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HARTMANN

ISSUE 11 AUTUMN 11

News Great Britain

Waving, not drowning! HARTMANN flying the flag

Welcome to the latest issue of HARTMANN News, the newsletter from PAUL HARTMANN (GB) Limited. HARTMANN News brings together information from the three divisions of HARTMANN: Continence Care, Wound Management and Operating Theatre Products

Roger has kindly given me the honour of writing the introduction to our Autumn Newsletter. You may notice a couple of changes to the names of personnel in this edition. We are delighted to announce that Sally Ellis, Product Manager for the Wound Management Division, is now Mrs Sally Nesta, having married Tony in July; and Corinna Plodeck, Product Manager for the Continence Management Division became Mrs Corinna Fernandez-Campa, following her marriage to Carlos in September. Congratulations to both happy couples!

The NHS Reforms continue with pace. Many clinicians are settling into new organisations and management lines are unfamiliar for some. Some posts we know have disappeared and the specialties we have become accustomed to are changing. The changes do not only affect clinicians but those working in other areas such as procurement and commissioning. We are seeing the development of teams within NHS organisations focussing on business and decision making, especially for high spend contracts. From a culture of complete understanding, we have new departments and individuals who may have little understanding of the complexities surrounding our specialties.

How do we therefore, engage with decision-makers to ensure that products are not treated simply as a 'commodity', and the cheapest will do?

That brings me to my headline. Those of you who are familiar with Stevie Smiths poem 'Not waving but drowning' may relate the drowning man as the end of services as we know them. But waving on the other hand may be seen as a positive and friendly gesture. So what can we wave?

The All Party Parliamentary Group for Continence Care launched their Commissioning Guide for Continence Services in May to support the need for commissioning an integrated continence service. A copy can be downloaded from: www.appgcontinence.org.uk

Just as the organisations our customers work for have changed, so we as a company are developing new solutions to support our products and enable organisations achieve their targets. As always, cost-effectiveness and quality is at the heart of the products we supply in our three divisions. But that isn't all. Patient choice, education resources for staff and cost-saving initiatives are part of an ongoing development programme at HARTMANN. For more information please contact your Territory Sales Manager.

At HARTMANN we have much to wave about but are we waving at the right people and if so, do they see?

We hope you will enjoy our 2011 Autumn issue, and thank you for taking the time to read our news.

With Best Wishes,

Wendy Colley OBE

Clinical Resource Manager

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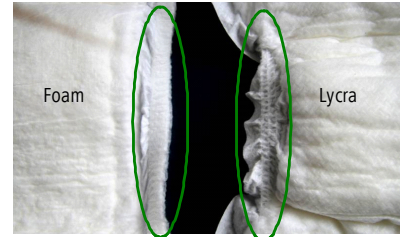
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Corinna Fernandez-Campa Product Manager NEW and improved MoliMed® Comfort small shaped pads from September 2011

We are pleased to inform of our new MoliMed® Comfort range of small shaped pads that is replacing the MoliMed® Classic products from September 2011. Improvements to the new MoliMed® Comfort pads include:

- **NEW** soft foam elastics replace Lycra elastics for greater wearing comfort
- **NEW** white PE-film backsheet provides greater discretion
- **NEW** straight product shape for an ideal fit



The 3-part absorbent core remains in MoliMed® Comfort as well as the dermatologically tested material that helps to keep the client's skin healthy.

New MoliMed® Comfort will be available in 3 absorbency levels: mini, midi, maxi, featuring the same absorption capacities as MoliMed® Classic.

To request a FREE sample, please contact 01706 363 200 or visit our websites; www.hartmann.co.uk and www.hartmannirect.co.uk
For more information please contact: corinna.fernandez-campa@uk.hartmann.info

Introducing the HARTMANN Quality Team HARTMANN awarded ISO quality accreditation

At HARTMANN we are delighted to have been awarded ISO 9001 accreditation.

