In 2021, PSG will play a major role on the topic of fall protection at two more HSE Global congresses, held in the UK. At the events and throughout the year, PSG will be an ongoing educational resource for advancements in fall protection equipment innovation, dropped objects risk mitigation, and height safety and rescue training. HSE Global clients will have access to PSG safety resources, including engineered services expertise, fall protection planning, information on ever-changing safety standards for



compliance, care and maintenance of equipment, and training. Current access to PSG knowledge will be through the virtual booths at HSE Global events, where safety leaders can get real-time guidance.

According to PSG CEO Jeff Ward, the new partnership is part of the company's strategy to create strong industry alliances to continue to enhance at-height safety throughout the world.

[www.puresafetygroup.com](http://www.puresafetygroup.com)



## Directed Systems joins forces with Arcos

Directed Systems Ltd announced a strategic alliance with Arcos, Inc. to manufacture and supply its innovative health technology product called Hypotension Decision Assist (HDA)™ to hospitals across the USA; designed to help clinicians manage blood pressure and the cardiovascular system in patients undergoing anaesthesia during surgical procedures.

The novel technology has been designed as an adjunct to patient monitors used in operating rooms to help keep patients stable and avoid inter-operative hypotension (IOH) episodes that are associated with negative outcomes for patients, including increased risk of mortality and organ damage. The technology has been prioritised for launch in the USA following its receipt of the U.S. Food and Drug Administration (FDA) 510(k) clearance of Hypotension Decision Assist (HDA)™ in November 2019.

This business alliance is a positive step for the British company as an example of



a UK health technology company exploring opportunities beyond its 1 January 2021 Brexit departure from its European trading partner the European Union, as it now makes available its innovative HDA technology in the United States, the largest market in the world for healthcare.

<https://directedsystems.com/>

## SteriType® helps safeguard your people & your workspaces

Workspace protection and staff safeguarding is essential right now, but keeping high-touch areas sanitised can be time-consuming and frequent cleaning can damage computer equipment, especially keyboards.

The SteriType® workspace protection range – including hygienic keyboard and laptop covers and anti-viral surface film – is designed to help.

SteriType® keyboard and laptop covers withstand frequent sanitising with harsh chemicals, protecting against damage from cleaning fluids and accidental spills.

Offered as removable covers – so every individual can have their own – or a fixed option, covers are available for all major keyboard brands, or custom moulded for significant quantities.

The anti-viral, self-adhesive film inactivates >90% of enveloped viruses (including coronavirus) within two hours. Easy to apply to door handles, push plates, handrails, desks and surfaces, the film withstands cleaning chemicals, and comes in 10m and 25m rolls, for cutting to size.

HTM 01-05 compliant keyboards and mice, and recyclable phone sleeves are also



SteriType® Protective Keyboard Cover

available.

SteriType products incorporate SteriTouch® lifetime antimicrobial protection against bacteria including MRSA, Salmonella, E.coli, Listeria and more, and have been used in the NHS for over 10 years.

Individual products can be bought online at: [www.steritype.com](http://www.steritype.com) – for larger quantities, custom keyboard covers and complete protection packages, please call 01495 211400.

## Steeper Group exports first UK manufactured Espire™ Elbow

Following the 1st December 2020 announcement as the exclusive manufacturers of the Espire Elbow, Steeper Group has exported its first shipment of the revolutionary prosthetic elbows. Manufactured at Steeper Group's purpose-built production and headquarters facility in Leeds, the Espire Elbow range is for distribution and supply to prosthetic clinics around the world – a significant development for UK manufacturing, in particular boosting the strength of the UK prosthetics market.

Specialising in upper extremity prosthetics manufacture, Steeper Group dedicates significant investment into manufacturing and development. Its innovation teams are consistently making leaps in terms of product development, manufacturing processes and techniques, resulting in more comfortable and functional prosthetic devices like the ground-breaking Espire™ Elbow.

