

Scope Monthly

A big welcome

PSK Connectors would like to welcome all our valued clients to the 1st edition of our monthly newsletter.

Each month we will bring you the newest and freshest outlook on the endoscope cleaning industry.

We will reveal the latest news, opinions, review products and keep you up-to-date and at the forefront with the latest trends in scope cleaning.

"The Experts in Cleaning Your Scopes Smarter"

Our jingle "The experts in cleaning your scopes smarter" goes back 16 years, when Barbara Puszko, an endoscopy nurse from Melbourne, invented the "Endo-Suction Cleaning System" – the ESCS.

Since its inception, the ESCS has been a great success with day surgeries and hospitals all around Australia using it on a daily basis.



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Welcome to a new era in endoscope cleaning!

We have always strived to deliver you excellent products to meet your endoscopy cleaning needs, as well as first-class customer support. In the Australian endoscopy market we are regarded as the experts in the field of cleaning endoscopes.

We have recently undergone major changes (including in our management and name), and would like to welcome you back into the PSK family.

As of 18th of August 2009, our new name is **PSK ENDOSCOPY AUSTRALIA.**

Whereas in the past, there may have been an occasional blip, we would like to re-assure you that going forward we will meet and exceed your expectations.

Here are 2 of many changes we have made to ensure that as a valued client, you will receive the best products, at the best prices and best after-sales service:

- ✓ **We have a number of new and exciting products** – including an excellent water-saving suction pump, US-manufactured and Australian TGA-approved (with service and maintenance care included).

✓ All-in-one Endoscope Cleaning Care –

Our newest 3-tier service program will entitle you to great savings and bonus endoscope cleaning products, and at the same time give you peace of mind with a first-rate Service Level Agreement (SLA). This will ensure the best possible service (including after-sales).

In today's financial environment, and with the Global Financial Crisis being ever-present, you need to ensure your Endoscopy Unit is functioning at its peak. Having all your scopes available on a daily basis is vital – and you cannot afford to lose any to servicing due to blockages. In addition, the long list of patients means that you need to quickly clean your scopes – in addition always being mindful of adhering to your local Infection Control policy.

Being in the black can be a balancing act between having the best equipment, most-experienced staff, valued customers, and a sizable budget.

You need someone you can rely on to supply you with you scope cleaning needs.

Read on to see how we can help.



ENDOSCOPY
AUSTRALIA

A bit of history

PSK Endoscopy Australia is a privately owned Australian company. Over the last 16 years we have developed strong expertise in endoscopy cleaning devices and have established an excellent reputation in the Australian market as a company offering the latest technological improvements in endoscopic accessories as well as nurse and patient care.

In 1994, our flagship product, the PSK Endo-Suction Cleaning System (ESCS) was presented for the first time at the MEDICA trade show. Since then our ESCS has been regularly presented to medical audiences during various trade shows in Europe, America and Japan.

Research materials were also presented by Barbara Puszko, the ESCS inventor at numerous conferences around the world.

We are associated with the Society of Gastroenterology Nurses and Associates Inc.(SGNA), Society of International Gastroenterological Nurses and Endoscopy Associates Society (SIGNEA), Gastroenterological Nurses College of Australia GENCA), and ESGNA (European Society of Gastroenterological Nurses Association).



The benefits of using suction to clean your scopes

We asked Matthew Puszko –the National Marketing and Sales Manager, what he thought were the biggest positives

First of all it's a proven method, clinically tested for over 15 years in leading hospitals and day surgeries both domestically and abroad.

At PSK Endoscopy Australia, we believe that simplicity in design leads to user-friendliness. Our motto is to "keep it simple in an ever-complicated world". Hence, streamlining re-processing operations into simple, easy-to-understand concepts leads to consistent results.

The use of negative pressure (suction) along with the PSK ESCS provides not only effective flushing, but also tangible evidence that your endoscopes are thoroughly pre-cleaned.

In other words, the clear silicone tubing allows for visual observation that each channel has been adequately flushed.

This is not possible using positive pressure (pushing). This is because the tubing in the pushing method is the source of liquid/air going into your scope.

It emerges out the distal end of the endoscope, thereby missing out on the areas of observation at the channel outlets.

Other advantages are that the clear tubing discolours over time, providing visual reassurance that your endoscope is properly flushed.

Also, having the ability to see the liquid being sucked through the channels allows the nurse or technician to make a decision:

Does the scope need to be re-flushed?

In physics liquid travels easiest through the path of least resistance.

Using the suction method while isolating the larger channels (suction, air/water, and biopsy) allows for greater pressure being focused on the smaller channels such as the forward water-jet channel or the minute elevator channel.

Key advantages of user-friendly semi-automated systems is its simplicity.

Complicated, electronic push flushing systems require costly regular maintenance and calibration. While syringes can cause RSI.

Imagine a machine that calculates amounts of liquid to be flushed through each channel.

