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# **Matt Rudolph**

**Vice President of Operations**

**Chief Customer Advocate**



- **ISO 9001:2008 Certification**
- **ISO 13485:2003 (Medical Devices) Certification**

*A green company*

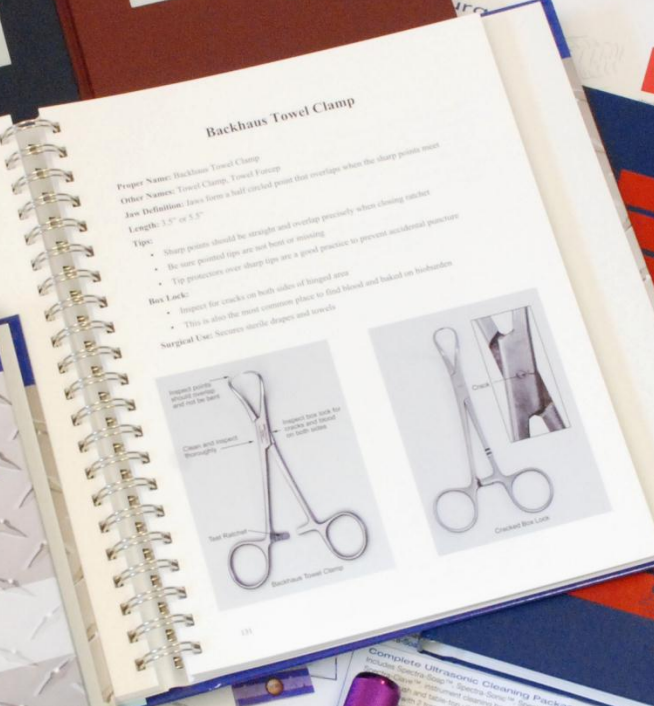
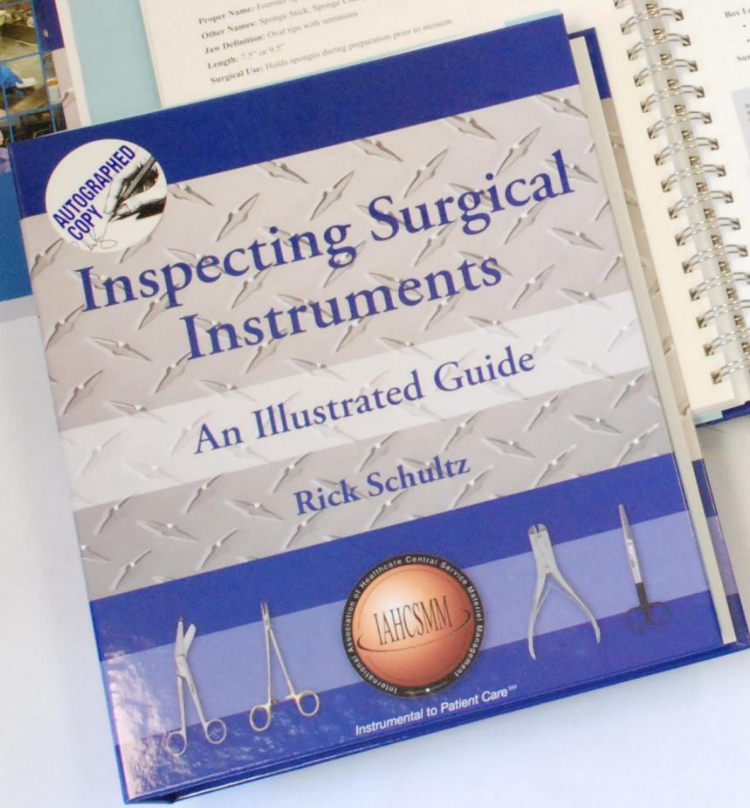
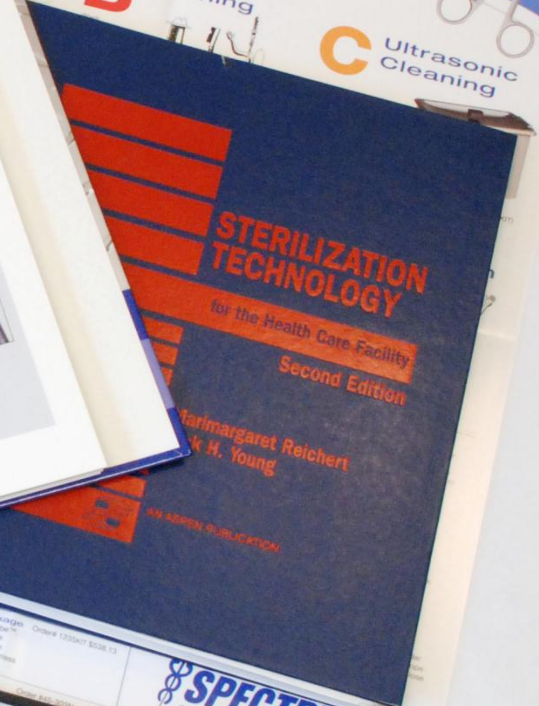


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**“ONE IN EVERY 20  
HOSPITALIZED PATIENTS  
WILL ACQUIRE AN INFECTION WHILE  
THERE.”**

