

September
2011

Press Release

NEWS FROM BENSON MEDICAL INDUSTRIES INC.

About Benson Medical Industries...

As a Canadian owned and managed company, Benson Medical Industries has specialized in the sales and service of anaesthesia, respiratory therapy and infant care products and accessories since 1974.

Benson Medical's Head Office is located in Markham, Ontario, and we serve our customers through branch offices and sub-distributors located across Canada. We have designated sales representatives, office support staff, and clinical product specialists to ensure your specific needs are met with our above average attention.

Benson Medical provides extensive technical support and in-servicing for every product we carry. We also maintain a fully equipped service facility with factory-trained personnel for both in shop and field service repairs.

Contact us today and find out why we are renowned for our exemplary customer service and satisfaction

benson
medical industries inc.
TORONTO • OTTAWA • CALGARY • VANCOUVER

151 Esna Park Drive, Markham, ON L3R 3B1
Toll Free Telephone
1.800.563.3859
Toll Free Fax
1.888.900.3131
www.bensonmedical.ca

IMPROVED PATIENT WARMING FOR BETTER CLINICAL OUTCOMES

*Benson Medical is pleased to
bring this exciting news from our
partners at Inditherm Medical...*



Inditherm have established themselves as experts in heating and warming solutions for a wide range of industries and applications. Their innovative, world-leading technology now leads warming practice for patient care in surgery and other critical care situations.

NICE supports Inditherm Patient Warming

The National Institute for Health and Clinical Excellence (NICE) have issued guidance that supports the use of Inditherm patient warming systems for patients undergoing operations which carry a risk of inadvertent hypothermia.

Previous NICE clinical guideline CG65 (Inadvertent perioperative hypothermia) recommends active intraoperative warming for all patients undergoing anaesthesia for longer than 30 minutes and for patients at higher risk of hypothermia undergoing anaesthesia for less than 30 minutes. Following on from this, new technology guidance has been issued supporting the use of Inditherm patient warming systems.

After rigorous evaluation of the clinical evidence, NICE concluded that the Inditherm patient warming mattress is similar to that of forced air warming in maintaining patient core body temperature above 36°C and that the Inditherm system may have practical advantages.

The key recommendations from NICE and the benefits it identifies, include:

- Effectiveness of the Inditherm patient warming mattress in maintaining patient core temperature is similar to forced air warming (FAW)
- Annual cost saving is estimated to be £9,800 per operating theatre compared with current technology
- Reduction in surgical site infections with consequent cost savings
- Low running costs and faster turnaround times for patients
- Reusable device with no consumables and low energy consumption offering environmental as well as economic benefits
- Silent and easy to maintain

Inadvertent hypothermia, a common complication of anaesthesia, can lead to increased risk of wound infection, increased blood loss, increased heart problems, longer recovery times and longer hospital stay. NICE concluded that the Inditherm mattress is a practical, economic and effective patient warming device which can help prevent these complications and reduce hospital costs.

The main alternative to Inditherm's mattress in preventing hypothermia is forced air warming (FAW) but this is a costly option, using disposable, single-use blankets. NICE estimated that the average NHS cost saving from using the Inditherm patient warming system is in the region of £9,800 per operating theatre each year. This could save the NHS in England alone well over £15 million if FAW was replaced by Inditherm's mattress for eligible procedures* in most of the 3,030 operating theatres in England.

Nick Bettles, Chief Executive of Inditherm commented: "We are delighted that NICE has recognized the value of our patient warming mattress both in terms of improving patient safety and significantly reducing hospital expenditure. I am confident that this positive recommendation will see an increase in interest in our product and it's more consistent use across NHS operating theatres. The NICE recommendations recognize the clinical advantages and enormous cost savings Inditherm can offer and also highlight that these may be understated."

For more information on NICE visit:
www.inditherm.com/medical
For the full guidance document visit:
www.nice.org.uk/guidance/MTG7

benson
medical industries inc.
TORONTO • OTTAWA • CALGARY • VANCOUVER

Warming Technology

A range of technologies have been used for patient warming over the years. Traditional methods all have their shortcomings in terms of performance, convenience or cost. Inditherm have revolutionized the technology for warming and produced a system that out-performs the traditional methods in all respects.

Inditherm's patented flexible carbon polymer technology has been used as an innovative solution for preventing hypothermia. The Inditherm Alpha systems combine more effective thermal transfer with simplicity of use that makes them superior to other methods currently available. The technology provides significant financial benefits, making routine warming of all patients affordable and convenient.



FEATURES AND BENEFITS

Inditherm Medical have used their carbon polymer technology to produce a patient warming system that is practical, convenient and very effective. Key features and benefits include:

Best warming performance

- Uses latest patented technology
- High thermal transfer characteristics
 - Clinically proven
- Better performance than forced air warming and other traditional methods

Inditherm's warming products are based on their patented flexible polymer technology. Heat is produced by a uniform sheet of soft conductive material which gives even warming across the whole surface. The design ensures that the mattresses mold to the shape of each patient, giving large contact area and high thermal transfer characteristics. Clinical trials have shown that the Inditherm Alpha system outperforms air warming, giving best efficacy available.

