

AGED CARE @ EBOS

JULY / AUG / SEPT 2021



An EBOS Healthcare Publication

Aged Care Division

Phone: 0800 18 17 16

E&OE. Offers not available to medical wholesalers and

brokers. All offers valid until: 30th September 2021

unless otherwise specified or while stocks last.

ALL ENCLOSED PRICES ARE GST EXCLUSIVE

 **EBOS**
HEALTHCARE

ESSENTIAL TO HEALTH

Welcome to AC@E

WELL WE'VE MOVED PAST THE SHORTEST DAY AND HOPEFULLY LOOK FORWARD TO DAYS BECOMING LONGER AND LIGHTER WITH SPRING AND SUMMER AROUND THE CORNER.

June was yet another difficult month with floods taking their toll across the South Island. It was great to meet up with a lot of our customers at the recent RVA conference in Auckland, and whilst the industry has some challenges there was a real sense of moving forward and getting on with what the industry is so good at "Looking after People".

In June, Karmen Walters went on maternity leave, we certainly wish her well. Whilst Karmen is away, Jeanette Pooley will be covering her territory. Jeanette has been with EBOS for over 15 years and will bring a great wealth of experience to her customer base. Jeanette's contact details are: jpooley@ebos.co.nz Mobile; 021 325 308 (Karmen's Mobile No).

Finally please remember that our old website will be shutting down on the 31st July 2021 as we are moving to our new web platform, which is refreshed and ready to go.

Please reach out to your Account Manager to discuss the next steps on switching to our new platform
www.eboshealthcare.co.nz

John Matthews

John Matthews
Business Director Aged Care ANZ



Socials

Join us on LinkedIn and YouTube for the latest on news, events and educational video content.



WE VALUE YOUR FEEDBACK

WRITE TO US AT: marketing@ebos.co.nz

Who are we?

An industry specialist with over 98 years of Healthcare experience - **WE ARE ESSENTIAL TO HEALTH.**

What do we do?

We connect healthcare providers with the best products from around the world.

Our commitment

- Extensive Choice of Products
- High Quality at an Affordable Price
- Dedicated Sales and Customer Service Teams
- Simple and Convenient Ordering
- Online Access 24/7
- Reliable and Responsive Delivery
- Free Education and Training

We are transitioning to our NEW website as the old site will close on the 31st July 2021

Please contact your Account Manager **NOW** to discuss your transition, if you want to make a quick change over follow the link to the **NEW** website www.eboshealthcare.co.nz/register or give your Account Manager a call today.

Note: if you are using specific templates these will need to be loaded into the **NEW** website and your Account Manager can arrange this prior to your switch.

Diagnostic Equipment

ProBP 2000 Digital BP Device

- Blood pressure readings are captured on inflation in about 20 seconds
- Compatible with Welch Allyn FlexiPort Reusable Blood Pressure Cuffs, from child size 9 up to thigh size 13 (15 - 55 cm range)
- Device comes with one adult size 11 FlexiPort Reusable Blood Pressure cuff
- Meets AAMI standards for blood pressure accuracy



EBOS Code:	Size:	UOM	PRICE
99552315	ProBP Digital BP Device	Each	\$375

Aneroid Sphygmomanometer with Cuff

Improved ergonomics and a new modern design make for an easy-to-use blood pressure aneroid, developed with staff and facility workflow efficiency in mind.

- Laser-engraved dial face provides unmatched accuracy
- Recessed dial face and high contrast red pointer increase visibility and reduce parallax errors
- Lifetime calibration warranty
- Latex and Mercury Free



EBOS Code:	Size:	UOM	PRICE
99500267	767 Desk Mount / Adult cuff	Each	\$355
99500255	767 Mobile with Stand / Adult cuff	Each	\$465
99507676	767 Wall Mount / Adult cuff	Each	\$275

Pocket Plus LED Otoscope

Pocket Plus LED Otoscope Onyx. This is the most durable, pocket-style otoscope on the market today, based on rigorous drop test versus leading competitors' products.