*Center For Disease  
Control & Infection  
USA Today  
September 20, 2011*



**“A 2009 CDC REPORT  
ESTIMATED THAT HOSPITAL  
COST FOR TREATING INFECTIONS  
REACHED 45 BILLION.”**

*USA Today*

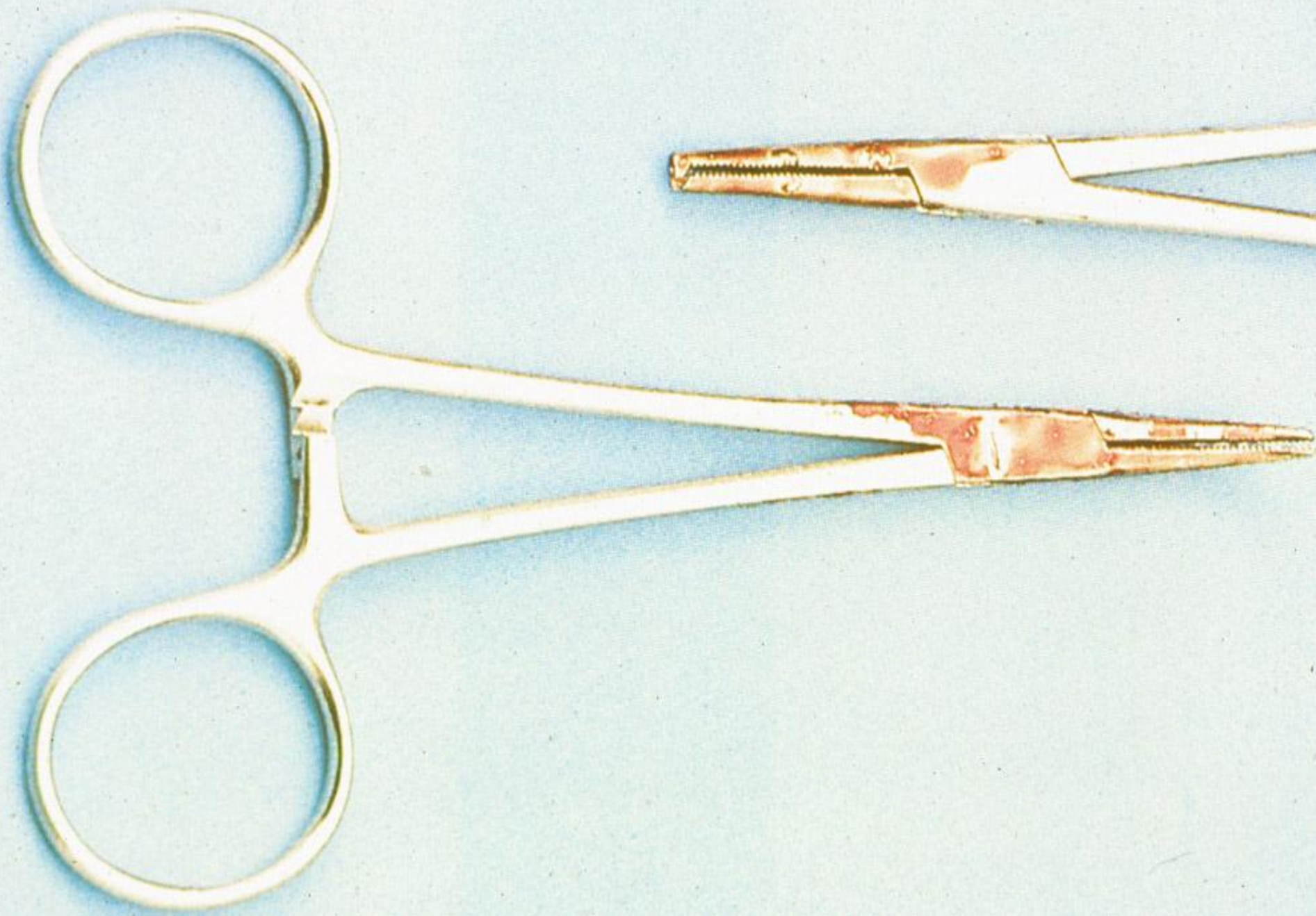
*September 20, 2011*



















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# **Law of the Land**

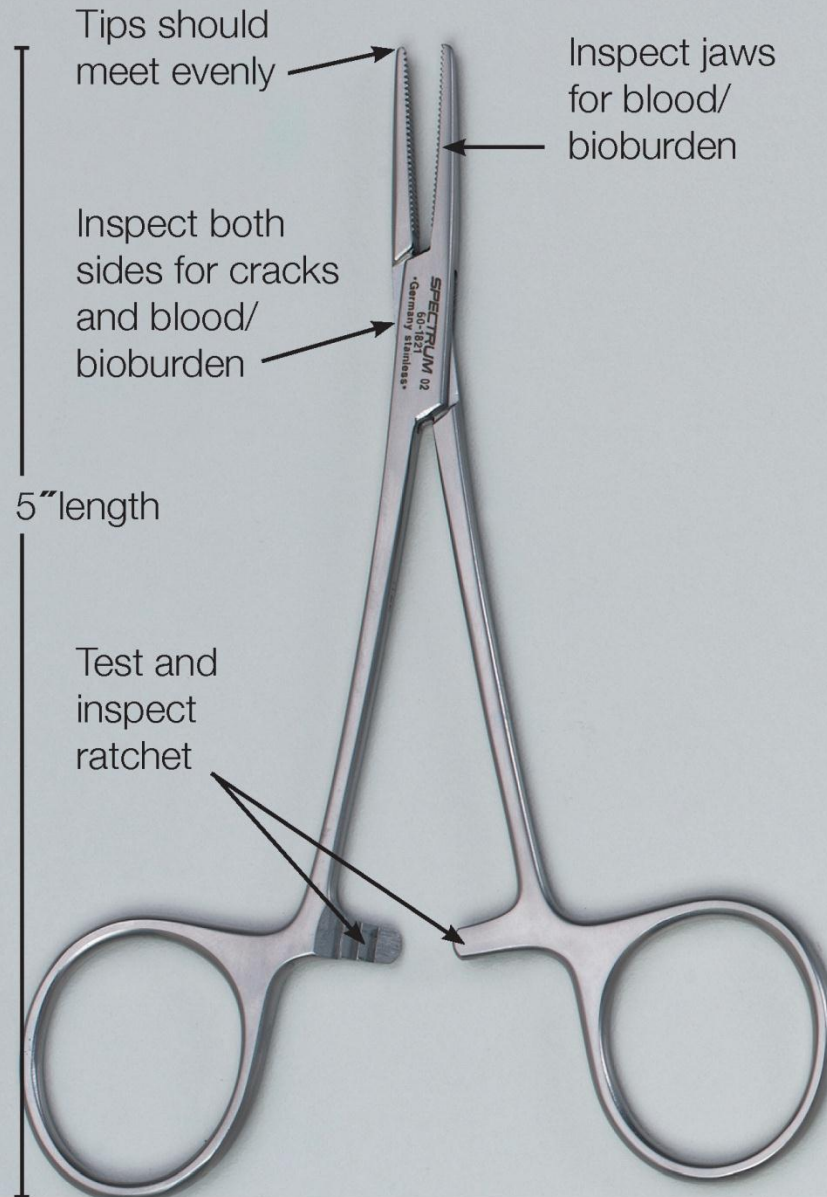
**“Surgery’s job is to  
take care of the Instruments”**

**“Sterile Processing’s job  
Is to clean the Instruments”**

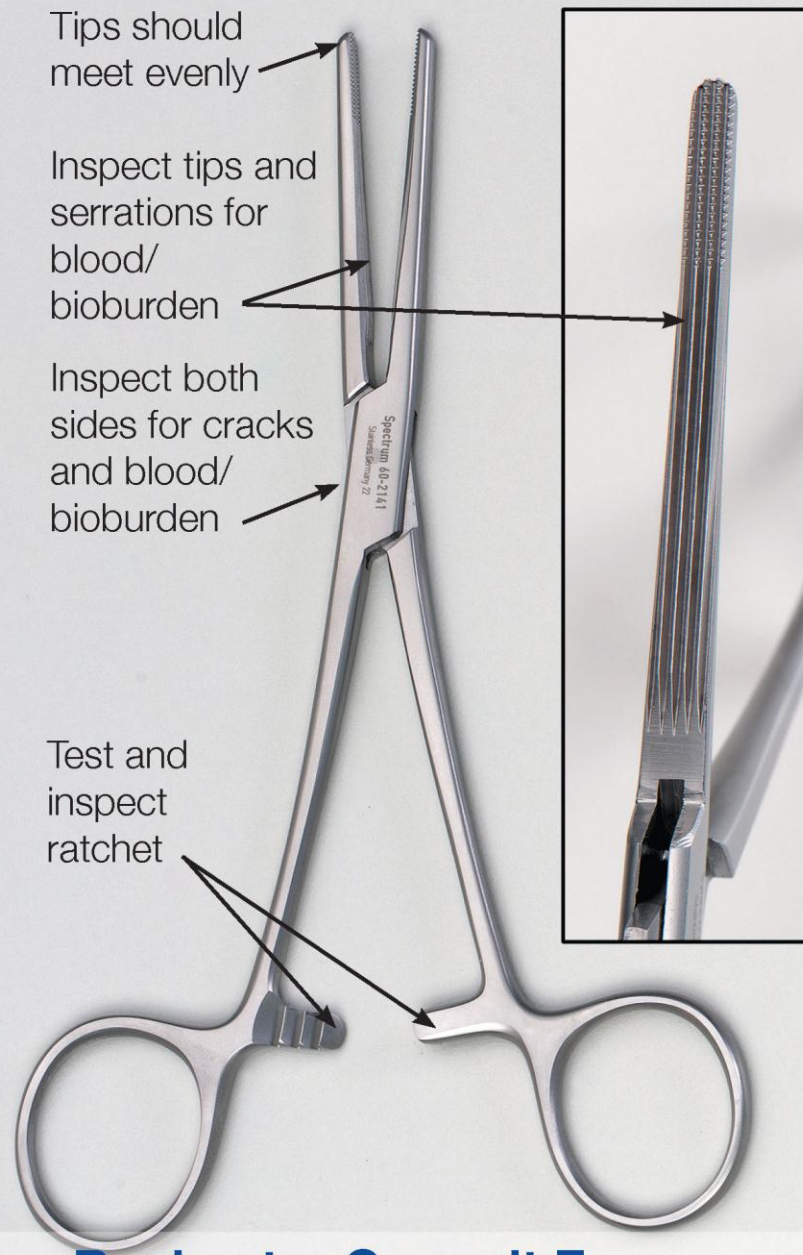




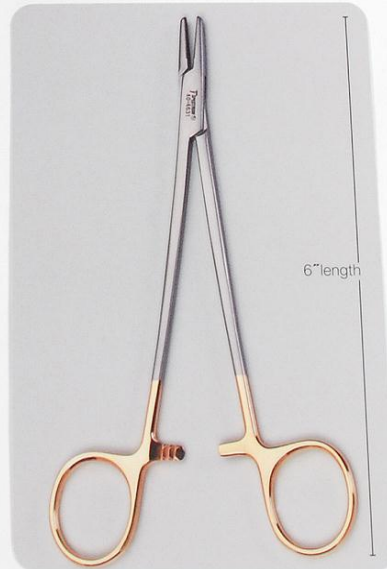
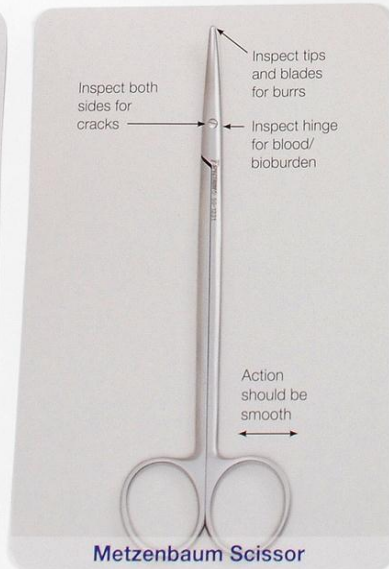




**Halstead Mosquito Forcep**



**Rochester Carmalt Forcep**







A close-up photograph of a metal blade, likely a surgical instrument, set against a blue background. The blade is oriented horizontally. On the left side, there is a section with a serrated edge. The main body of the blade is smooth and features the text "UHC-OR" in a bold, sans-serif font. A small, dark, rectangular mark is visible on the blade's surface to the right of the text. The lighting is bright, casting a shadow on the blue surface below the blade.