"Suction provides not only effective flushing, but also tangible evidence your endoscopes are pre-cleaned"

What would you do if it was de-calibrated? How would you know how much cleaning detergent/water is flushed through each channel?

(Remembering that endoscope manufacturers have stipulated specific amounts of cleaning detergent/water required to flush through each channel).

In my 10 years experience, an open semi-automated flushing system still is, in my opinion, more effective than a push flushing system.

Barbara Puszko- Nurse entrepreneur talks about the history of the PSK Endo-Suction Cleaning System



Was the PSK Endo-Suction Cleaning System really invented by a nurse?

"One day back in the late 1980s, I had a blocked endoscope. In those days we had only one video gastroscope. I was responsible for all the equipment and when I saw that our only endoscope was blocked, I panicked.

The next day's patient list was full and without a usable endoscope, the patients would all have to be cancelled.

I stayed until midnight that evening trying all possible methods. No way, the endoscope remained blocked. Then I tried using an empty syringe to pull the debris out from the endoscope.

After a few moments, something happened that amazed me. I aspirated the debris straight from the distal end all the way through the scope and into the syringe.

That idea then was applied to the very first prototype of today's Endo-Suction Cleaning System. Later it was patented in many countries.

I have been invited to demonstrate the system first, during workshops for Australian nurses, and later in many hospitals in Japan, USA and Europe.

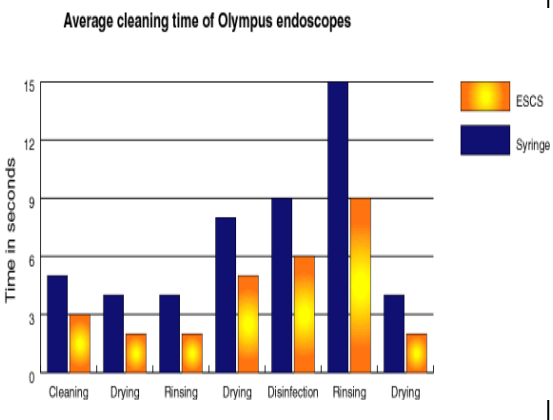
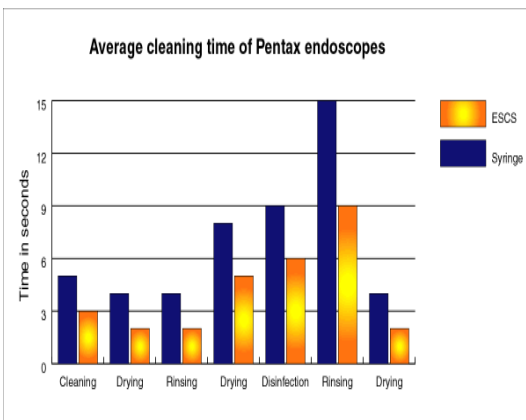
I continue to spread the message on how to help gastroenterology nurses in their hard work, to always offer patients clean and efficient endoscopes".

Barbara Puszko is a Clinical Nurse Educator at PSK Endoscopy Aus.



"Invented by an Australian nurse, for Australian nurses"

Comparison of the ESCS with syringes



DID YOU KNOW?

Infection Control in your DPU/Theatre

Your ESCS has a maximum lifespan of 500 cleaning procedures (after which it needs to be disposed of). However, to be on the safe side, we recommend you replace it after 400 uses.

This ensures your Endoscopy Unit adheres to GENCA infection control guidelines.

If your current ESCS's are over 3 months old and you are a regular daily user, it is most likely that you need to replace each one.

The chemical properties of silicone and constituent components deteriorate after 600 uses, reducing the efficiency of aspirating particles out of the endoscope.

We strongly recommend replacing every ESCS after reaching a maximum of 500 cleaning procedures.

Unfortunately we cannot take any responsibility for any complications arising out of the use of the ESCS after its indicated lifespan.

The use of the ESCS after its lifespan may lead to improper cleaning of the endoscope putting your scope at a higher risk for contamination.



New Products Catalogue

We are just putting the finishing touches to our new products catalogue which contains complete cleaning packages for all budgets and usage combinations.

Look out for it in your inbox very soon!

All-in-one Endoscopy Care

We have introduced 3 levels of care for your endoscopy unit. Each level has a first-class Service Level Agreement (SLA) with the benefits of great service, excellent savings and FREE product bonuses.

❖ **Global Endo Care** - For heavy users upwards of 150+ procedures per month.

❖ **Total Endo Care** - If you complete between 60 and 150 procedures per month this is the best option for you.

❖ **Everyday Endo Care** - For day surgeries or hospitals performing up to 60 procedures a month.

Ask us about the **“PSK Endo Care Service Packages”** next time you are placing your order.

Scope Monthly Issue 01 Oct 09

*PSK Endoscopy Australia raises awareness for Bowel Cancer Medical Research.
Thank you for your support for this worthy cause.*

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