

Bringing you the news at the heart of healthcare technology

Why choose a Micro Medical spirometer?

Spirometry gives a good indication of what is happening in the lungs, it helps aid diagnosis of diseases and can differentiate between diseases. When buying a spirometer make sure that the manufacturer guarantees that the equipment meets the specifications issued by the American Thoracic Society and/or the ECCS and European Respiratory Society. All Micro Medical spirometers comply.

There are a number of different types of Micro Medical spirometer available in the UK. Models are available that connect directly to a PC via a USB port while some have an inbuilt printer. Portability and battery/mains operation is useful in case the spirometer ever needs to be taken away from the surgery or moved between rooms.

Patient interaction with the spirometer is desirable and many Micro Medical models now feature animated incentive displays. Even though most patients with COPD are middle-aged to elderly these incentives are usually well received by adults as well as children. A 'bubblegum' or 'blow the house down' feature is great for encouraging patients who are not particularly good at forced spirometry and most enjoy the challenge.

Another useful feature particularly with smokers is an estimated lung age function. Informing a 40-year-old patient they have an estimated

lung age of 75 is a powerful incentive to quit especially when they see it themselves. The British Thoracic Society issue guidelines on how to perform spirometry correctly and recommend at least three blows of relaxed expiry and three blows of forced expiry. If the spirometer can provide on screen textual comments (for example, blow harder, slow start, abrupt end) on the quality of each blow this saves time, encourages the patient and avoids measurement errors.

The latest generation of digital compact spirometers from Micro Medical are clinically proven to be very stable and do not require regular or daily calibration. Unlike older devices they are less susceptible to temperature, humidity and altitude and are subsequently much more accurate. For special offer pricing on Micro Medical spirometers please call 01628 773233 or visit our web site www.pmsinstruments.co.uk/spirometers.

Summary of features to look for:

- Complies with ATS or ECCS, ERS standards
- P.C. connectivity and integration with clinical management system
- Animated incentive display
- Estimated lung age function
- Good after sales backup and support



Call for
Special Offers

Top marks for P.M.S. (Instruments) Ltd

The Centre for Evidence Based Purchasing (CEP), an executive body of the NHS, have produced a buyers' guide on low cost digital blood pressure monitors.

The report is intended to assist in the selection of low cost automated non-invasive blood pressure (NIBP)



monitors. Information is presented in a standardised format to help purchasers prepare a short-list of devices. The 44 models in the guide represent the majority of low cost devices on the UK market. During the course of the review the CEP evaluated several AND monitors and recommended the UA-705 and UA-767.

They also suggested the UA-704, UA-779, UA-787 and UA-774 should also be considered making a total of 6 more than any other manufacturer. This is a testimony to ANDs commitment to

independent clinical validation, build quality and reliability.

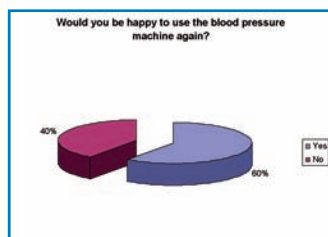
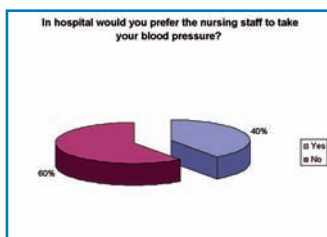
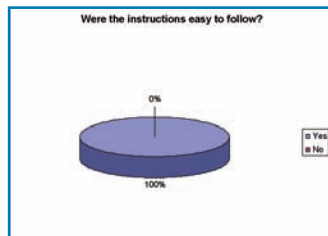
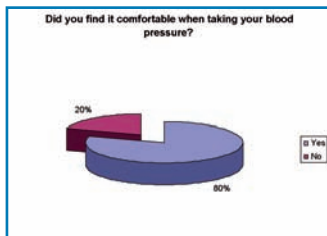
A number of low cost unvalidated monitors were not recommended by the CEP. A full copy of the report can be downloaded from the PASA website.



TM-2655P waiting room blood pressure monitor well received in evaluation study

The TM-2655P was recently involved in an Evaluation Study at a large Hospital Outpatients Department. During the evaluation period, patients were encouraged to use the TM-2655P when they arrived for their Outpatients appointment. Nursing staff asked for feedback on the Waiting Room Monitor and the results were enlightening.

Over 60% of patients would be happy to use the machine again, but perhaps most surprising was the fact that 60% would rather use the TM-2655P than have their blood pressure taken by a Nurse!

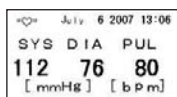


"Were the instructions easy to follow?"
100% said yes.

"Were you satisfied with taking your blood pressure yourself?"
80% of patients answered yes.

"Did you find it comfortable when taking your blood pressure?"
80% of patients said yes.

The TM-2655P has established itself as the 'gold standard' Waiting Room Blood Pressure Monitor and is used extensively by GP Practices throughout the UK. The TM-2655P has featured on the British Hypertension Society approved list for a number of years and has an A/A grade Clinical Validation. For further information and pricing, please contact us or visit www.pmsinstruments.co.uk



Chair not included

Innovative Bluetooth™ wireless products available

The emerging Bluetooth™ wireless technology will be familiar to many people and has been available in items, such as mobile phones, for a few years. The latest generation of medical devices from P.M.S. (Instruments) Ltd, have started to utilise this technology to offer secure wireless communications between selected blood pressure and ECG products.

