



The Responder

“Progress Saves Lives...”

Edition 51 | October 2022

From the Editor's Desk

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

Well, gosh, I cannot believe how fast we flew through September. If it wasn't for the rather relentless hay fever, I wouldn't have even known we are just about into Spring. The mornings still have a bit of a bite to them but at least it's warming up a bit faster during the course of the day.

We hope you had a cracking Heritage Day and based on all the wonderful smells drifting through Cape Town, it seemed like most folks did. Then to top it all off perfectly, we got to watch the Boks play a pretty decent game of rugby on Saturday afternoon. So, there you have it, Heritage Day, Braai Day and a great game of rugby. You don't get much more South African than that.

As with the previous edition of The Responder, we will be continuing our trip down memory lane highlighting some important product milestones for us. All of which were launched through The Responder over the period of a decade.

We were really sad to learn of the recent accident involving Metro EMS Ambulance 204, in the Western Cape. Sadly, it claimed the lives of both Metro EMS Medics onboard. When you see things like this it really does snap you back to the reality of just how dangerous a job in EMS healthcare can be. Spending long hours on the road exposes you to so many dangers. Our sincere condolences go out to the loved ones, friends and colleagues of Thandi and Mario. Your loss will no doubt be felt by your EMS family for many years to come. May you both Rest in Peace.

As always, we have some awesome specials lined up for you in this edition of The Responder. Something to celebrate the arrival of Spring.

With the festive season being just around the corner and trauma being so prevalent during this period, we will be running some never to be repeated specials on some of our trauma care range. I know many services will be extremely interested in the special we will be running on our Rotation Compression Tourniquets. If you have been wanting to add these to your equipment list, you really won't want to miss out on this. Tourniquets save lives. I don't think there is a single medic on the planet who would disagree with this statement. Our aim is to see them, being used on every ambulance, used on every response vehicle, added to every jump bag and attached to every surf leash. Every life is worth saving and it is our mission to help you save as many as possible. Have a look at our special's column to take advantage of this special offer. It's only while stocks last.

I hope you enjoy the read and as always, please remember the special pricing offered in The Responder is for a limited time only. The best bet is to get your orders in as early as possible.

Be Safe!

Yours in Healthcare

Gavin Sutton

Editor – The Responder

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The Responder, 11 years of History... part 2

As mentioned in the last edition of The Responder, we will be continuing with a recap of some product highlights from our first decade of publishing the Responder. Now before I get going, something that I really want to point out is that with any device we have designed or developed over the years, our ultimate goal has always been to eventually bring their manufacturing to South Africa. Unfortunately, prior to us establishing our factory in Pinetown, KZN, we had limited manufacturing capabilities and so a number of the devices we designed over the years were being manufactured overseas according to our design.

With the setting up of our KZN Factory, developing the skills capabilities of our staff working there and placing the correct people in key positions, we have reached a point where we have increased our manufacturing capabilities tenfold. In the months and years to come you will start seeing more and more products with our CritiCare® Logo, a small South African Flag and Made in South Africa on the product's label. Our South African heritage made up of people with such diverse backgrounds, is something that we are extremely proud to be a part of as a company. Our goal is to have all our products manufactured in South Africa. We still have a way to go but you can be 100% certain that we are working really hard to make this a reality.

Some interesting product highlights over the years (part 2):

Responder 12 – 28

Responder 12, December 2012 was an important one for us. In this edition, we first launched our Rotation Compression Tourniquet, or RCT TQ, the acronym commonly used by medics to call for it in the field. A tourniquet is designed specifically for application to limbs to control catastrophic arterial bleeding. Sure, there were some US-imported tourniquets on the SA market at the time, but their cost simply did not make them a truly viable option for SA services. Our major mission with the RCT was to make them affordable enough for use in all services across SA. This is irrespective of whether they were private healthcare funded or funded and operated by the SA Government.



Having worked as a Paramedic since 1994, I could recall so many cases where a very basic tool, such as a purpose-designed tactical tourniquet, could have completely changed the outcome of so many really tough patient care situations. I have lost so many patients where no matter what we tried, we simply could not control the bleeding quick enough. With this in mind, we wanted to see our RCT's on every single emergency vehicle and in every single service across SA. Although we sell loads of our RCT's to many services in SA (mostly tactical companies) and abroad, we still don't see them commonly available on most ambulances here. It really is an interesting phenomenon. We truly believe

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that ambulance equipment lists should be updated to make tourniquets a requirement, rather than a nice to have device.

We are extremely pleased to announce that our factory in KZN will soon begin producing our very own proudly South African tactical tourniquets. We have already gained ISO 13485:2015 certification for it and are in the advanced stages of having it CE certified. This means that we will be the only company in the continent of Africa that will be manufacturing a very effective and cost-effective tactical tourniquet that we believe will save many lives that may have otherwise been lost due to accessibility challenges. We are almost there and it is our hope that SA emergency services will take up the challenge and make our locally manufactured RCT's compulsory on all their vehicles and in every single jump bag. Tourniquets save lives, and every single life deserves a chance to be saved. Keep an eye out for the launch of our RCT SA



Responder 15, May 2013 is another edition that was special to us, for it was in Responder 15 that we first informed our readers about our CritiSeal Chest Wound Seal. The CritiSeal was the first true South African designed and developed dressing for the treatment of open pneumothorax in the pre-hospital setting. Throughout my entire EMS career, a dressing, taped down on three sides, was the standard treatment for nearly all penetrating chest wounds. For those of you who have used this technique before, and I am sure there are many of you, you will know that it was never very easy to get the dressing to actually stay secured.