- Welch Allyn SureColor™ LED lamps come standard, and features 6 lumens for a brighter, whiter view.
- Lightest-weight Welch Allyn otoscope, for the comfort and control you need during examinations.
- Fibre optics provide cool light with no reflections or obstructions.
- Portable, to help you meet the challenges you face when treating patients.
- Five Year Warranty



EBOS Code:	Size:	UOM	PRICE
99552306	Onyx	Each	\$230
99552307	Vanilla		
99552308	Plum		
99552309	Blueberry		

Gold Series Durashock - DS66

- 15 year calibration warranty
- Laser engraved dial
- Shock resistant for accuracy and lower cost over time
- Jewelled movement
- Includes adult cuff and case.



\$210.00

EBOS Code: 99500251

3M™ Littmann® Classic III™ Stethoscope



- Tunable technology is a 3M invention that lets you shift between hearing high and low frequency sounds by simply adjusting how much you press on the chestpiece.
- Soft-sealing eartips give you a comfortable fit and an excellent acoustic seal; they snap tightly onto the eartubes for safety.
- Open bell stays clear of dirt and debris by keeping it covered with the small diaphragm.
- Adjustable headset lets you easily set the tension for head size and comfort just by squeezing or pulling apart the eartubes.
- No natural rubber latex or phthalate plasticisers are used in the tubing or any other component—to help protect human health and the environment.

OPEN BELL VERSATILITY.

THE PAEDIATRIC SIDE CONVERTS TO A TRADITIONAL OPEN BELL BY REPLACING THE SINGLE-PIECE DIAPHRAGM WITH A NON-CHILL RIM.



Colours available:

Black	Navy Blue	Burgundy	Lavender
Turquoise	Caribbean Blue	Grey	Lemon-Lime
Ceil Blue	Peal Pink	Plum	

EBOS Code: 29273644 - Classic Black

EBOS Code: 29273645 - Navy Blue

EBOS Code: 29273647 - Burgundy

EBOS Code: 29273648 - Lavender

EBOS Code: 29273649 - Turquoise

EBOS Code: 29273656 - Caribbean Blue

EBOS Code: 29273658 - Grey

EBOS Code: 29273660 - Ceil Blue

EBOS Code: 29273661 - Pearl Pink

EBOS Code: 29273650 - Lemon-Lime

EBOS Code: 29273663 - Plum

\$160 EACH

GREAT VALUE!

Hudson RCI® Providing Your Winter Oxygen Therapy and Nebulisation Needs

HUDSON RCI® A LEADING MANUFACTURER OF HIGH-QUALITY DISPOSABLE RESPIRATORY CARE PRODUCTS AND EQUIPMENT FOR OVER 50 YEARS.

HUDSON MICRO MIST® NEBULISER

The Hudson Micro® Mist small volume nebuliser is designed for performance and economy and includes design features that are needed by healthcare workers.



Available in a variety of configurations:

EBOS Code	Description	UOM	PRICE
24001880	Micro-Mist® Nebulizer	Each	\$0.75
24001881	Micro-Mist® Nebulizer with Tee and Mouthpiece	Each	\$2.50
24001882	Micro-Mist® Nebulizer with Tee and Mouthpiece, 7 ft tubing and standard connector	Each	\$3.95
24001885	Micro-Mist® Nebulizer with 7 ft tubing and standard connector and Adult Mask # 1083	Each	\$2.40
24001886	Micro-Mist® Nebulizer with 7 ft tubing and standard connector and Paediatric Mask # 1085	Each	\$2.25

ELONGATED AEROSOL MASK

- With adjustable nose clip
- Specifically designed for aerosol therapy.
- Connector accepts 22mm aerosol tubing.
- Does not include tubing.



\$0.95 EACH

EBOS Code: 24001083

Leukoplast®

Wound care in best hands

Leukoplast® - the professionals' choice

For more than 100 years, professionals have trusted in Leukoplast®'s expertise and high-quality products. To make best use of our outstanding reputation for professional wound care, our well-known Fixomull® products will now be marketed under the umbrella of Leukoplast®.



