

# The Responder

“Progress Saves Lives...”

EDITION 47  
JUNE 2022

## From the Editor's Desk

Greetings all and a very warm welcome to the June 2022 edition of The Responder.

Well, it certainly has been a busy month for us. So much so, that I had to postpone our May edition to June. We had both our ISO 9001 and ISO 13485 audits recently, which is always a busy and stressful period for us, however we are pleased to say that we passed both audits with flying colours. It's a great testament to how serious we are about the quality of the medical devices and other products we manufacture and distribute, both in South Africa and abroad.



Well, we are also really excited to give you a bit of a sneak preview at a new Chest Wound Seal we have been working on for well over a year now. It's called the PneumoPatch™ and it will be introduced as an

addition to our range, rather than as a replacement for our very popular CritiSeal™ Chest Wound Seal. That's pretty much all I will say for now, so if you want to find out more about this exciting new addition, you're going to have to head on over to the next page and read about it in our New Product Showcase column. It's going to be excellent!

As a company, we are still reeling from the aftershock of the life-changing floods that battered KZN. We were devastated to learn that two of our much-loved Durban branch staff had succumbed to the flooding. It really hits home hard when it has such a direct impact on our staff. Nomthandazo Nene, known as Thobe by our BSPM Durban

family, was a hardworking prep-trimmer and a reliable team member. She was always smiling and laughing and sharing her positive spirits with her colleagues, and her passing is such a tremendous loss to all of us. Thembelihle (Thembo) Mthethwa started as a trimmer and trained herself in her spare time to become a valued machinist. She was a hard-working and considerate colleague. Thembo gave birth to a beautiful baby girl, Sandisele in February 2022, but sadly they were both lost to the floods together. Such a terrible loss to their families and to the Be Safe family. Thobe, Themo and little Sandisele, you will always hold a very special place in our hearts and you will be missed terribly. Our sincere condolences to their families and loved ones.

As mentioned in a previous edition of The Responder, June will see our current KZN Branch Manager, Nicki Wiggett, hand over the management reins as she embarks on a new adventure and life in South Korea. We thought it important that we dedicate some time to acknowledge Nicki for all that she has done in setting up and managing our very successful KZN Branch, but also to introduce you to the incoming Branch Manager, Aatiyah Perry. Of course, she has pretty big shoes to fill, but we believe that she is the very best choice to do so. We know our KZN clients will be in very good hands with Aatiyah.

As always, we have some great specials lined up for you, so if you are keen to save some money, click on the product link and you'll be taken to our website where you can place your order.

So, with that said, I wish you happy reading!

*Gavin Sutton*

Editor: The Responder

## New Product Showcase

### The PneumoPatch™ Chest Wound Seal

One of the most exciting things we get to do, is develop new medical devices. There is nothing that compares to taking an idea, putting your thinking cap on and developing it into an effective medical device that is designed to save lives. As a company, we are passionate about pre-hospital emergency and critical care. Now what I am talking about here is that very short space of time pre-hospital medics have to convert a potentially bad patient outcome into one far more favourable. It requires a level head, an ability to think laterally, sound clinical skills and of course, access to the right device.

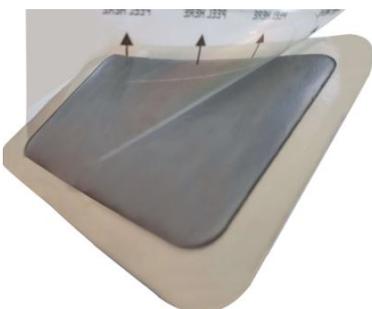
We have been really fortunate that many of the devices we have developed and manufactured, have all been really well received in the South African market. Some have also garnered quite a bit of interest and support in a number of countries outside Africa. Our CritiSeal Chest Wound Seal has found its way into IFAKs currently been used in the Ukraine Emergency Services and Tactical Medical Units. Having a device designed by us that is being added to kits alongside some of the biggest brand names in world is a huge privilege for us and it goes to show that there are some terrific products being developed in South Africa.

One of the things we have been working hard at is expanding on our range of chest wound seals. In fact, we have been working on a new design to add to our range for over 18 months now. It's not to say that our current CritiSeal is not a great product, because we know it is, however, it really is about giving emergency care providers more choice and ultimately expanded treatment options.

We are really excited to give you a sneak preview into our very latest chest wound seal, the PneumoPatch V™ and PneumoPatch NV™. The V is our vented version with integrated one-way valve and then of course, the NV version is non-vented. So why two different versions? Well, although most end-users prefer using a vented Chest Wound Seal on most patients, there are still a large number of services who prefer using non-vented Chest Wound Seals. If we are going to offer a product that is going to be competing with similar products on the international market, we will need to afford clients options. Secondly, the PneumoPatch NV™ will offer a slightly lower height profile than the V version, so it will also fit in really well when we launch multi-pack options. PneumoPatch NV™ Duo and PneumoPatch NV™ Quad are strong possibilities for twin and quadruple packs.



Okay, so now that we have set the context somewhat, let's take a closer look at the design of the PneumoPatch V™ and PneumoPatch NV™. Firstly, we have gone with a slightly lower profile gel coating of 1.5mm thick, versus the 2mm on our CritiSeal™. This was done to accommodate the addition of a 20mm press sensitive adhesive layer around the circumference of the PneumoPatch™. This structure applies to both the NV and V versions of the PneumoPatch™.



Another addition to the PneumoPatch™ is a foil backing panel that provides a stable surface on which the gel adhesive is layered and which also helps to protect the integrity of the gel adhesive when exposed to varying ambient conditions.