The ISO family of standards relate to quality management systems and are designed to help organizations ensure they meet the needs of customers and other stakeholders. This is a standard which is becoming more relevant as a requirement for new business, particularly for larger tender awards.

For HARTMANN this involves:

- Planning our processes effectively in order to deliver results
- Implementing and measuring the planned processes
- Auditing the results to monitor ongoing performance, and
- Acting to improve to ensure high standards are maintained

As David Walsh explains:

"The Company was assessed by an independent organisation who has confirmed that HARTMANN has a commitment to deliver an exceptional quality of service. We will continually monitor, through internal and external audits, that we are providing a consistently high level of service and can act effectively to rectify any shortcomings identified".

"With only around 3% of UK businesses holding this certificate, we can assure our customers that we are at the forefront of quality service and customer care"



Pictured left to right: Peter Fewtrell, Brenda McFarland and David Walsh

The new team on site which will be responsible for maintaining our accreditation will be David Walsh, Supply Chain Manager (in the role of Quality Manager) assisted by Brenda McFarland, Home Delivery Service Office Manager, and Peter Fewtrell, Stock Controller (in the roles of Quality Auditors).

ISO 9001 is a common sense and practical method to monitor and improve procedures. The certification proves that HARTMANN is committed to investing in our people and training and providing an efficient and effective service to customers.



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Wendy Colley OBE, Clinical Resource Manager HeLP Assessment Module launch

The assessment of bladder symptoms in adults

The portfolio of eLearning modules provided by HARTMANN continues to grow with the launch of the third module which covers the assessment of bladder symptoms in adults. Using the 'red flags' approach this module applies clear and logical methodology to the assessment process.




The layout and design of the assessment module follows the style of the previous two modules therefore the user is familiar with the learning style. As before, following the completion of the learning sections of the module, the student undertakes a multiple choice test. Successful completion of this will generate a certificate which can be printed off. We do hope however, that the student will also record their own experience of this learning; how it has increased their knowledge and how it will change their practice to benefit the patient.

Using the 'red flags' approach, the module alerts the assessor to symptoms which may indicate a serious underlying condition. These are highlighted by an alarm bell image for the assessor to pay special attention. Such symptoms include haematuria, an enlarged bladder and neurological symptoms. We know blood in the urine may be detected when an infection is present for example however, this must be followed up with further test-

ing after treatment and if it persists then national guidelines must be followed to exclude bladder cancer. Protein in the urine may be due to hypertension, therefore the module suggests, in those with proteinuria that the blood pressure is checked. An enlarged bladder may indicate chronic or acute urinary retention. Acute retention obviously requires emergency treatment but the assessor must be aware that untreated chronic retention can lead to renal failure. Sometimes urinary symptoms are one of the first symptoms of an underlying neurological illness therefore if this is suspected referral to a doctor is indicated.

The module also examines lifetime and lifestyle factors. Lifetime factors such as congenital abnormalities may be difficult to overcome, but improvement, however small may be possible. On the other hand, lifestyle factors may offer more possibilities for improvement, which may help to reduce troublesome bladder symptoms. Lifestyle advice is offered as part of the treatment plan. In the longer term such advice may even be considered as a preventative measure for urinary incontinence, or if not, at least to reduce the risk of incontinence in later life.

If a female is menstruating, the urine sample may be contaminated with blood

Urinalysis	What you should consider	Action to be taken
Test the urine. Usually a urine reagent stick (dipstick) is used initially. Check the date of expiry on the container.  Check the results after the recommended time.	Blood 🚩 - may be urinary tract infection (UTI), or more serious bladder or renal pathology Leucocytes - may be UTI or kidney disease Nitrite - indicates bacteria in urine; may be UTI Protein - may be UTI, kidney disease, high blood pressure Glucose - may be due to diabetes mellitus	<ul style="list-style-type: none"> Send urine for microbiology Treat any UTI Review and if indicated: <ul style="list-style-type: none"> Follow national guidelines for haematuria Also check the blood pressure if protein present

In the writing of this module, the aim has been to encourage the assessor to look at the wider picture; to appreciate that symptoms may mask a serious underlying condition; to appreciate how lifestyle puts individuals at risk of incontinence; and what can be done to improve symptoms and prevent recurrence where possible.