**UHC-OR**





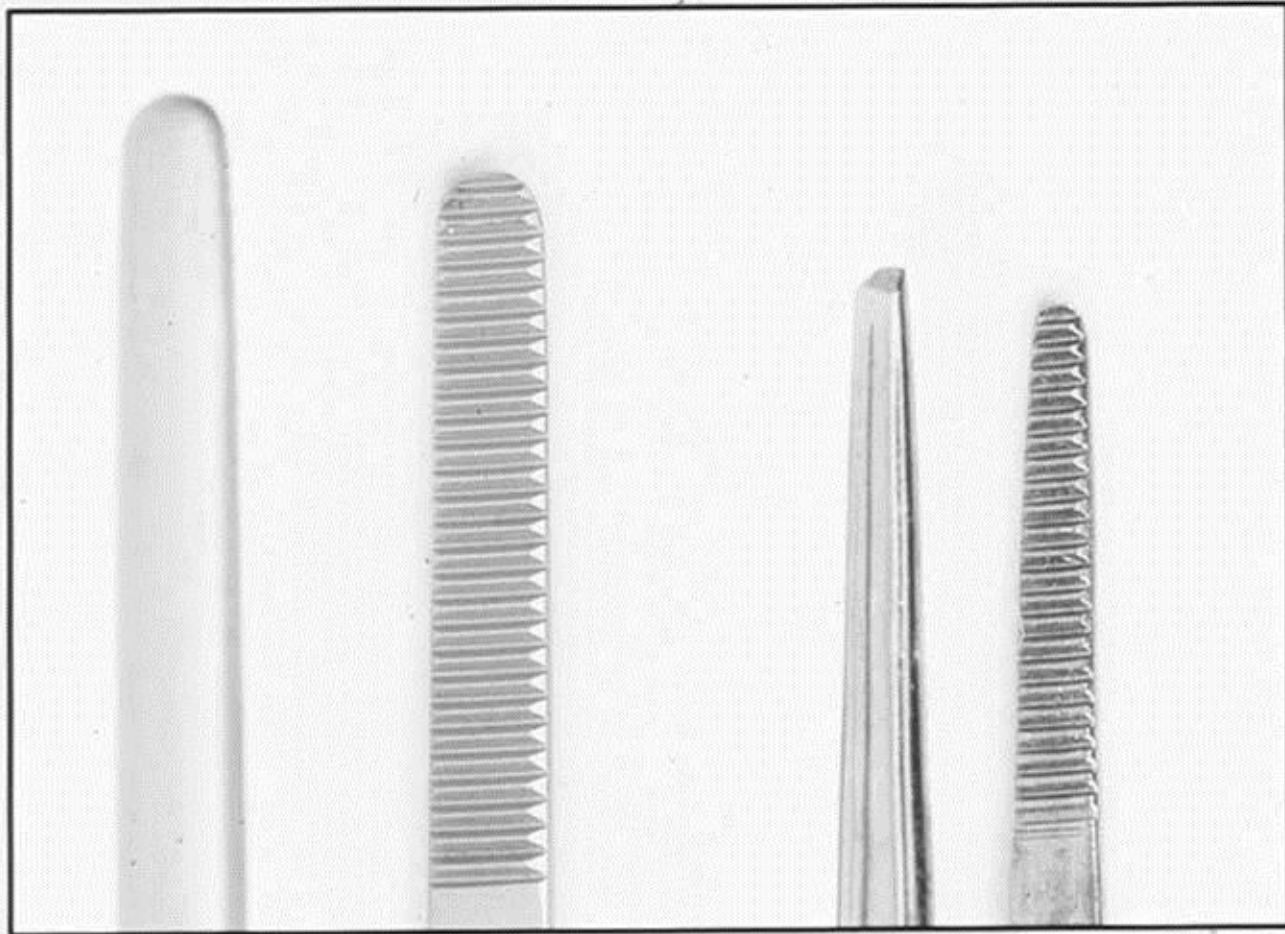
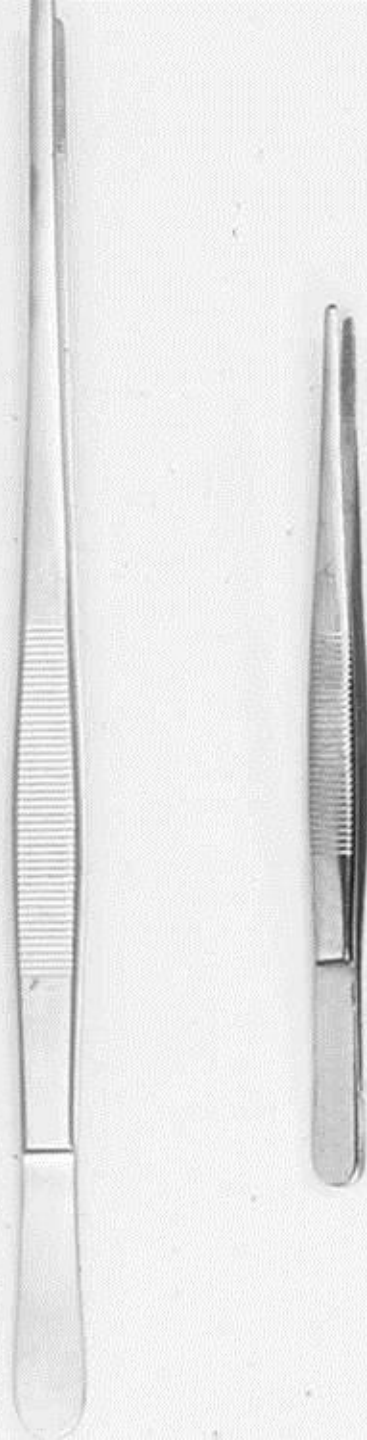


