



The Responder

“Progress Saves Lives...”

Edition 52 | November 2022

From the Editor's Desk

Greetings all and a very warm welcome to The Responder edition 52.

My apologies for this edition being a tad later than usual, it has been a busy past couple of weeks. Mike and I were fortunate to have had the opportunity to visit Africa Health which was recently held at the Gallagher Convention Centre in Johannesburg. It was great catching up with clients and even a couple of our suppliers. Although noticeably smaller than previous years, it was well attended. This of course is great news for the industry, as it gives South African Medical Device Manufacturers and Distributors a fantastic opportunity to showcase their products to the international community.

Mike and I will also be traveling to Arab Health in January 2023. Although we will not have a company stand there this year, we have very kindly being offered space on the Wesgro stand at the show. Arab Health is a great opportunity for us to connect with a much larger number of our international manufacturers and clients and looking at past shows, we have no doubt that Arab Health 2023, will be huge. If you would like to find out a bit more about the amazing work that Wesgro does, please visit their website here: <https://www.wesgro.co.za/>

I hope to wrap up our trip down memory lane in this edition of The Responder. We have received some wonderful feedback from readers on part 1 & 2 of this article. It has

been such a great pleasure writing it all down and in doing so, I have realised just how much we have achieved in 50 editions of The Responder. I am really looking forward to writing the next 50.

As always, we have some fantastic specials lined up for you in this edition of The Responder. Further to this, we are aiming to have a bumper specials section in the December edition of The Responder. You won't want to miss this one.

I would also like to remind you that we will be closing for our year-end holidays from the 15th of December 2022 until the 9th of January 2023. Yikes, that is literally around the corner. These are important dates to diarize, especially if you are an EMS service provider. December and January are synonymously busy periods for EMS and you will no doubt want to stock up on medical disposables to cover you, while we are away on holidays. Our warehouses and factory are all extremely busy at the moment, so it is a really good idea to get your orders in to us soonest.

That's it from me for now. I hope you enjoy reading this edition of The Responder. I know, as always, I thoroughly enjoyed writing it.

Be Safe!

Yours in Healthcare

Gavin Sutton

Editor – The Responder

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The Responder, 11 years of History... part 3

Some interesting product highlights over the years (part 3):

Responder 29 – 50

Responder 29, April 2019, we introduced you to the fantastic Boscarol range of EMS Suction Units. Now we understand that the South African medical device market can be a touch price-sensitive. This is especially true of services that provide most of their care to indigent patients. The Boscarol range of EMS Suction Units offers some of the very best technology available, and for this reason, they are certainly not the cheapest suction units on the market. Ultimately, a Boscarol suction unit will provide you with many years of very reliable service. The Boscarol OB1000 has to be one of my favourite suction units of all time. In my 32 years being involved in emergency patient care, I have worked with literally every suction unit available on the market. To me, there is something really special about the OB1000. Perhaps it is the rugged build or perhaps it's really compact design, either way, it is a suction unit that will last you a lifetime. If you are looking for a truly capable and high-quality suction unit, this is definitely the right way to go. They are built to last, even when used in the very tough SA patient care market.



In this same edition of The Responder, we introduced you to the DM7000 Cardiac Monitor Defibrillator. I think everyone would agree that Cardiac Monitor/Defibrillators have become insanely expensive over the past 10 years. I think this is largely due to the top brands constantly competing with each other by adding more and more expensive technology that very few truly benefit from. There has always been a space available in the market for a defibrillator that offers decent functionality at a very affordable price. This is where the DM7000 truly shines.

Purchasing a Cardiac Monitor Defibrillator for less than 100K that offers 5-Lead ECG Monitoring, AED, Manual Defibrillation, Adult and Paediatric Integrated Paddles, SpO2 Monitoring, Non-invasive Blood Pressure, Transcutaneous Pacing, and a printer would normally sound like someone was having you on, right? Well, luckily, that is not the case here.



The DM7000 has become a very popular little unit. We have received excellent feedback on its performance, durability and of course, value for money. We had clients use them locally and then we have had a client who utilised his in the Antarctica during a several month stint there. Now if we are talking extreme conditions, you do not get much more extreme than

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that. Of course, there are still many patient care providers, who won't settle for anything less than the most expensive defibrillators, however, let's be realistic here, how many services can truly afford them? Being able to Cardiovert an unstable SVT, pace a Complete Heart block or run a Code Call in AED mode, already provides good coverage for a significant number of call types. If you are looking at expanding your service and budgeting for a R300K Cardiac Monitor Defibrillator is hindering your progress, why not take a look at the DM7000? You may be very surprised at the value it offers.