Ultimate convenience; Unhindered access to patient

- Compact control unit fits on anaesthetic trolley or drip stand
 - Lightweight and silent
 - X-ray translucent
 - Simple to use
- Fits under patient, yet warms better than forced air systems
- No warming of surrounding environment or surgical team

There is nothing obstructing the surgical field, nor is there any warming of the surrounding area or surgical team, when using Inditherm Alpha products. No time is wasted setting up or adjusting the system and no additional items such as gel pads are required. Mattresses are lightweight for ease of handling and fully sealed, making them simple to clean using existing in-

fection control procedures. The control unit is compact and easily accommodated, with simple temperature control and clear display. The mattress runs at low voltage, ensuring safety for the patient and staff, and is X-Ray translucent.

Prevents pressure sores

- Pressure relief built-in, under the heating surface
- Proven to out-perform gel pads and standard operating table mattresses

Using flexible polymer technology enables the integration of a pressure relief pad into the mattress, under the heating surface. This ensures that there is no attenuation of the warming performance in addition to helping to prevent pressure sores. A clinical study has shown that the Inditherm Alpha system provides better pressure relief than gel pads or standard operating table mattresses.

Significant cost savings

- No disposables, no leaks, very low maintenance
- Warm all patients at no extra cost
- Better overall outcomes and shorter post-operative stays

The Inditherm mattresses are completely reusable and can be cleaned in exactly the same way as the existing operating table surface. Experience has shown that the saving on cost of disposable air warming blankets typically pays for an Inditherm system in less than six months – and the system can be used on all patients with no extra cost or inconvenience. There are none of the maintenance, reliability or running costs associated with water mattresses. The

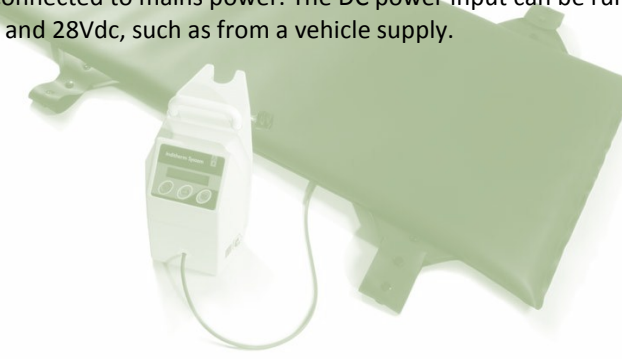
benefits of preventing hypothermia are well documented and have shown that post-operative costs can be significantly reduced by warming patients. The wider use of warming facilitated by the Inditherm Alpha system should yield additional savings that are an order of magnitude higher than the reduction in consumable costs.

Safe & robust

- Low voltage operation
- Fully sealed with RF welded seams
- Durable, latex-free cover
- Fully approved to medical device standards

Product Range

The Inditherm Alpha range comprises mattresses and blankets of different sizes, to suit different clinical needs and situations. Products can be customized to meet individual requirements in terms of sizes, shape, fixings, heat output and other design aspects, on request. Mattresses are particularly suited to use in the operating room and the pre-operative period. These give the most efficient heat transfer and are completely unobtrusive, being under the patient. Blankets are typically used in the recovery room (PACU) and other situations where it is not practical to place a mattress under the patient. The standard Control Unit can be used with any mattress or blanket in the range, giving complete flexibility. The advanced AlphaPlus unit offers a range of additional features to cater for different clinical situations. The unit is mains powered, with options to add integrated battery and DC power input. The battery will power the largest mattress for at least an hour, and is automatically re-charged when the unit is connected to mains power. The DC power input can be run from any supply between 12Vdc and 28Vdc, such as from a vehicle supply.



APPLICATIONS



Mattresses and blankets are available to suit the full range of surgical procedures. The system has been proven to meet the demands of burns, gynecology, urology, vascular, cardiothoracic, orthopedic, plastic, pediatric, maxillo-facial, general surgery – and more.

The Inditherm Alpha patient warming range is well suited for use in the recovery area, intensive care unit and during the pre-operative period. TraumaTherm and CosyTherm systems are also available, specifically for the emergency department, ambulance, internal transport and neonatal areas.

The AlphaPlus system is specifically designed for use in transport and other patient transfer situations. The compact, lightweight design, combined with battery operation and DC power input make it a perfect solution for these applications.

Inditherm patient warming systems are also in widespread use by international armed forces, including active service in conflict zones.



EYE ON IT

In The Next Issue...



The CVS Video Scope from Clarus Medical

Revolutionizing routine and difficult intubations...

Visit

www.clarus-medical.com/airway/products/cvs-clarus

For a preview