# Repair Tags:

Can be sterilized



# Dressing Forceps









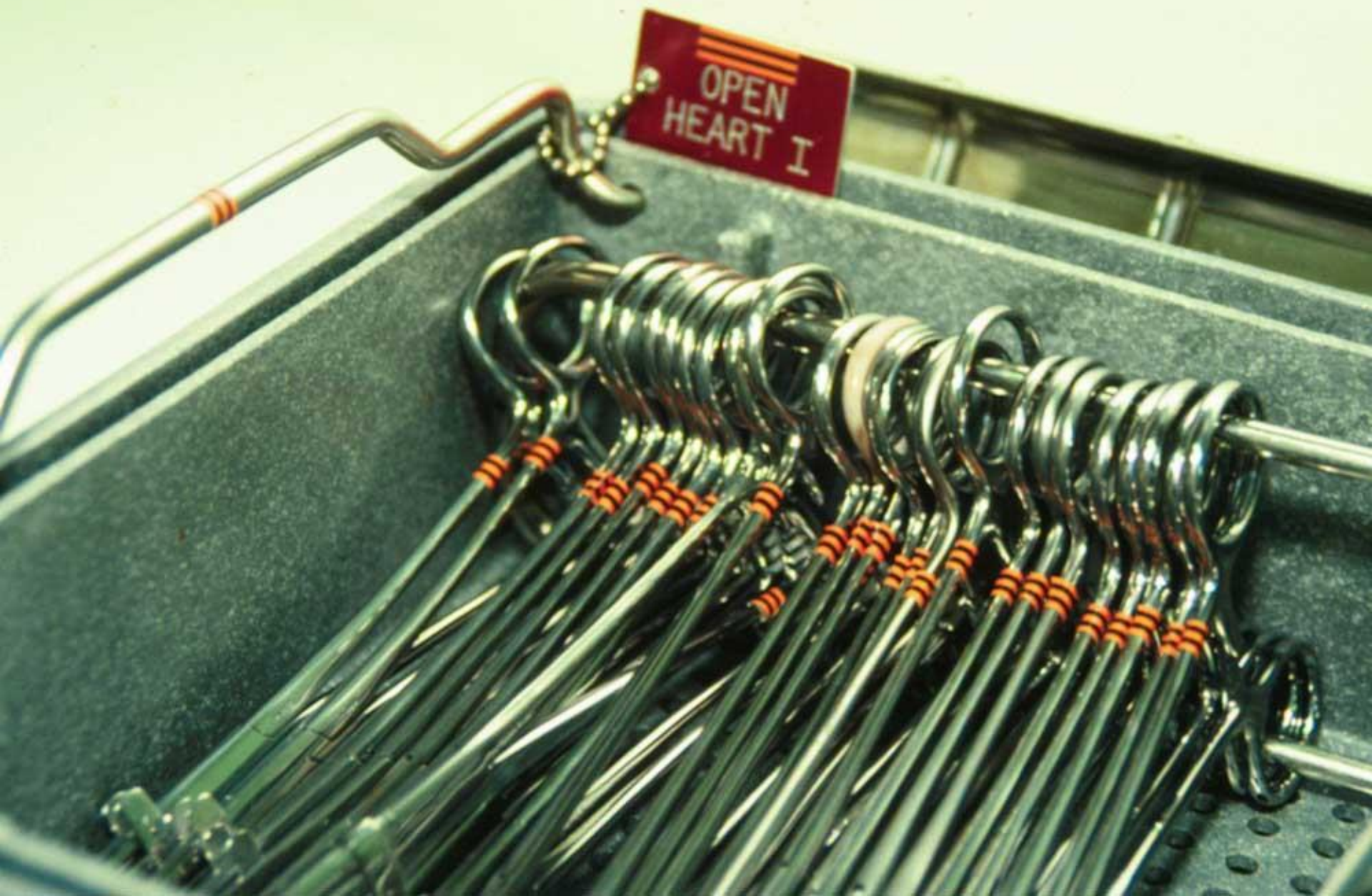




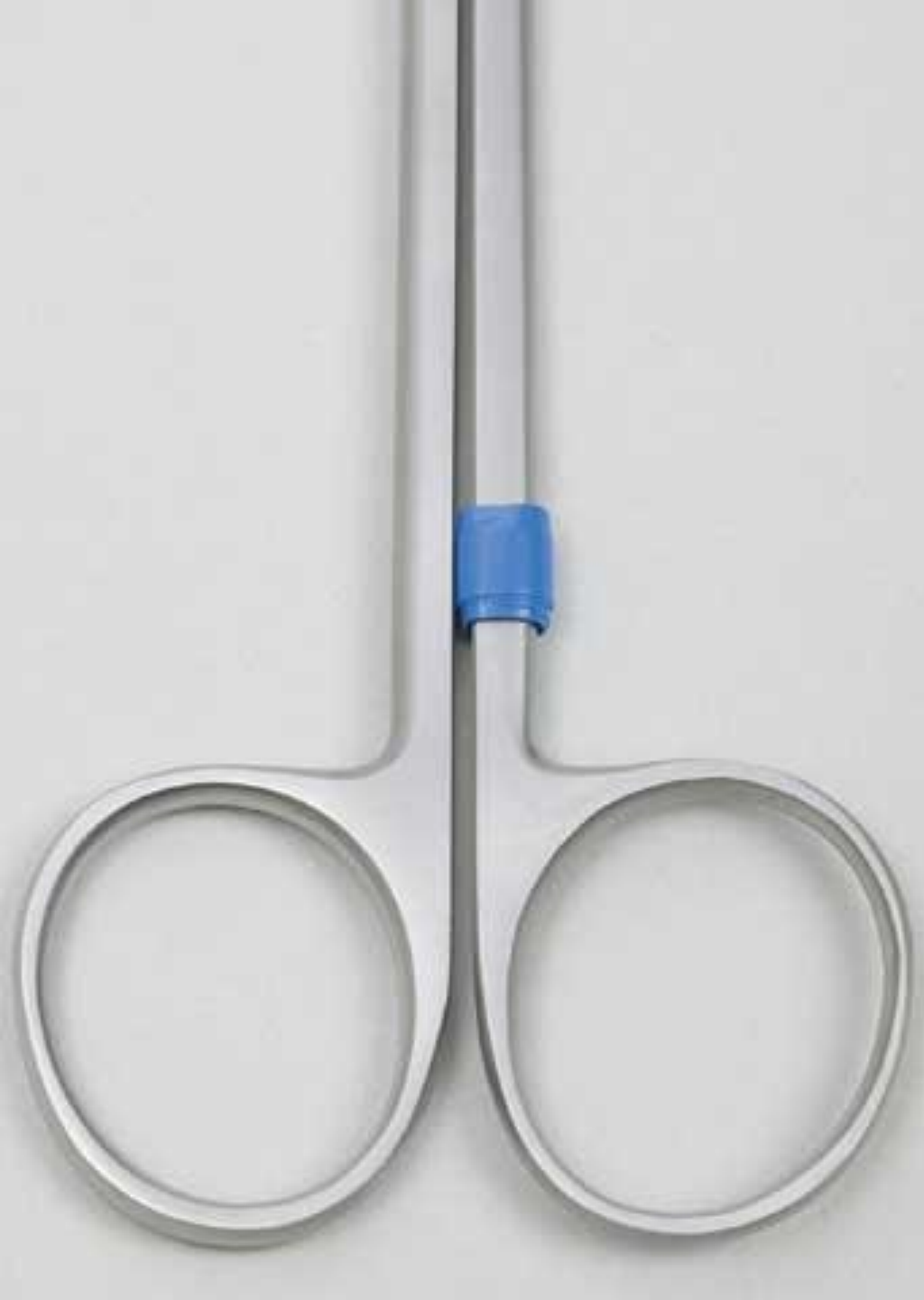




OPEN  
HEART I

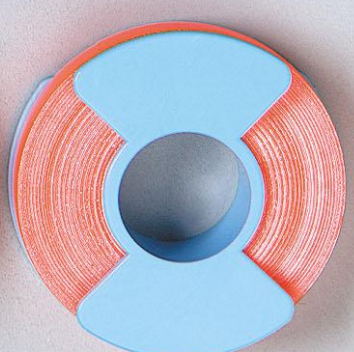
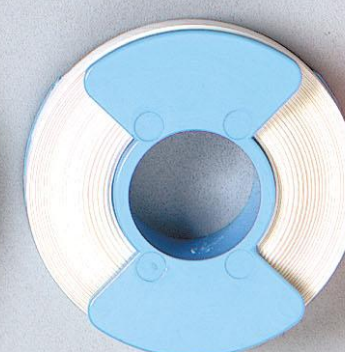
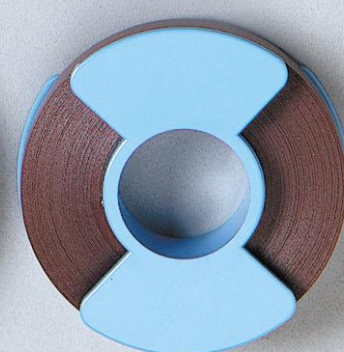
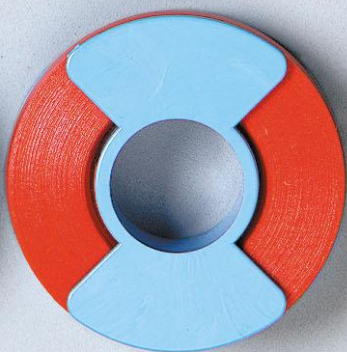
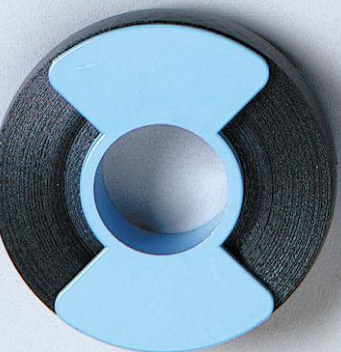
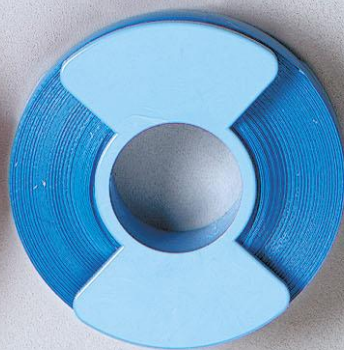




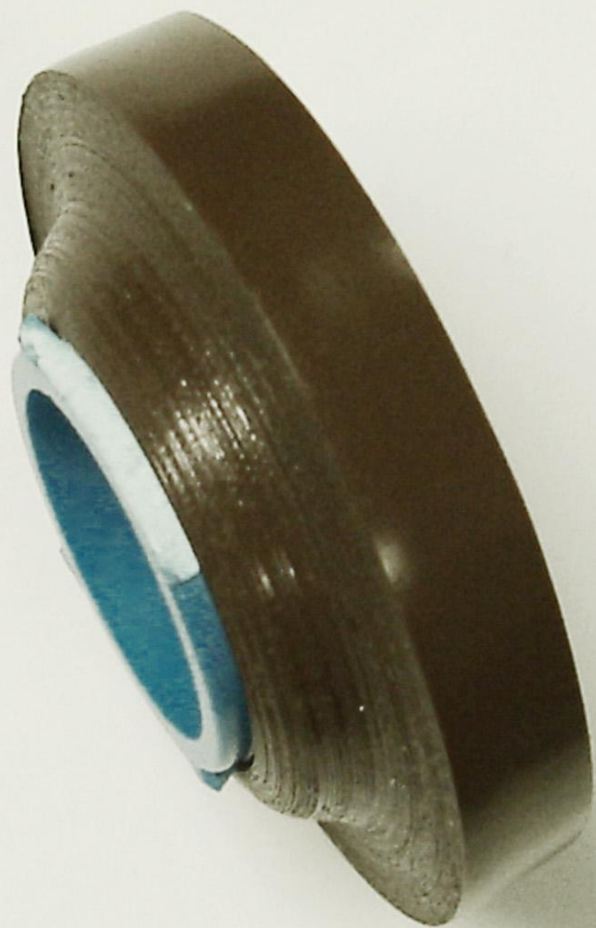














# TAPE APPLICATION INSTRUCTIONS

- 1. Clean fingers with alcohol to remove oils, grease, and dirt.**
- 2. Wipe tape site with alcohol to remove any lubricant.**
- 3. Tape length should be 1½ times around and applied with firm tension.**
- 4. After tape is applied, autoclave instruments, the heat will assist with bonding of the tape.**
- 5. Tape shank of all instruments, avoid instrument rings. Applying the tape 1½ times around will not interfere with the closing of most scissor tips.**