Responder 30, October 2019, for way over 10 years, our DrugPAC Drug Bag has been one of the most widely used drug bags on the SA market. With the range of medications being used in EMS expanding yearly, we felt it was time to design a drug bag with a lot more packing space. In Responder 30, we launched our MedsPAC Drug Bag. We designed it to fit in the top pouch of our CrashPAC EMS Jump Bag.



The standard version of the MedsPAC contained 16 small zippered drug pouches and 8 medium zippered pouches. We also wanted to afford emergency care providers a bit of scope in terms of customising the packing space. For this reason, we also offered the option of an insert which could be customised with a choice of small or medium zippered drug pouches, or a combination of both. The end result was a Drug Bag that provided significantly more packing space, without being overly large. The MedsPAC with the added insert, more than meets the needs of the ALS Provider and the standard MedsPAC, without the additional insert has become the preferred choice of many BLS and ILS Providers. A customised version of the MedsPAC is the drug bag used in all Metro Western Cape EMS ALS Jump Bags. Busy services are choosing our CritiCare® EMS Drug Bag range because we manufacture them to be practical and to last. Furthermore, our certified ISO 9001:2015 Quality Management System ensures the utmost care in our manufacturing processes and ensures that all our Jump Bags are monitored for performance once they are out in the field. It does not get better than that.



Responder 33, August 2020, was another memorable launch of an addition to our very successful CritiCare® EMS Jump Bag Range. The RescuPAC was quite a novel design for us and it was designed, taking into account, the needs of the emergency care provider who operated predominantly in mountainous or wilderness areas. At the time, our focus was on designing a Jump Bag that was light, streamlined, compact and included additional features to allow it to be carried on the rescuer's back with added comfort and stability. The RescuPAC quickly became a firm favourite of companies providing medical coverage in some very out-of-the-way locations. You may have seen the medical team on Survivor SA using our RescuPAC in several scenes. The internal structure of the RescuPAC is currently being adapted for use in several new Jump Bag designs we are

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working on. We won't say too much about this right now, but if you can rest assured that The Responder will be the very first place, you'll get to read about them. Definitely something to look forward to, not too far from now.

Responder 42, November 2021, saw the launch of our CritiCare® O2PAC Oxygen Therapy Bag. The O2PAC was designed not only to hold a 3L oxygen cylinder and regulator, but also provided the emergency care provider with additional space to secure airway and ventilatory support equipment.

We opted for a very streamlined backpack design, because in most instances, a crew carrying equipment to the patient's side will only use one jump bag. An O2PAC carried on the back frees up additional hand carrying space and is far more comfortable to carry on the back. For those of you who have had to walk 3km down a train track carrying an oxygen cylinder by hand, to a patient's side, will know that your hands are pretty useless by the time you get to the patient's side. Crampy hands are not great for treating patients with, so the O2PAC is really a great option for providing you with 'useful hands' when you arrive at the patient's side. As with all our Jump Bags, the O2PAC can be customised to suit your particular branding needs. Set-up costs may apply; however, the look and design will add a great deal of value to your corporate image.



Now, there is probably so much more I could write about; however, I think I will stop there for now. We will be back with some interesting snippets of news and product information in a couple of weeks' time. I will try my best not to be late next time, so until then and as always, please 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 30 Nov 2022 or while stocks last

[Buy Now](#)

CritiCare® DrugPAC Drug Bag
Product Code: REF:BAG.DRUGPAC.CC



R900.00 Inclusive of Vat each

Offer valid until 30 Nov 2022 or while stocks last

[Buy Now](#)

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



R320.00 Inclusive of Vat each

Offer valid until 30 Nov 2022 or while stocks last

[Buy Now](#)

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



R150.00 Inclusive of Vat each

Offer valid until 30 Nov 2022 or while stocks last

[Buy Now](#)

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CritiCare® CritiBand MkII Trauma Bandage

Product Code: B.CRIT.H.100



R145.00 Inclusive of Vat each

Offer valid until 30 Nov 2022 or while stocks last

[Buy Now](#)

C2 Finger-type Pulse Oximeter with batteries

Product Code: PO.F.C2



R180.00 Inclusive of Vat each

Offer valid until 30 Nov 2022 or while stocks last

[Buy Now](#)

CritiCare® AmbuPAC EMS Jump Bag

Product Code: REF:BAG.AMBU.RED



R1 650.00 Inclusive of Vat each

Offer valid until 30 Nov 2022 or while stocks last

[Buy Now](#)

CritiCare® RescuPAC Jump Bag

Product Code: REF:BAG.RESCUPAC.CC



R950.00 Inclusive of Vat each

Offer valid until 30 Nov 2022 or while stocks last

[Buy Now](#)