A clammy chest, frothy blood bubbling from the wound, and the somewhat low-cost tape we had access to didn't provide for a very effective seal nor an effective one-way valve. Again, there were a number of imported commercial chest wound seals making their rounds, but again, they were frightfully expensive, and in my 28 years as a registered paramedic, I never saw one used on the road in a state-funded emergency medical service. How could one justify spending over R400 on a single chest wound seal? This was something we believed needed serious attention, and so in early 2012, we began working on several chest wound seal designs, one of which would eventually become the CritiSeal.

Developing the CritiSeal was no small feat. It took us just over 18 months to come up with the final design and prototype. I have to admit, some of the earliest designs we came up with and tested were rather crude, and after version number 10, we realised that designing the CritiSeal wasn't going to be as easy as we thought it would be. We had some early designs that literally fell off the test subject after 1 minute. A bit pointless if you were transporting a

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patient by road and it would take you 3 hours to get to a medical facility. Several designs later and a lot more tweaking, we finally came up with a design that consisted of a thick hydrogel adhesive, to create an excellent seal over the chest wound and to also solve the adhesion issue we had with earlier designs. Once we integrated the valve and found the excellent quality foil packaging that we are still using, the current CritiSeal was born and as they say, the rest is history. Since we placed the CritiSeal on the market, we have found more and more services using them. We have also received excellent feedback on the design and its efficacy from services all over Africa and even from clients as far afield as the Ukraine. Finally, as many of you know, we have been working on a new chest wound seal design, which will be a 100% South African designed and manufactured device. It is called the PneumoPatch™ and we are literally weeks away from seeing the first batch come off the production line. Some major improvements and a great deal of thought has gone into the PneumoPatch™ and we believe that it is going to be a winner, especially for services in South Africa.

Responder 23, December 2015 was a major milestone for Be Safe Paramedical. You see it was in this edition that we announced that we had successfully achieved ISO 9001 certification. Quality has always been the major building block of everything we do in the company and it was something we were passionate about formalising. It takes a great deal of hard work and commitment to redesign processes and systems within the company to ensure that they meet international best practice. It also takes a lot of financial commitment because once your systems, processes and policies are in place, you have to lay them bare to an external auditor, who goes through every little detail and will either recommend or not recommend your formal certification. We managed to pass our first audit with flying colours and since then, we have also become ISO 13485 certified, more specifically for the manufacturing of medical devices. It is something we are extremely proud of and given that both our certifications are through an internationally recognised and endorsed body, it has allowed us to add so much more value to what we do and how we do it.



Responder 28, April 2019, was just about 2 years after we had started operations at our factory in Pinetown, KZN. By then, every single Jump Bag, First Aid Bag, PelviGrip, Extrication Device, Zip Stretcher and a huge list of other devices we sold, were all being manufactured in-house, by us at our KZN factory. It was at this time that we began relooking at every single medical equipment bag we were manufacturing and we felt it was time to give them a unique identity. Many companies were selling Jump Bags imported from overseas and they all had very similar names. There were BLS Jump Bags, ILS Jump



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Bags and of course, ALS Jump Bags. Bag names that levered on qualifications, and often something that created a bit of professional dilemma amongst EMS providers. It was frowned upon if you were a BLS provider and yet you were working out of a Jump Bag that clearly had the terms ALS Jump Bag on the front label. We decided that we would steer completely away from qualification naming on our Jump Bags and focus more on what the healthcare professional preferred to use. With this in mind, we went through a complete renaming of our Jump Bag range and the term PAC, would form part of every Jump Bag name. So, we had the MediPAC, CrashPAC, AmbuPAC, TraumaPAC, RapidPAC, DrugPAC and host of others, which were designed and integrated into the range a little later on. What many don't know is that the term “PAC” was derived from a group of words that we believed best defined what our Jump Bag range was designed to be. **P**ortable, **A**ccessible and **C**apable.

There are still a few highlights that I would love to still cover, so I think I will save these for the next edition of The Responder. I hope you have enjoyed the read and I look forward sharing more with you in November's Responder 52.

Until then, Be Safe!

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Specials

CritiCare® Rotation Compression Tourniquet
Product Code: TOUR.CRITI.RC



R110.00 Inclusive of Vat each

Offer valid until 31 Oct 2022 or while stocks last

[Buy Now](#)

CritiCare® MedsPAC Drug Bag
Product Code REF:BAG.MEDSPAC.O



R950.00 Inclusive of Vat each

Offer valid until 31 Oct 2022 or while stocks last

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CritiCare® Classic Paediatric Stethoscope
Product Code: STETH.CLASSIC.P



R320.00 Inclusive of Vat each

Offer valid until 31 Oct 2022 or while stocks last

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CritiCare® CritiSeal Chest Wound Seal
Product Code: CRITI.SEAL



R150.00 Inclusive of Vat each

Offer valid until 31 Oct 2022 or while stocks last

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CritiCare® CritiBand MkII Trauma Bandage
Product Code: B.CRIT.H.100



R145.00 Inclusive of Vat each

Offer valid until 31 Oct 2022 or while stocks last

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C2 Finger-type Pulse Oximeter with batteries
Product Code: PO.F.C2



R180.00 Inclusive of Vat each

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



R110.00 Inclusive of Vat each

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



R1 500.00 Inclusive of Vat each

Offer valid until 31 Oct 2022 or while stocks last

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