# BIPOLAR FORCEP

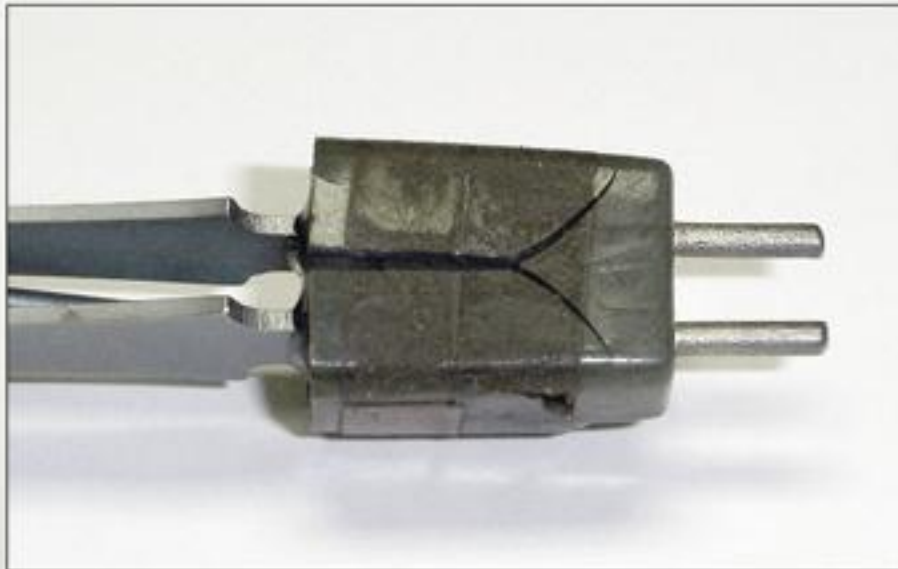
**Inspect for burnt tissue**



**Inspect potting for cracks and posts for being loose**



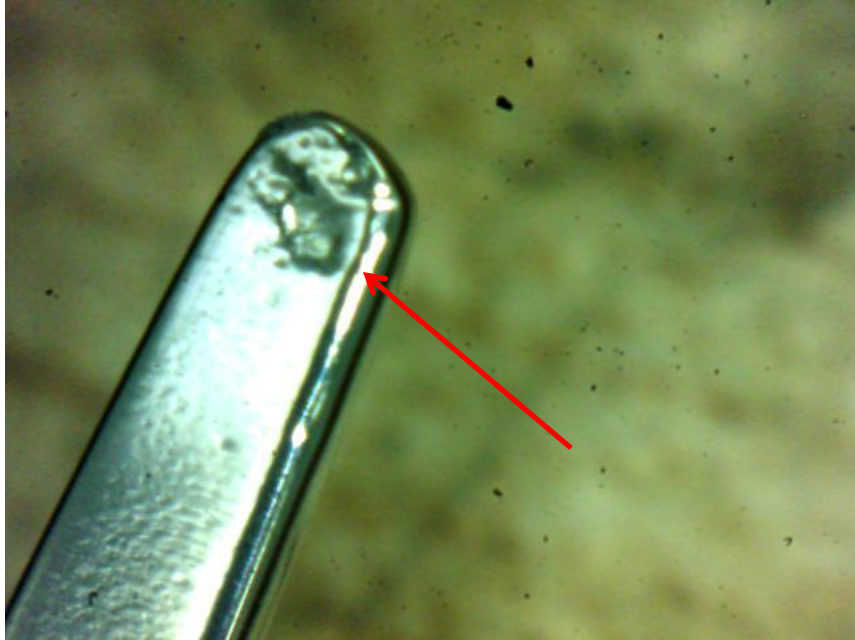
# If cracked repair box



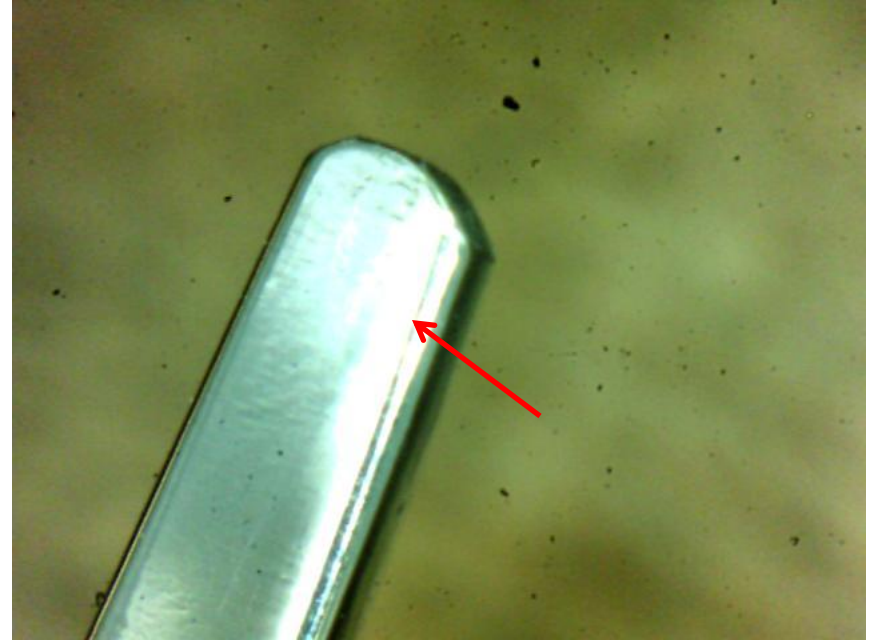




# BIPOLAR FORCEP



**Bipolar Forcep: Pitted at Tip.  
(Before)**



**Bipolar Forcep: Tip  
Refurbished. (After)**









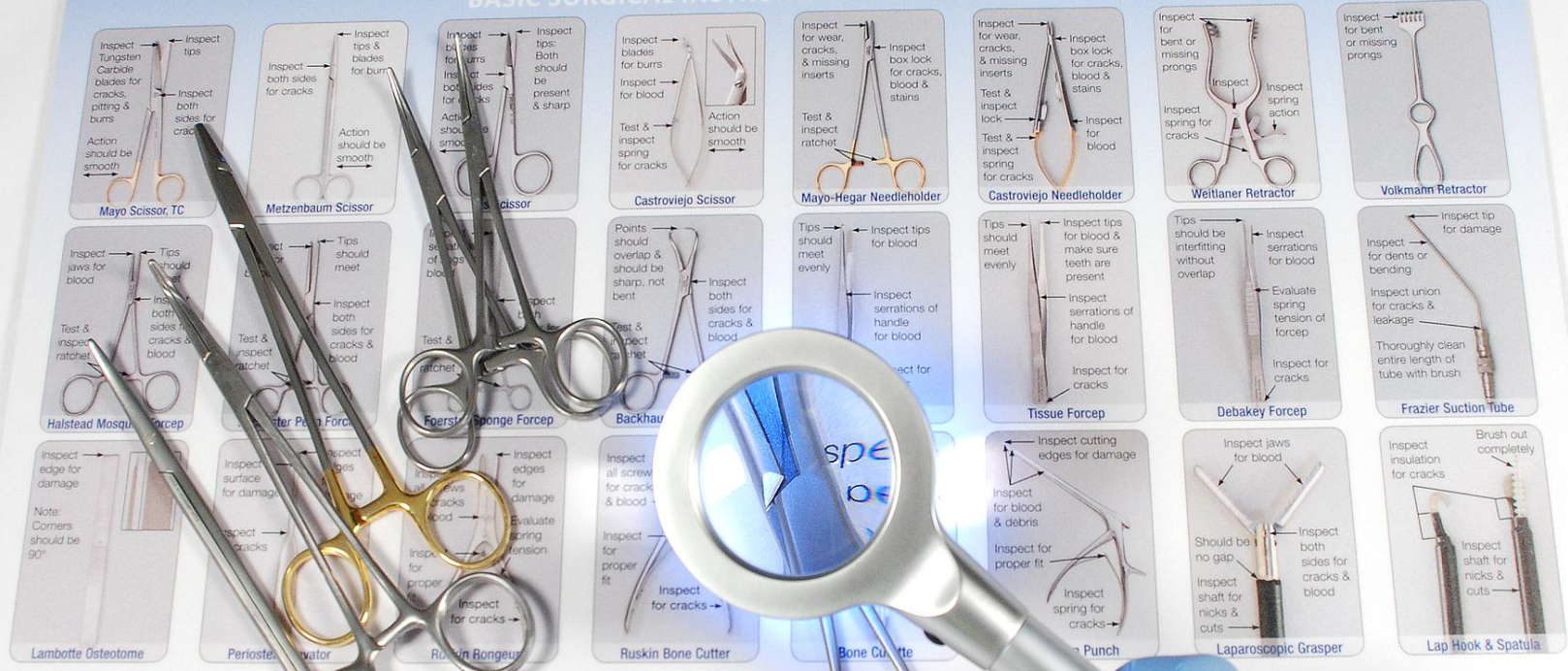






*Quality is not an act, it is a habit...* The patient thanks you.