AT LEUKOPLAST®, WE BELIEVE THAT WOUND CARE SHOULD BE TAILORED TO THE PATIENT'S NEEDS. OUR LEUKOPLAST® SKIN SENSITIVE PRODUCTS OFFER THE RIGHT SOLUTION FOR PATIENTS WITH FRAGILE AND COMPROMISED SKIN;

- Older patients, an ever-growing group who frequently suffer from fragile skin,
- Patients whose skin is compromised as a result of disease, medication or long-term treatment,
- Infants whose skin is not yet fully developed and is therefore extra sensitive.

Leukoplast® Skin Sensitive Fixation Tape

FOR SECURE FIXATION OF WOUND DRESSINGS OR SECONDARY FIXATION OF MEDICAL DEVICES.

- Easy to tear by hand without need of scissors.
- Antimicrobial spool and snapping for a reduced risk of cross-contamination: greater than **99.9% MRSA reduction within 6 hours.**
- Fast and easy application.



EBOS Code	Description	UOM	PRICE
29931817	Leukoplast Skin Sensitive 1.25cm x 2.6m	Each	\$2.55
29931818	Leukoplast Skin Sensitive 2.5 cmx 2.6m	Each	\$4.25

Leukoplast® Hypafix® skin sensitive

FOR FIXATION OF LARGER WOUND DRESSINGS

- Can be easily adjusted to the size needed.
- Especially suitable for moving body parts.
- Distinctive design for an easy product recognition.



EBOS Code	Description	UOM	PRICE
29931812	Hypafix Skin Sensitive 5cm x 5m	Each	\$13.50
29931813	Hypafix Skin Sensitive 10cm x 5m	Each	\$27.00

Leukomed® T Plus Sensitive

LEUKOMED® T PLUS SKIN SENSITIVE TRANSPARENT FILM ISLAND DRESSING HAS BEEN DEVELOPED SPECIFICALLY FOR PATIENTS WITH FRAGILE AND COMPROMISED SKIN. THE SOFT SILICONE ADHESIVE ENSURES SECURE FIXATION AND ATRAUMATIC REMOVAL.

- Bacteria proof and waterproof protection
- Covers and protects closed surgical wounds, cuts and abrasions
- Absorbs blood and wound fluid



Order any two sizes and we will send you a box of the 8cm x 15cm FREE of charge.

*T&C's apply.

EBOS Code	Description	UOM	PRICE
29931823	Leukomed T Plus Sensitive 5cm x 7.2cm	Pkt/5	\$8.50
29931824	Leukomed T Plus Sensitive 8cmx 10cm	Pkt/5	\$16.50
29931825	Leukomed T Plus Sensitive 8cmx 15cm	Pkt/5	\$19.75

* Only valid while stocks last. Free product will be sent separately unless order is placed by phone, fax or email.



3M Skin Care



DURABLE PROTECTION FOR AT- RISK OR SEVERELY DRY SKIN.

Formulated with 3M polymer technology, **3M™ Cavilon™ Durable Barrier Cream** is a concentrated, fragrance-free moisturising skin barrier that resists wash-off and allows adhesives to adhere.² It's ideal for moisturisation of at-risk and/or severely dry skin. It also provides a barrier which protects skin at low risk for breaking down.²

Cavilon Durable Barrier Cream features an innovative, polymer-based formula that;

- Moisturises at-risk skin and severely dry skin²
- Provides a breathable barrier to promote skin health
- Resists wash-off, eliminating the need for frequent reapplication²
- Allows tapes and dressings to adhere
- Helps reduce product used due to its concentrated formulation
- Does not clog continence pads³

EBOS Code:	Description:	UOM	PRICE
29273673	3M Cavilon Durable Barrier Cream 92g	Each	\$15.25
29273672	3M Cavilon Durable Barrier Cream 28g	Each	\$6.30
29273671	3M Cavilon Barrier Cream Sachet 2g	Box/20	\$22.50

REFERENCES:

1. Carville K., Leslie G., Osseiran-Moisson R., Newall N., Lewin G. The effectiveness of a twice-daily skin-moisturising regimen for reducing the incidence of skin tears. *Int Wound J* 2014; 11:446-453
2. 3M Data on file
3. Hart J, [2002] Assessment of the incontinence pad blocking potential of Cavilon DBC compared with Sudocrem and Zinc and Castor oil. *Nursing Scotland* 2002, Issue July/August.

