



The Responder

“Progress Saves Lives...”

Edition 53 | December 2022

From the Editor's Desk

Greetings all and a warm welcome to the last edition of The Responder for 2022.

As with all previous end-of-year editions, this will be a shorter than usual Responder. I have a reputation for being somewhat of a chatterbox, so it is going to be tough to keep it short, however I will do my best.

In this edition's article, as is the case with nearly all previous December editions, I would like to share some thoughts on this past year and perhaps share a couple of ideas planned for 2023. I hope you enjoy reading it.

As per usual, we have some great specials lined up for you in this edition. Some familiar favourites and a few new ones. Just something important to mention is that we will be closing on Thursday the 15th of December at 12:00pm for our end-of-year holidays and reopening on the 9th of January 2023. During our holiday period, we put a hold on sales through our online store, given that we will not have staff at our warehouses to process orders. All responder specials in this edition will be extended until the 31st of January 2023. That will give you a bit of extra time to take advantage of these special offers.

Finally, on behalf of Team Be Safe Paramedical, we would like to thank you for support during 2022. We have grown into the company we are because of your support. We would like to wish you all a happy and safe festive season and for our clients who are working in emergency services across South Africa, please take extra special care.

With that said, I hope you enjoy this edition of The Responder.

Be Safe!

Yours in Healthcare

Gavin Sutton

Editor – The Responder

The Responder

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Edition 53 | December 2022

2022 at a Glance...

2022 has been such an interesting year. There have been some notable high points for us, and unfortunately as is the case with many companies who have quite a large staff compliment, there have also been a few lows. April 2022 saw horrendous floods hit KZN. With our factory located in Pinetown, the floods had a direct and very real impact on our staff based there. There are many things in life and in business that can be overcome by simply redirecting your strategy and trying something different. Things that have a direct impact on the actual lives of our staff are far harder to overcome. We sadly lost Thobe and Themba from our KZN branch, as well as Themba's new-born baby girl, Sandisele to the floods. It was a devastating time for all our staff, but most of all, for the loved-ones left behind. Unfortunately, many things are completely beyond our control. All we can do, is try our best to move forward and honour the memory of those we have lost.

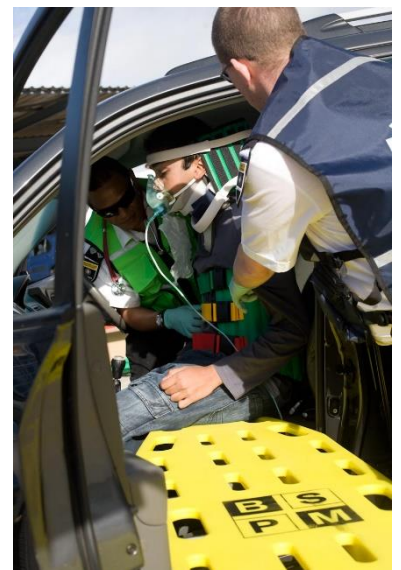


Although there was a bit of gloom early in the year, it was exciting to finally shrug off the National State of Disaster in April 2022 and then in June 2022, all the remaining Covid restrictions were also completely lifted. I must admit, I felt a bit weird and almost naked, walking into the local shopping centre without a mask on. It was also the first year since 2020, where we were able to trade without any restrictions. I am really proud of how our staff responded to the rather strict procedures we had in place to protect both our staff and of course, our clients during the restriction period. It was also really fantastic that we had a 98% vaccine rate throughout the company, which of course also included the booster shots. A really commendable effort from our staff. Of course, in order to achieve what we did, it's crucial to have a

management team that leads from the front. Mike Kros has been really instrumental in this. Having less than 5 positive cases of Covid out of a staff compliment of almost 150 is an incredible achievement.

One of the things we are truly passionate about, is developing new products and new and unique medical devices. We are simply far too reliant on the international market for medical devices, and this is especially true, given that South Africa does in fact have some extremely talented and passionate medical device developers and manufacturers. As a company we also strongly feel that there are simply not enough medical device manufacturers in South Africa focussing on developing pre-hospital trauma care devices. One only has to look at the statistics to understand what an enormous burden trauma-related injuries are to our healthcare system.

In an interesting study published in the South African Journal of Pre-hospital Emergency Care in 2021, authored by Naseef Abdullah



The Responder

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Edition 53 | December 2022

(Operational Paramedic), The Western Cape Government EMS (WCG EMS) call centre registry was retrospectively analysed for all trauma patients managed between 01 July 2017 to 30 June 2018. WCG EMS managed 492 303 cases during the study period. Of these, 168 980 (34.3%), or 25.5 per 1000 population, were trauma related. However, only 91 196 met the inclusion criteria for the study. The majority of patients (66.4%) were men between the socio-economically active ages of 21–40 years (54.0%). Assaults were the most common cause of trauma emergencies, accounting for 50.2% of the EMS caseload. The patient acuity was categorised as urgent in 47.5% of the cases, and 74.9% of the prehospital trauma burden was transported to a secondary level health care facility for definitive care. Looking at these figures, it is clear that the South African Government needs to step up its support of local medical device manufacturers who are developing devices to support the care of trauma patients in South Africa, especially in the pre-hospital care field. It is our passion and we have some great products in the pipeline.