## BASIC SURGICAL INSTRUMENT INSPECTION POINTS



## INSTRUMENT SHARPNESS TESTING STANDARDS

### LAPAROSCOPIC SCISSORS



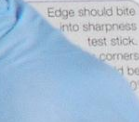
### KERRISON PUNCHES



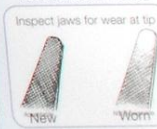
### ROBINEAU SCISSORS



### OSTEOTOMES



### NEEDLEHOLDER JAWS



*Quality means doing it right when no one is looking. —Henry Ford*

Patient safety starts with you.



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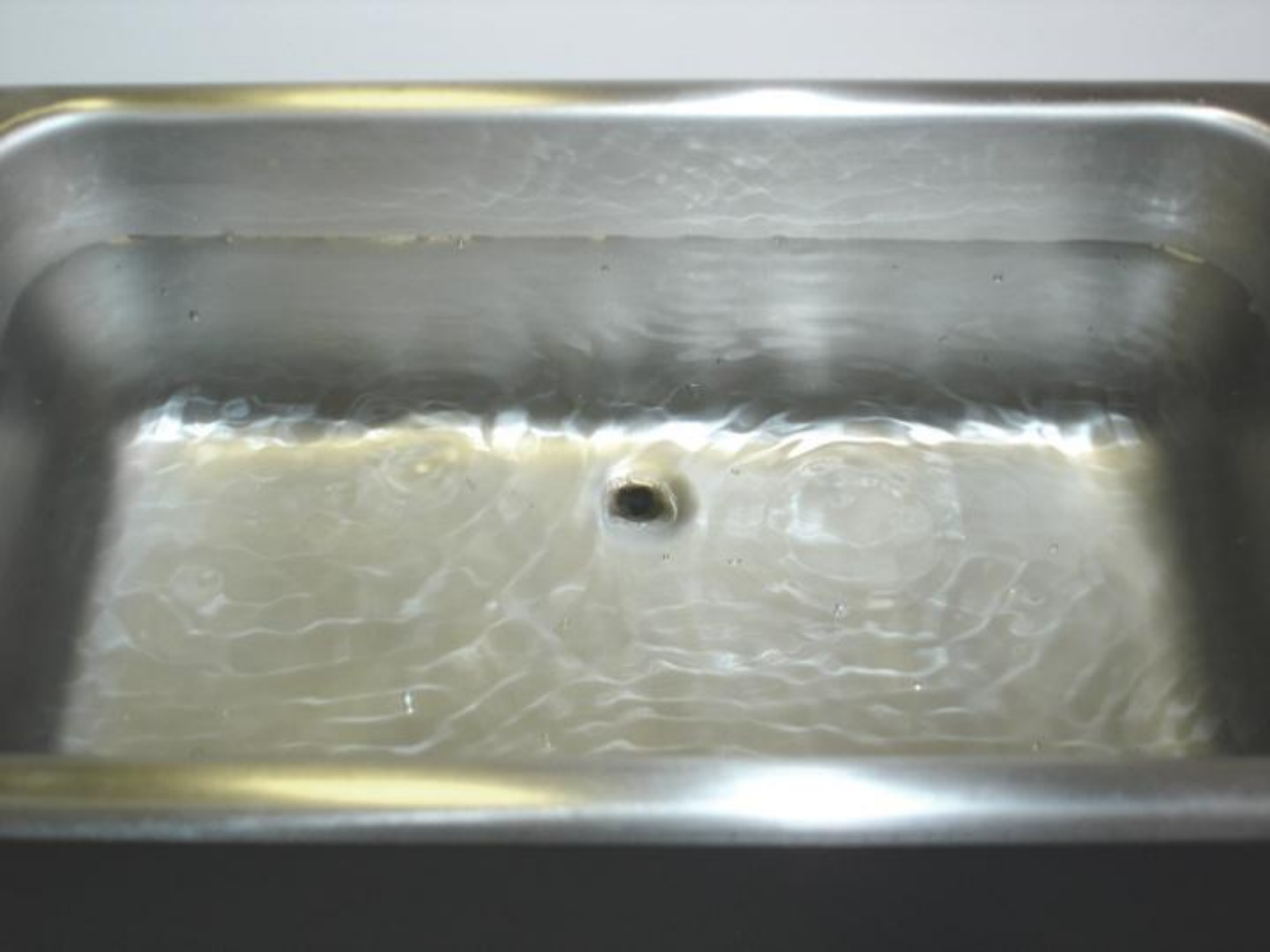




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# **STUDY CONDUCTED BY INDEPENDENT TESTING LABORATORY**

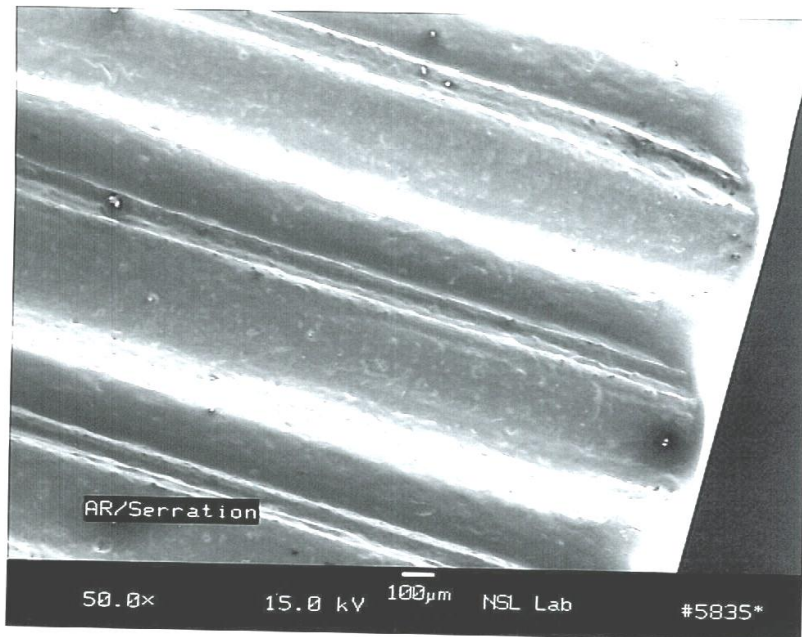
- **Study included 200 times magnification using electron microscope**
- **Metallurgical surface analysis conducted of pre-cleaned and brush-cleaned surfaces**
- **Each sample was brushed 12 times using the stainless steel instrument cleaning brush**