Manufactured by a skilled team of British technicians, the Espire™ Elbow is crafted entirely in-house in the bespoke assembly room for complete quality assurance. Each Espire Elbow is custom-made to order providing unique configuration options to patients, resulting in greater choice no matter the circumstances or condition of their needs. The Espire Elbow is a revolution in the world of prosthetics, boasting a flawless anatomical



Steeper prosthetic technician manufacturing the Espire Elbow at Steeper's headquarters in Leeds in the UK



Revolutionary design mimics the natural movement of the human elbow; as testament to this, the Espire Pro was awarded the Red Dot Product Design Award in 2020

design that mimics the natural aesthetic of the human arm. As a result, and further testament to the design, the Espire Pro was awarded the prestigious Red Dot Design Award in 2020.

As Steeper Group approaches its 100th anniversary in 2021, it continues in the footsteps of its founder Hugh Steeper, who founded the company to treat veterans of the First World War.

Today, its mission echoes his pioneering work and our clinicians and teams continue to combine world-leading technologies with innovative craftsmanship, to provide a wide range of state-of-the-art prosthetic devices – for those in need around the world.

Paul Steeper, CEO of Steeper Group, said, "For the last 100 years our teams have continued to push innovation boundaries. Our specialisms in prosthetic manufacturing have enabled us to bring exceptional products and devices to patients and clinicians around the world, creating positive turning points in their lives. With a purpose-built manufacturing facility in the UK, our teams have the capabilities and expertise to deliver world-renowned prosthetic devices to clinics around the world."

For more information on the Espire Elbow, please contact: [marketingteam@steepergroup.com](mailto:marketingteam@steepergroup.com) or call 0113 270 4841.

## HEALTHCARE COMPANY OF THE MONTH

# Supporting the NHS through COVID-19



# EDAN

A world of potential

Business and Industry Today is proud to announce that Edan Medical (UK) Ltd has been selected as our Healthcare Company of the Month.

Established in the UK in 2017, Edan Medical UK is a Medical Instrument provider to the NHS and private Healthcare providers. Based in Northampton, it distributes innovative and high-quality human use and veterinary Medical Devices and Services to over 200 clinics and NHS hospitals throughout England, Wales, Scotland, Northern Ireland, and The Republic of Ireland.

"We've actually been representing Edan products since 2012 under the name Sulis Healthcare. Edan then bought the company in 2017 to create Edan Medical UK," explained Cliff Juby, General Manager. "I myself have been in the industry for over 30 years, so bring lots of experience and knowledge to the company."

Providing sales, marketing and technical support for the full portfolio of Edan's range, Edan Medical UK is a member of the wider EDAN Instruments Group, a Healthcare company dedicated to improving the human condition around the world by delivering value-driven, innovative, and high-quality Medical Products and Services. As a leading Medical manufacturer, EDAN offers devices for diagnostic ECG, Patient Monitoring, Obstetrics and Gynaecology, ultrasound



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**i15**  
Blood Gas and Chemistry  
Analysis System



Imaging, in-vitro diagnostics, point-of-care testing, and Veterinary applications.

This unrivalled product range is complemented by professional technical support, with a localised service network to stay close to the customer. EDAN

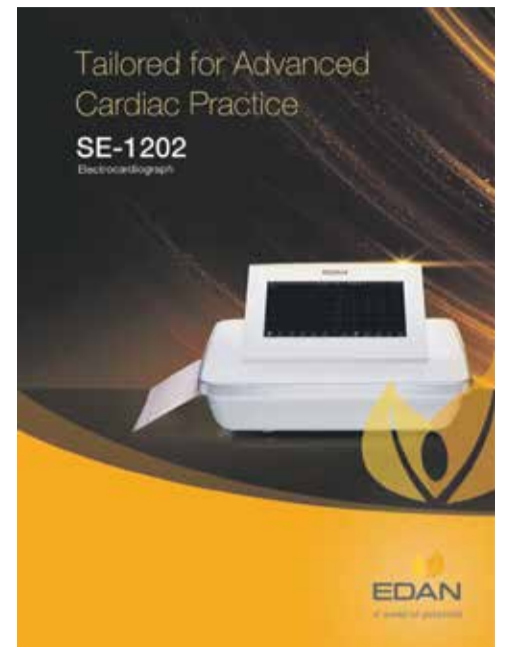


also offers flexible and comprehensive Support Contracts and training for all its equipment, as well as a comprehensive warranty system. "We've built our reputation on customer support, and genuinely are customer focused and understand our customers' needs. We do our best to meet them or exceed them," said Cliff.