In early 2022, we began working on the development of a 100% locally manufactured chest wound seal, the PneumoPatch™. We wanted to develop a chest wound seal that could compete on the international market; however, our main objective was to manufacture a chest wound seal for Africa. It had to be extremely competitively priced and could not be influenced by fluctuating exchange rates, which is often the challenge with imported medical devices. Ultimately, we wanted to provide easy access to it, by all services in Africa. The PneumoPatch™ V (vented) and PneumoPatch™ NV (non-vented) has been in development throughout 2022 and is in its final stages. It is our goal to take the

finished device to Arab Health in Dubai, in January 2023 and once all regulatory matters are complied with, have it on the South African market by early 2023. It has been quite a lengthy process; however, we are confident that when it is available to services throughout South Africa, it will contribute positively to improving the care of penetrating chest trauma patients, especially in the pre-hospital and primary healthcare settings. It's really exciting to know that we are almost there...

In around March 2022, we set our sights on developing and manufacturing the first tactical tourniquet in Africa, the Rotation Compression Tourniquet (R-C-T). Truth is, we simply do not see enough of them been used in our bigger and busier emergency medical services. For those of you who have struggled to control catastrophic bleeding from a stab or gunshot wound to a femoral artery, you will know exactly how dramatically its use can influence the outcome of these types of injuries. Again, we wanted it to be cost-effective for services to buy and we wanted it to have the credibility of it being both ISO 13485 certified and CE marked. We have already achieved our ISO 13485: certification and we are in the final stages of gaining our CE certification for it. We have already appointed an EU





The Responder

“Progress Saves Lives...”

Edition 53 | December 2022

representative, which is required by International Medical Device Regulations and have run extensive testing on a on a selection of samples we have completed. The results of the testing look fantastic. Our design is focussed on reducing the number of turns required of the tensioner (windlass) to achieve arterial occlusion in a limb. The buckles are superbly strong and the tensile strength testing carried out on them proves this beyond any doubt.

With them being a single use, non-sterile Class A Device in South Africa (EU Class I), we are effectively ready to produce them for the South African market and as soon as our CE certification is approved, Be Safe Paramedical will make its debut on the international market as a South African Medical Device Manufacturer. It is a big deal to us and we are really excited at what this first step means to many other devices we manufacture and know have international market potential. The process of gaining CE certification has been a huge learning curve for us. It has been tough going, however in the end, our R-C-T will not only be saving lives in South Africa, but potentially, throughout Europe too. It is an extremely exciting prospect. We'll keep you posted on progress.

I am going to stop there for now. I look forward to catching up with you again in January 2023.

Keep safe everyone!

The Responder

“Progress Saves Lives...”

Edition 53 | December 2022

Specials

CritiCare® Rotation Compression Tourniquet

Product Code: TOUR.CRITI.RC



R110.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® MedsPAC Drug Bag

Product Code: t



R975.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® Classic Stethoscope

Product Code: STETH.CLASSIC



R357.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® Intubation Bougie 10FR

Product Code: INTRO.BOUG.I.10FR



R80.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

The Responder

“Progress Saves Lives...”

Edition 53 | December 2022

CritiCare® Intubation Bougie size 6Fr

Product Code: INTRO.BOUG.I.6FR



R80.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 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 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® ResponderPAC EMS Jump Bag

Product Code: REF:BAG.RP.CC



R1 250.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® MediPAC EMS Jump Bag

Product Code: REF:BAG.MEDIPAC.CC



R1450.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

The Responder

“Progress Saves Lives...”

Edition 53 | December 2022

CritiCare® RapidPAC EMS Jump Bag

Product Code: REF:BAG.RAPIDPAC.CC



R750.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® 8 Pouch Backpack (600D)

Product Code: REF:BAG.8P.BP.CC.600



R440.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® GearPAC Kit Bag

Product Code: REF:BAG.GEARPAC.CC



R410.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

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Jumper® FR-202 Infrared Thermometer

Product Code: THERM.INF.JPD.FR202



R224.20 Inclusive of Vat each

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The Responder

“Progress Saves Lives...”

Edition 53 | December 2022

CritiCare® White Kinesio Tape 50mm x 4.5m

Product Code: TAPE.KIN.5X4.W



R50.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® PhysioPAC Physiotherapy Bag

Product Code: REF:BAG.PHP.CC.N



R300.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® Light Blue Kinesio Tape 50mm x 4.5m

Product Code: TAPE.KIN.5X4.LB



R50.00 Inclusive of Vat each

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)

CritiCare® CritiJet Jet Insufflation Device 10 Pack

Product Code REF:CRITI.J.10



R60.00 Inclusive of Vat per pack

Offer valid until 31 Jan 2023 or while stocks last

[Buy Now](#)