Many thanks go to the HARTMANN Professional Development Group of the Continence Management Division for their help and support in the development of this module.

The HeLP modules are available free of charge to HARTMANN customers by visiting www.hartmanntraining.co.uk

Fluid intake: <ul style="list-style-type: none"> Maintain a good fluid intake for each individual's body weight Reduce the number of caffeinated drinks 	<ul style="list-style-type: none"> Reduces the risk of urgency if the urine is dilute Less caffeine will reduce the volume of urine produced so reducing the number of visits to pass urine Less caffeine will also help to maintain a healthy blood pressure 
Obesity: <ul style="list-style-type: none"> Plan to lose excess weight if the BMI is more than 30 Use the BMI as a guide for ideal weight range 	<ul style="list-style-type: none"> Reduces the load on the pelvic floor muscles Makes it easier to exercise Reduces the risk of many diseases Healthy diet will reduce the risk of constipation 
Smoking: <ul style="list-style-type: none"> Refer to an NHS smoking cessation clinic for help and advice 	<ul style="list-style-type: none"> Reduces the risk of bladder cancer Reduces the risk of chronic cough and associated urine leakage Reduces the risk of heart and circulatory disease Reduces the risk of lung cancer Saves money! 

For more information please contact: wendy.colley@uk.hartmann.info



HARTMANN News Wound Management

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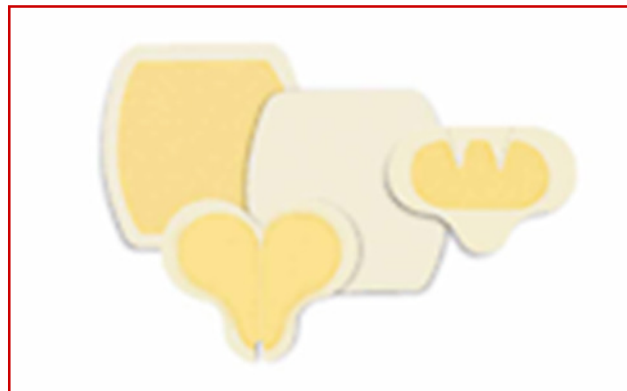


Sally Nesta Product Manager Hydrocoll® and its many uses

Hydrocoll® is made of absorbent and expansive hydrocolloids that are integrated in an auto adhesive elastomer. On the outside, this elastomer has a covering layer consisting of a semipermeable polyurethane film which forms a reliable barrier against bacteria and water. By absorbing wound exudate the hydrocolloids expand and undergo a transformation, turning into a gel that fills the wound in which it maintains the necessary degree of moisture. Thanks to the adhesive capability of the elastomer, Hydrocoll® can be used on the wound like an auto-adhesive dressing, which makes it much easier to use. However, the adhesive effect is inactive where the dressing covers the wound and Hydrocoll® remains attached only to the intact skin surrounding the lesion – while it still thoroughly protects the wound area.

The Hydrocoll® dressing is efficient for wound care during all healing phases: to accelerate cleansing as well as to encourage the formation of granulation tissue and epithelisation. Hydrocoll® has lots of different uses from burns to ulcers; it provides the ideal moist wound environment for optimum healing.

Hydrocoll® is particularly adaptable due to its gelatin free formula meaning that it can be used for all patients regardless of culture or religion and Hydrocoll® also comes in a variety of shapes and sizes to fit every need.



If you would like a sample from the Hydrocoll® range, simply email

lucy.schofield@uk.hartmann.info and mark the subject 'Hydrocoll Sample'.