The UA-767PBT version of ANDs popular AA grade clinically validated UA-767 has been used successfully for remote patient management and combines cutting edge technology with proven accuracy when used with suitable software. It allows patients to monitor their blood pressure at home and can be used in clinical trials offering a simple way to collect and transmit data to the Internet or third party location.



2009 also sees the introduction of Bluetooth™ enabled monitors from Meditech, including the BlueBP-05 and CardioBlue ECG Event Recorder. The new BlueBP-05 has all the advantages of the regular ABPM-05 24 hour BP monitor and uses an advanced, clinically

validated algorithm for accuracy. It is compatible with our popular CardioVisions software. CardioVisions software allows the user to attach patient records to popular Clinical Management Systems, such as EMIS, SystemOne and Synergie. The wireless Bluetooth™ adaptor attaches to a USB port on the PC and offers a wireless range of up to 10m. The advantage of the Bluetooth™ BlueBP-05 is that there is no connecting cable to clutter the desktop.



The CardioBlue ECG Event Recorder is a wireless version of the CardioClip. The CardioBlue will store up to 60 minutes of ECG and is a compact patient activated pre and post event recorder that uses one AAA battery. Two versions of this product are available including a version that provides automatic beat analysis and textual analysis of the ECG.

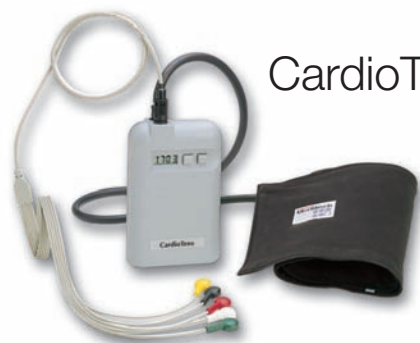


Further information is available by visiting www.pmsinstruments.co.uk/ecg

New UA789XL Digital BP Monitor with Extra Large Cuff Introduced

For some time we have been getting requests from customers using our AND Digital Blood Pressure Monitors, for a larger cuff version. Using the correct size cuff when recording blood pressure is vital to obtain accurate measurements.

Responding to customer feedback we have introduced the new AND UA-789XL Extra Large Cuff Monitor. It features the same accuracy as other monitors in the AND range with the advantage that it is sold with an extra large cuff that fits an arm with a circumference of 42-60cm. This cuff will only work with the UA-789XL as the Monitor has an enhanced high capacity pump, which rapidly inflates the larger volume cuff, in a matter of seconds. In common with other AND monitors, it includes popular features such as an Irregular Heartbeat Indicator, World Health Organisation (WHO) classification indicator and a large 60 reading memory. Price is £120.00 plus carriage and VAT.



CardioTens combined ABPM/ECG 24 hour monitor proves popular with customers upgrading from TM-2421

The CardioTens is a combined 24 hour BP monitor and ECG event recorder. It records either 24 hour BP, ECG strips or both! It is especially useful to highlight the relationship

between coronary heart disease and hypertension. Please visit www.pmsinstruments.co.uk/cardiomens for more information.

Other News And Tips

When Will Mercury Be Banned Update

Plans to ban the use of mercury in professional use sphygmomanometers have received a boost from a report detailing the wide use of mercury alternatives in the U.S.A. The US experience has been that the transition to mercury free blood pressure devices has posed few problems. The EU Commission began a review of the availability, economic and technical feasibility of mercury free sphygmomanometers in October 2008 and the use of mercury has already been legally restricted in Sweden, The Netherlands and Denmark. The UK position is that it is recommended that alternatives should be sought, although there is no outright ban.



P.M.S. (Instruments) Ltd have been aware of the potential problems of mercury for some years, resulting in the introduction of the UM-101 (A) in 2005. This clinically validated, manual sphygmomanometer uses a vertical

LCD display to mimic a mercury column without any of the disadvantages and users can still use a stethoscope to record Korotkoff sounds.

InstantCheck Receives Thumbs Up from NHS CEP Review



The CEP, an executive body of PASA, recently introduced a Buyer's Guide on Patient Activated ECG Recorders. The Report provided an overview and detailed review of certain innovative ECG Event Recorders, which included the InstantCheck, Merlin and CardioClip from P.M.S. (Instruments) Ltd.

Patient activated recorders are designed to capture episodes of atrial fibrillation or other intermittent arrhythmias, which are not present in standard 12-lead ECGs. The CEP provided a detailed review of the InstantCheck and the Merlin, both of which had positive reviews. Copies of the Report are available by contacting P.M.S. (Instruments) Ltd.

New Hygienic Blood Pressure Cuff Barriers introduced for 24 hour monitors.

How often do you wash your 24 hour monitor BP cuffs? Responding to numerous requests we recently introduced hygienic single patient use cuff barriers which can be used with all blood pressure cuffs including 24 hour ABPMs.

The single patient use cuff barriers can be applied in seconds against the patient's arm and the blood pressure cuff is applied over the barrier. They prevent the cuff coming into direct contact with the patient's arm but are thin enough not to affect readings.

They use a latex-free, soft FABRICEL® tissue, fused with leak-proof polyethylene film. Three sizes paediatric, adult and large adult are available and are supplied in a box of 300. They are a quick low cost solution to having to wash cuffs between use and look set to prove popular.



How many readings has my TM-2655P taken?

The original version of the TM-2655P features a 'counter' button on the rear panel which can be useful for audit purposes. Later versions of the TM-2655P (from March 2008) will give a graphical printout of total number of measurements, a weekly count and a monthly count.