Additionally, another great property of the gel adhesive layer used on the PneumoPatch™ is that it tends to offer greater adhesion the longer it remains on the chest. This is an excellent property given that there can often be delays evacuating a patient from an unstable or



dangerous combat environment to a field hospital or even in cases where rural emergency medical services may have extended transport times to specialist healthcare facilities.

Lastly, the gel adhesive also provides excellent chest wall adhesion in the presence of moisture. Blood and a cool clammy skin are often present with chest trauma and all you will be required to do, is use the 100x100 dressing included in the pack to wipe away excess blood or moisture before applying the PneumoPatch™. It's as easy as that.

The valve integrated into the PneumoPatch V™ may look very similar to a number of other valves on the market, however the dimensions and height of the silicone flutter insert has been very carefully calibrated

to ensure optimal venting of air outwards and completely stopping air from being drawn inwards through the injury site.

Finally, both versions of the PneumoPatch™ will be packaged in excellent quality foil-based packaging with easy-tear access. The PneumoPatch™ will be the first 100% developed, designed and manufactured chest wound seal in South Africa. A first, that we are so very excited about.

We will be going into production very shortly, so keep an eye on our social media pages for updates on this very exciting new addition to our trauma care range. The PneumoPatch™ is going to be extremely competitively priced and we truly believe it will find a very special place in trauma kits across South Africa, and also internationally, in the very near future.

### Introducing our new Be Safe Paramedical KZN Branch Manager

As a company, our staff are truly the driving force behind every goal and every milestone we have reached. A company's leadership can sometimes steer a company into an extremely challenging direction. To achieve success with challenges, you require passionate, committed, loyal and hard-working people. Although a company may enjoy some success without this, it will never develop and reach its full potential. It really is as simple as that. We have been really fortunate to have developed an incredible workforce. There are so many unique characters who add immense value to everything we do.



As alluded to in a previous edition of The Responder, our current KZN Branch Manager, Nicki Wiggett, will be leaving us during June to start a new adventure in South Korea, together with her husband Dave. Many of our KZN clients would have had direct dealings with Nicki over the past several years. Nicki has been truly instrumental and the driving force behind the huge growth and endless list of successes we have enjoyed since starting our KZN branch. Starting a branch from scratch with only six staff and growing it to a workforce of over 80 and producing world-class jump bags and a range of respected medical devices is not something many could achieve in such a short time. Her commitment, keen eye for detail and of course her

leadership at the branch, has been inspiring. Although we knew we would have pretty big shoes to fill when finding a replacement for Nicki, as mentioned earlier, we are really fortunate to have some truly fantastic staff.

Although many companies often experience challenges finding replacements for senior level staff, we believed we had the perfect candidate lined up and our biggest concern was how we were going to get her to say yes. The candidate I am referring to is Aatiyah Perry, who is our National Administrative Manager. It is a challenging role that requires a very broad skillset, the ability to think laterally and most importantly, be a very competent problem-solver. These are all key attributes we would expect a candidate to have to be able to take over the management of a branch, especially one as important to us as our KZN branch. Aatiyah has been a key member of our team for 16 years. She has played an extremely important role in managing vital components of our quality management system, is the person we turn to when things need fixing and understands the crucial administrative aspects of the import and export component of our business.



Knowing Aatiyah is always up for a challenge, we are so very pleased that she agreed to take on the role of our KZN Branch Manager. She has already made the move to Durban and has been working alongside Nicki to ensure a smooth transition into her new role. So far, we are extremely pleased with her progress and there is no doubt in our minds that she will continue the excellent work started by Nicki.

To Nicki, we say a huge thank you for all the incredible work you did to get our KZN branch established and working optimally. We do not for a minute believe that we could have achieved this without you. You have our eternal gratitude and our very best wishes on the next adventure in your life. To Aatiyah, you were the very first person that came to mind when we realised we needed someone to take over management of the branch. We know you will continue delivering the high standard of work you are known for and we wish you all the best with this new challenge in your career and life. We know our KZN branch will be in extremely good hands with you.

## Responder Specials

**CritiCare® RescuPAC™ EMS Jump Bag**  
Product Code: REF:BAG.RESCUPAC.CC



R1 300.00 Inclusive of Vat each

Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® AmbuPAC™ EMS Jump Bag**  
Product Code: REF:BAG.AMBU.RED



R2 070.00 Inclusive of Vat each

Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® RapidPAC EMS Jump Bag**  
Product Codes: REF:BAG.RAPIDPAC.CC



R1 000.00 Inclusive of Vat each

Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® TraumaPAC EMS Jump Bag**  
Product Code: REF:BAG.TP.CC.R



R1 600.00 Inclusive of Vat each

Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® GearPAC™ Bunker Kit Bag**  
Product Codes: REF:BAG.GEARPAC.CC



R480.00 Inclusive of Vat each

Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® CrashPAC™ EMS Jump Bag**  
Product Code: REF:BAG.CP.TB.CC



R3 100.00 Inclusive of Vat each

Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® Intubation Bougie – 10Fr Size**  
Product Code: INTRO.BOUG.I.10FR



All for only: R80.00 Inclusive of Vat each  
Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® Oesophageal Detection Device (ODD)**  
Product Code: CRITI.ODD.I



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**CritiCare® CritiJet™ Jet Insufflation Device**  
10 Pack  
Product Code: REF:CRITI.J.10



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**C2 Finger Type Pulse Oximeter with batteries**  
Product Code: PO.F.C2



R200.00 Inclusive of Vat each  
Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® T65 Rechargeable Headlamp**  
Product Code: TOR.HEAD.LAMP.CC



All for only: R125.00 Inclusive of Vat each  
Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)

**CritiCare® AmpPAC Micro Drug Bag**  
Product Code: REF:BAG.AMP.M.D



All for only: R210.00 Inclusive of Vat each  
Offer valid until 30 June 2022 or while stocks last

[Buy Now](#)