Please do not forget to add the HARTMANN code for the product you require and your work address for mailing this to you

Product	Size	Pack	Hartmann Code	NHS Code	PIP Code
Hydrocoll®	5 x 5cm	10 pcs	900 740	ELM 065	285 9650
	7.5 x 7.5cm	10 pcs	900 742	-	246 2885
	10 x 10cm	10 pcs	900 744	ELM 046	246 2893
	15 x 15cm	5 pcs	900 748	-	246 2901
Hydrocoll® Basic	10 x 10cm	10 pcs	900 761	-	246 2836
Hydrocoll® Thin	7.5 x 7.5cm	10 pcs	900 757	ELM 041	246 2919
	10 x 10cm	10 pcs	900 758	ELM 042	246 2927
	15 x 15cm	5 pcs	900 760	ELM 110	246 2835
Hydrocoll® Sacral	12 x 18cm	5 pcs	900 755	ELM 048	286 1714
Hydrocoll® Concave	8 x 12cm	10 pcs	900 756	ELM 049	286 1730

For more information please contact: sally.nesta@uk.hartmann.info



HARTMANN News Operating Theatre Products



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Kim Rawlinson Business Development Manager

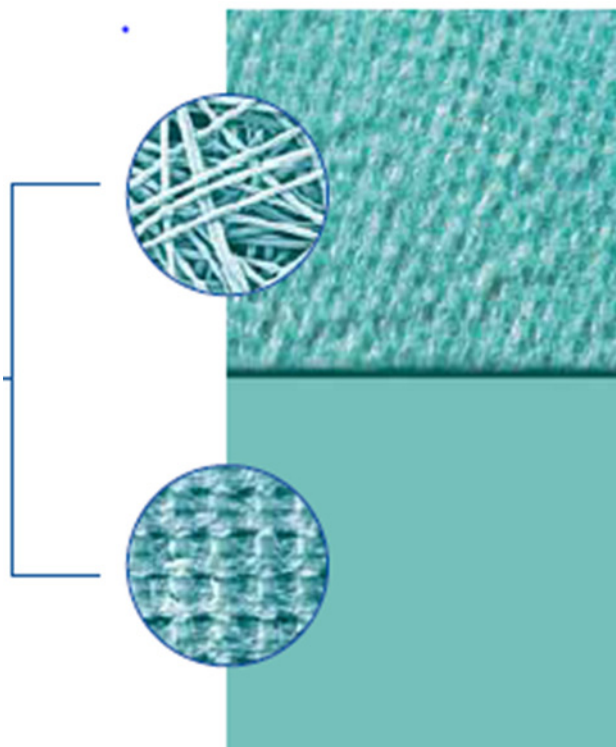
Foliodrape® Protect

for an optimum combination of performance and value

Short surgical interventions in in-patient as well as out-patient settings put very specific demands on the surgical drape. Whilst infection control issues are paramount, choosing a product that meets the surgical requirements is economically appropriate. In addition to a unique 2-layer material, Foliodrape® Protect offers tailor-made surgical draping sets particularly suitable for minor surgical interventions.

Meets all demands on performance and value:

The Foliodrape® Protect 2-layer drape.



Able to absorb any fluids:

The innovative Foliodrape® Protect fibre in the surface layer absorbs fluid quickly, is practically lint-free and drapes very well.

Impermeable to fluids and bacteria:

Pore-free, impermeable polyethylene film.

**CHALLENGES AND CHANGE
LEADING FROM THE FRONT LINE**

AfPP 2011

47th Congress & Exhibition



19 - 21 October 2011, Bournemouth International Centre
Come and join us at stand W63

Come and join the HARTMANN team at the Association for Perioperative Practice Exhibition from 19th - 21st October 2011. The AFPP Congress and Exhibition has been a firm fixture in Harrogate for many years. However, after much lobbying from theatre staff in the South of England, the 2011 event will take place at the Bournemouth International Centre. We look forward to seeing you there.

For more information, please contact: kim.rawlinson@uk.hartmann.info