# MATTE-FINISH MAYO SCISSOR



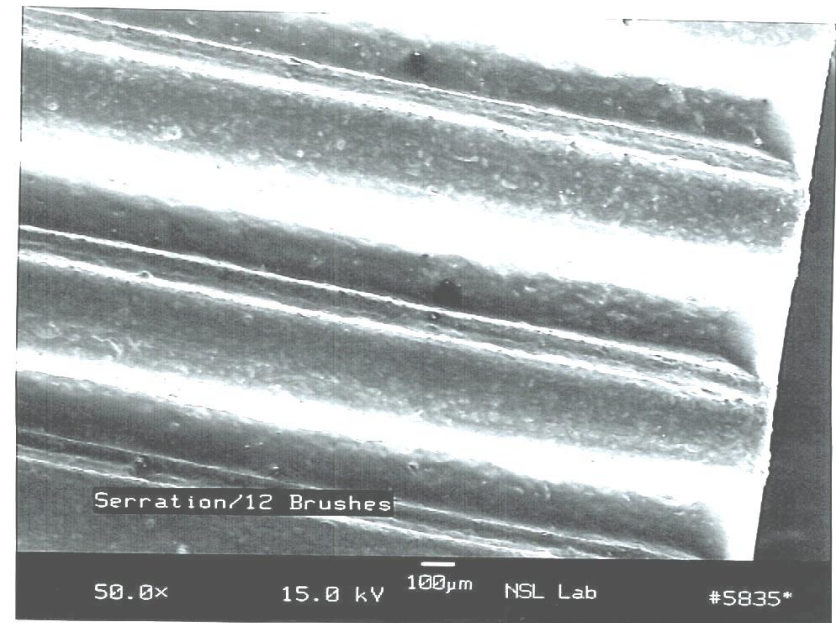
# CRILE HEMOSTAT – SERRATED JAW

**Before Brushing**



**50 Times Larger**

**After Brushing**

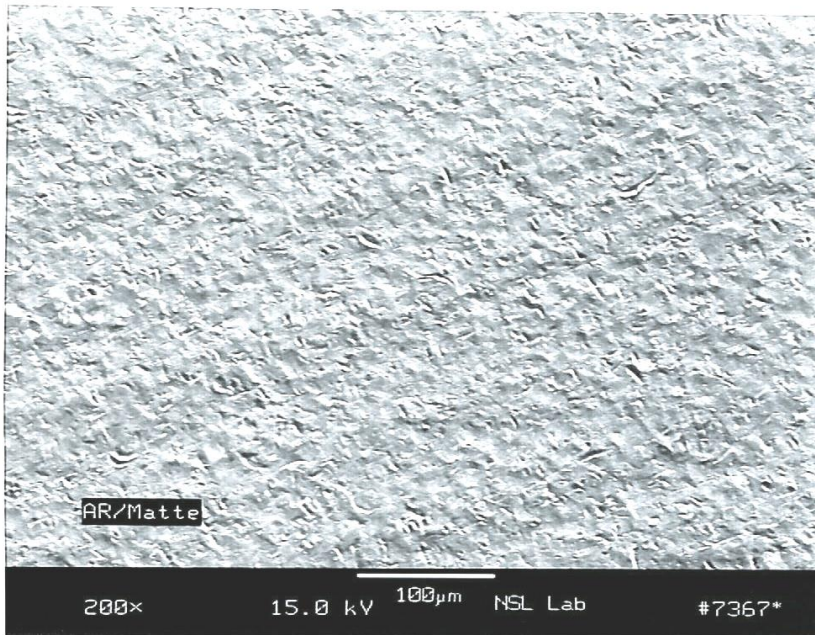


**50 Times Larger**



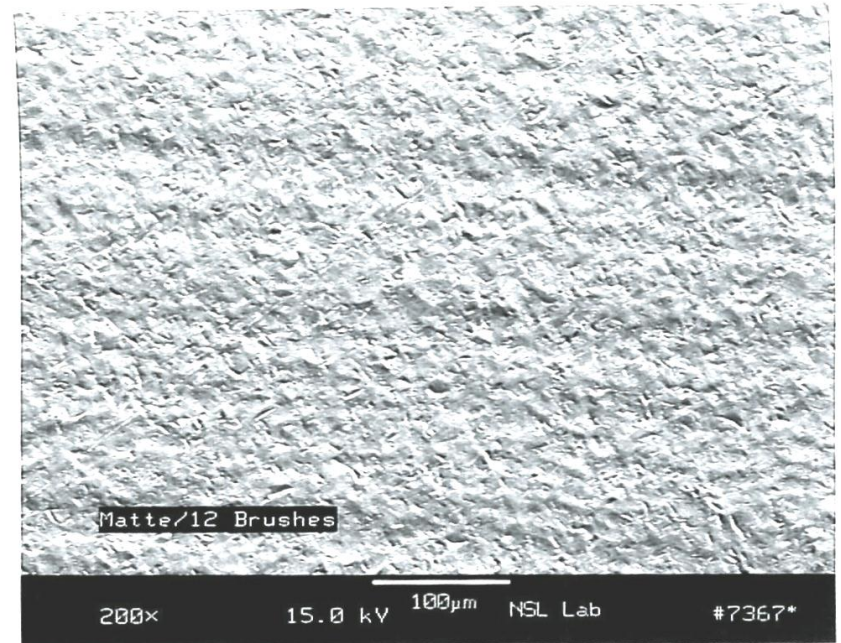
# MATTE-FINISH MAYO SCISSOR

**Before Brushing**



**200 Times Larger**

**After Brushing**



**200 Times Larger**





















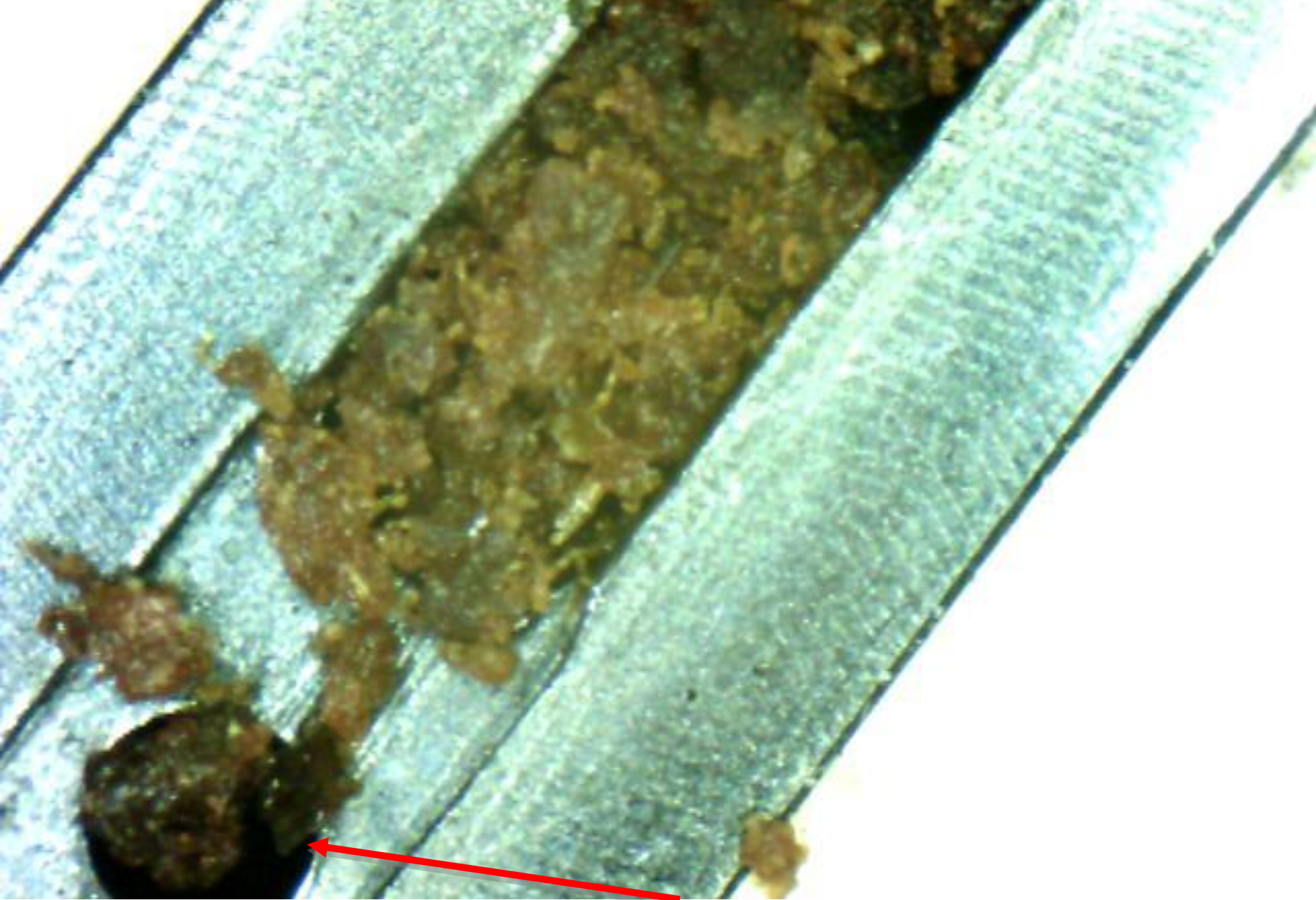












**Kerrison Punch: Bioburden Build up Near Ejector Pin Slot**



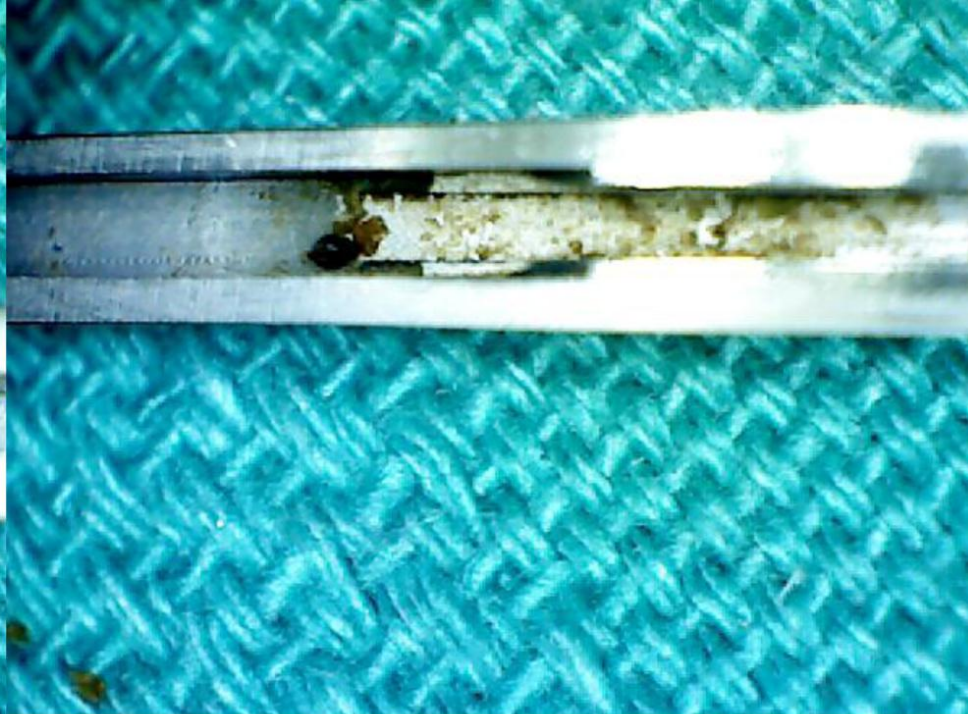
**Kerrison: Bioburden Build Up (Before)**