MOISTURISATION FOR YOU AND YOUR RESIDENTS

3M™ Cavilon™ Extra Dry Skin Cream (118ml) is a moisturising cream that is ideal for individuals with diabetes or other skin conditions. The pH balanced, lipid rich formula lasts 24 hours to soften and relieve rough, cracked or scaly skin. It has been shown that twice-daily moisturising can reduce the risk of skin tears.¹ Use Cavilon Extra Dry Skin Cream as part of a daily skin care protocol.

- Non-greasy – vanishes into skin
- Silky, rub-on feel
- Hypoallergenic and latex-free

\$12.95 EACH

EBOS Code: 21003181



3M™ Cavilon™ Moisturising Hand Lotion (473ml) is designed for Health Care Professionals to help maintain or restore skin's natural moisture and pliability between hand washings. It can be used under latex gloves and does not affect the activity of chlorhexidine gluconate (CHG) hand antiseptic products.

\$14.25 EACH

EBOS Code: 22139239



Now with one proven solution

From proven prevention to effective treatment

Same dressing for both treatment and prevention



Mepilex® Border Sacrum



Mepilex® Border Flex

Easy to use

Thicker borders and handling tabs to facilitate easier application, inspection and removal.

Anatomically placed

Dressing shapes optimised for enhanced coverage of high risk areas.

SafetaC
TECHNOLOGY



For clinicians, Mepilex Border Sacrum and Mepilex Border Flex offer a **simple, effective and gentle** way to manage pressure injuries.

EBOS Code:	Description:	UOM	PRICE
26611590	Mepilex Border Flex 7.5 x 7.5	Box/10	\$53.00
26611591	Mepilex Border Flex 10 cm x 10 cm	Box/10	\$74.00
25251042	Mepilex Border Sacrum	Box/5	\$110.00


Mölnlycke®

gloop® medication lubricant

Gloop® is a slippery gel that is intended to make solid medicines, such as tablets and capsules, **EASIER TO SWALLOW**

Why should you use Gloop®?

- Slippery gel that makes tablets and capsules easier to swallow and may negate the need to crush
- No known drug interactions
- Designed to break down immediately once in the stomach, therefore having minimal or no impact on absorption
- Better medication compliance³
- ~90% of healthcare workers agree that it is an effective method to facilitate pill-swallowing³



Scan here to view the Gloop video.



Available in 4 flavours and 2 levels of thickness

Which Gloop® is right for your patient?

Product	Flavour	Level	Patient group
Gloop® Low Sugar	Raspberry	3 Moderately thick	Those on a low-sugar diet
Gloop® Original	Orange, Strawberry/Banana	3 Moderately thick	Appropriate for most patients
Gloop® Forte	Vanilla	4 Extremely thick	Severe dysphagia*

Compliant with the IDDSI standards (visit <https://iddsi.org>). *Only under the advice of a healthcare professional.

- \$35** Raspberry EBOS Code: 31000002
- \$35** Orange EBOS Code: 31000000
- \$35** Strawberry/Banana EBOS Code: 31000001
- \$43** Vanilla EBOS Code: 31000003

OptiPro Pre-injection 70% Isopropyl Alcohol Wipe

DEVELOPED TO PREVENT HEALTHCARE INFECTIONS AND ENSURE A HYGIENIC ENVIRONMENT FOR PATIENTS AND CLINICIANS.

OptiPro, class IIa medical device Wipe, is a 70% alcohol disinfectant wipe for use on skin prior to injection.

UOM: Box of 100

\$3.50

EBOS Code: 32111005





SAY GOODBYE TO A DRY MOUTH



Freshens Breath



Natural Active Ingredients



Soothing and Moisturising



3 HOURS RELIEF

DRY MOUTH SPRAY was developed by a leading speech pathologist, Osmist Dry Mouth Spray instantly relieves dry mouth symptoms for up to three hours.