Over the last three years of being Edan Medical UK, the business has seen steady growth, until the COVID-19 pandemic began and Edan was more in demand than ever. "In March, we got a phone call from the NHS supply chain to say they wanted to put in an order for 8,500 Patient Monitors, far more than we'd ever had before.

"Obviously we had to be flexible as no one knew exactly how many were going to be needed. By the end of May, we'd delivered about 2,000 monitors, and we were the first provider to get monitors into the UK. This equipped all the Nightingale hospitals across the country. We then shipped out an extra 3,000 monitors throughout June.

"Going forward, we're increasing our sales team and engineering team to cope with the increased numbers of our monitors now in the market place. We're supporting the installation of these 5,000 monitors



- about 2,000 are installed and we're now sorting a strategic distribution plan to get the remaining ones out into the Healthcare market. Of course, it depends how bad the second wave of the pandemic gets, so we will be targeting where hospitalisations are growing."

As well as this outstanding work to support our Healthcare Providers during COVID-19, Edan Medical UK also features training materials for the IM50 monitor which is being used across the country for COVID patients. To find out more information, head to the website or get in touch using the details below.

**Contact**  
T 01604 648600  
sales@edanuk.com  
www.edanuk.com

## EYEWEAR COMPANY OF THE MONTH

# Premium eyewear with total clarity

Business and Industry Today is proud to announce that Eyewear Direct has been selected as our Eyewear Company of the Month.

Established in April 2018 by Brett Waugh, Eyewear Direct delivers the highest quality eyewear at the best prices, forging long-term and collaborative customer relationships based on total clarity. "There are two sides to what we do. On one side, we manufacture and supply optical frames and sunglasses for eyewear brands, working with them to discover their brand essence and what they want their products to be," Brett explained. "Sometimes

we design things, or sometimes we can source a better supplier for them as we have longstanding relationships with a number of suppliers.

"On the other side of things, we design and manufacture our own collections which we distribute to independent opticians and distributors around the world. We have two collections that we own, Hook LDN and Ashton Riley, and then we also distribute other brands to offer a wider portfolio, including Redeale, Sunwise Rx, and most recently INVU."

Eyewear Direct's collaborative nature is one of the key reasons Brett started the company nearly three years ago. "I worked for other eyewear companies for many years, and wanted to be part of a business that works in collaboration with customers rather than just selling to them," he explained. "It might be a subtle difference, but we strive to be open and transparent about what we do. We're clear about what the costs are and what each element of the product costs so our customers can make the best decisions for their business.

"It's not just the cost of the frame, but the freight and packaging expenses amongst other considerations. We deal with eyewear exclusively, so we know all the nuances and subtleties. This means we can spell everything out to people and show them where their money is being spent, which in turn helps them make the best solution for their business and customers."



Furthermore, this collaborative approach is highlighted by one of Eyewear Direct's own brands, Ashton Riley. "We give shares in Ashton Riley to the stockists, so anyone who buys the products builds up share points that will be converted to shares when the brand is self-sufficient. Once it has enough critical mass

to be self-supporting, we'll be separating Ashton Riley into its own limited company, at which point all the stockists who support the brand will become shareholders. We like to be creative in how we work with customers, and because those who stock it feel more ownership, we get great feedback about how to improve it as they are invested in its success."

A recent addition to Eyewear Direct's range of brands is INVU, a sunglasses brand that has notably high quality lenses. "They're ultra-polarised, and offer a high quality sunglasses solution at a good price on the market which is accessible to everyone. We decided to take on INVU because it fits nicely with our other products, offering something better or different while still delivering value for money. They're not the cheapest or the most expensive products, we work to deliver the highest quality for the product on everything we supply, and INVU fits nicely into this mission."

Looking to the future, Eyewear Direct will be working on extending its distribution across the world, as well as increasing its sales force and developing its work with independent opticians in the UK. Despite the



difficulties in 2020 due to COVID-19, Eyewear Direct has managed to continue its growth, which only looks set to continue throughout 2021.

To find out more information, head to the website or get in touch using the details below.

**Contact**  
T +44 (0) 207 193 3334  
enquiries@eyewear-direct.net  
www.eyewear-direct.net