Dry Mouth Can Impact



Mental Health



Relationships



Oral Health



Food Intake



Workplace Performance



Sense of Taste

WHY CHOOSE OSMIST DRY MOUTH SPRAY OVER ALTERNATIVES?

- Contains active natural ingredients, scientifically proven
- Sugar free
- Free of potentially harmful parabens
- Natural peppermint flavour
- Convenient 50mL bottle
- Easy to use - shake and spray



\$8.20

EBOS Code: 36230127





Did you know we can provide Attends products for your Village residents?

- Simple ordering process via Attends Online
- Resident details can be loaded for easy access of repeat orders
- Multiple delivery addresses can be entered if required
- Reporting can be accessed to track cost and usage
- Access to special village pricing
- Tools can be provided to assist with appropriate product selection
- Offering your residents a cost effective continence management solution



Attends[®] online

**ACCESSED DIRECTLY VIA
www.eboshealthcare.co.nz
(a one system benefit)**

FEATURES INCLUDE:

- Convenient user friendly layout that is live, available 24/7
- Stock Management - saves time spent on product allocation and ordering
- Printing of the following items:
 - Resident pad allocation
 - Wardrobe cards (2 options)
 - 24 hour pad allocation
- Ability to view and print individual prescription report including cost per resident per day, and last assessment/review date
- The date will now auto update each time you add a new resident or edit resident details
- In Resident details you can now add a comment that will appear on the resident's wardrobe card, and choose to show their Level of Care if required
- Quickly calculate stock requirements based on resident prescriptions and stock on hand
- Place your order straight into the EBOS online system for fast and efficient processing and delivery



- View a summary of monthly Attends purchases including cost per resident per day comparisons
- Secure web based platform via www.eboshealthcare.co.nz
- Ability to download continence management system tools
- Direct links to Attends YouTube channel fitting videos

Compliance with Attends Online will mean cost effective ordering practices:

- Only ordering what is required, specific to current stock on hand and resident prescriptions.

Safer Infection Prevention with Touchless Technology

Vernacare



Break the Chain of Infection

The use of disposables has been advocated by the World Health Organization during the COVID-19 pandemic who stated that;

“Equipment should be single-use and disposable to minimise the risk of transmission”¹



The revolutionary Vernacare single-use disposable system for managing human excreta, provides enhanced protection for patients, staff and caregivers. Handling of potentially contaminated re-usable containers is eliminated through hands-free sluice room operation.

Prevent infection in 3 easy steps



1. CHOOSE

2. USE

3. DISPOSE

For a limited time, we will offer a Special Price as well as a pulp package of \$500* (includes dispenser and racking).

Please contact your Account Manager for your quote today.

Compact EBOS Code: 22441073

Compact+ EBOS Code: 22441086

Promo Period: 1st July - 30th September 2021.

*Retail Price

Halyard Facility Essentials

O&M HALYARD HAS A BROAD RANGE OF INFECTION PREVENTION, CLINICAL TOWEL AND FLUID MANAGEMENT PRODUCTS TO HELP PROVIDE TRUSTED HYGIENIC PROTECTION FOR PATIENTS, HEALTHCARE WORKERS AND EQUIPMENT IN YOUR PRACTICE/ ORGANISATION.

Guardall Shield 3/4 Length

UOM: Each



\$5.85

EBOS Code: 23621205

Guardall Shield Full Length

UOM: Each



\$6.50

EBOS Code: 23621200

Versa Towel Small

- 24.5 x 41.5cm

UOM: Each



\$6.30

EBOS Code: 35925115

HALYARD ISOWIPE* Bacterial Wipes



-  **CONTAINS 70% ISOPROPYL ALCOHOL**
Provides hospital grade disinfection of clean surfaces
-  **PRE-MOISTENED WET WIPE**
Convenient and fast with no dilution required
-  **DISPOSABLE**
Hygienic, helps prevent cross-contamination
-  **FOIL SEAL**
Maintains formula integrity during transportation and storage
-  **SPECIALLY DESIGNED DISPENSING SLOT**
Controls dispensing, minimises dry out / evaporative effect of alcohol

UOM: Cannister/75 wipes

\$8.50

EBOS Code: 35940110