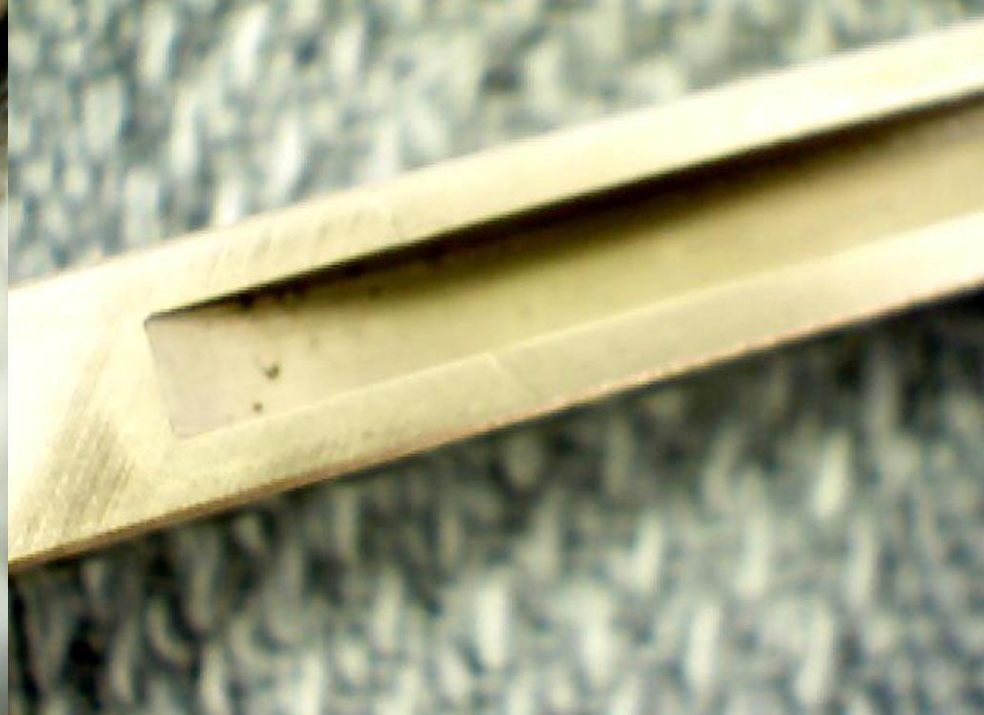


**Patient Safety issues / Hospital Liability issues  
Opportunity to Educate Customer**

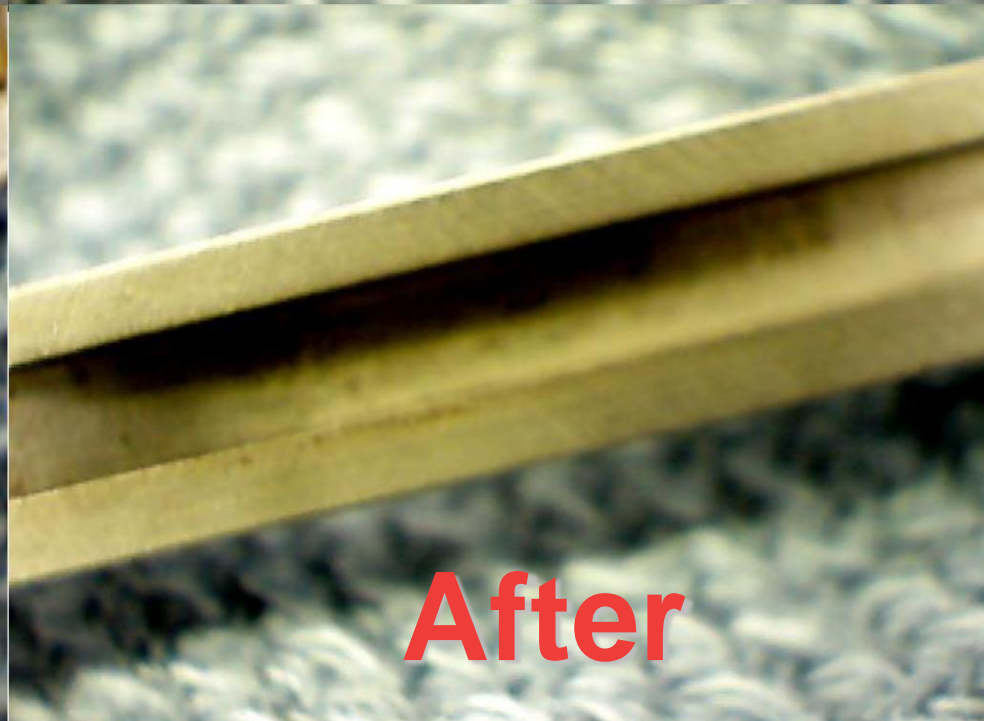








**Before**



**After**





**WE FIX THIS!**





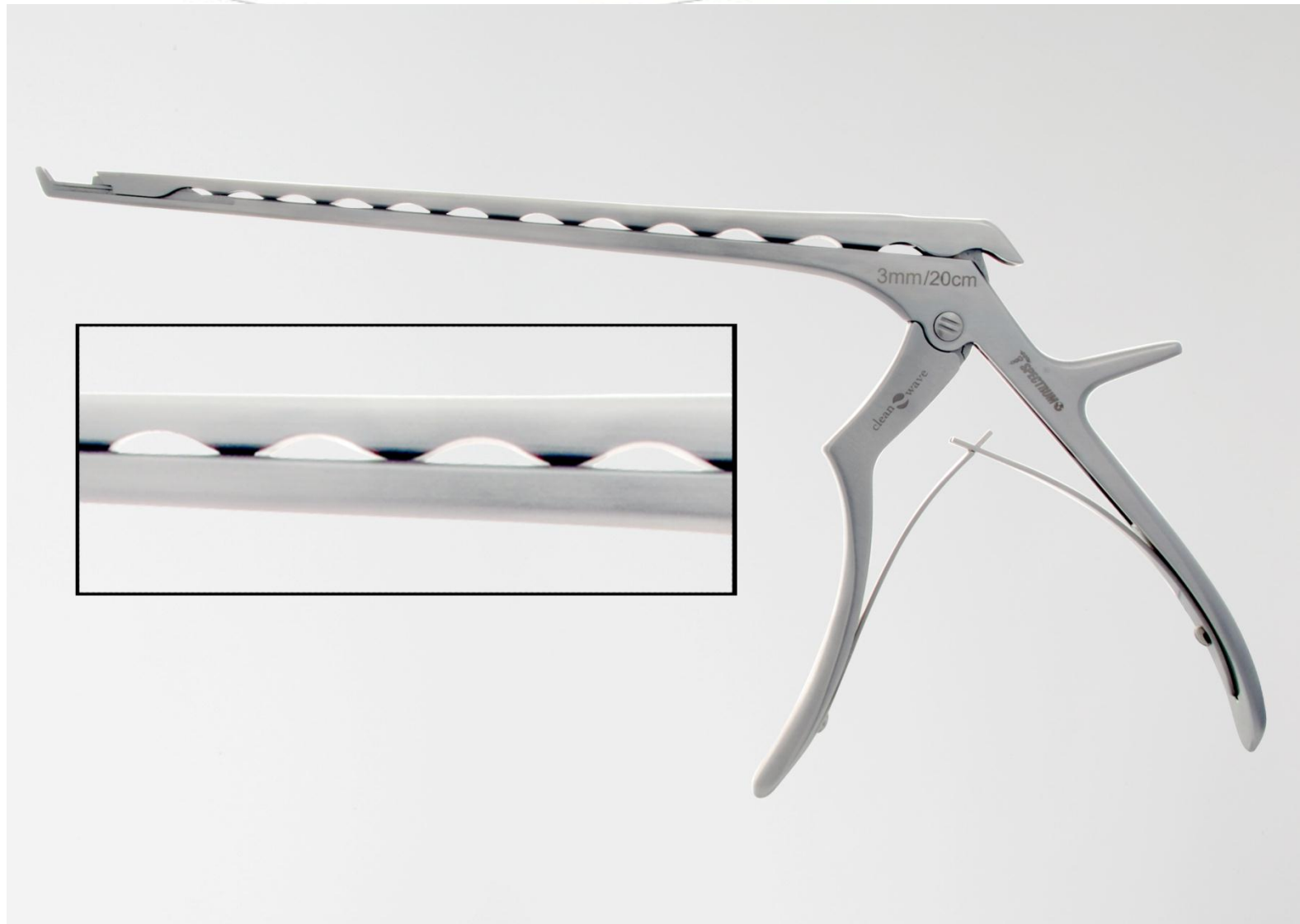


# CLEANABLE KERRISON RONGEUR



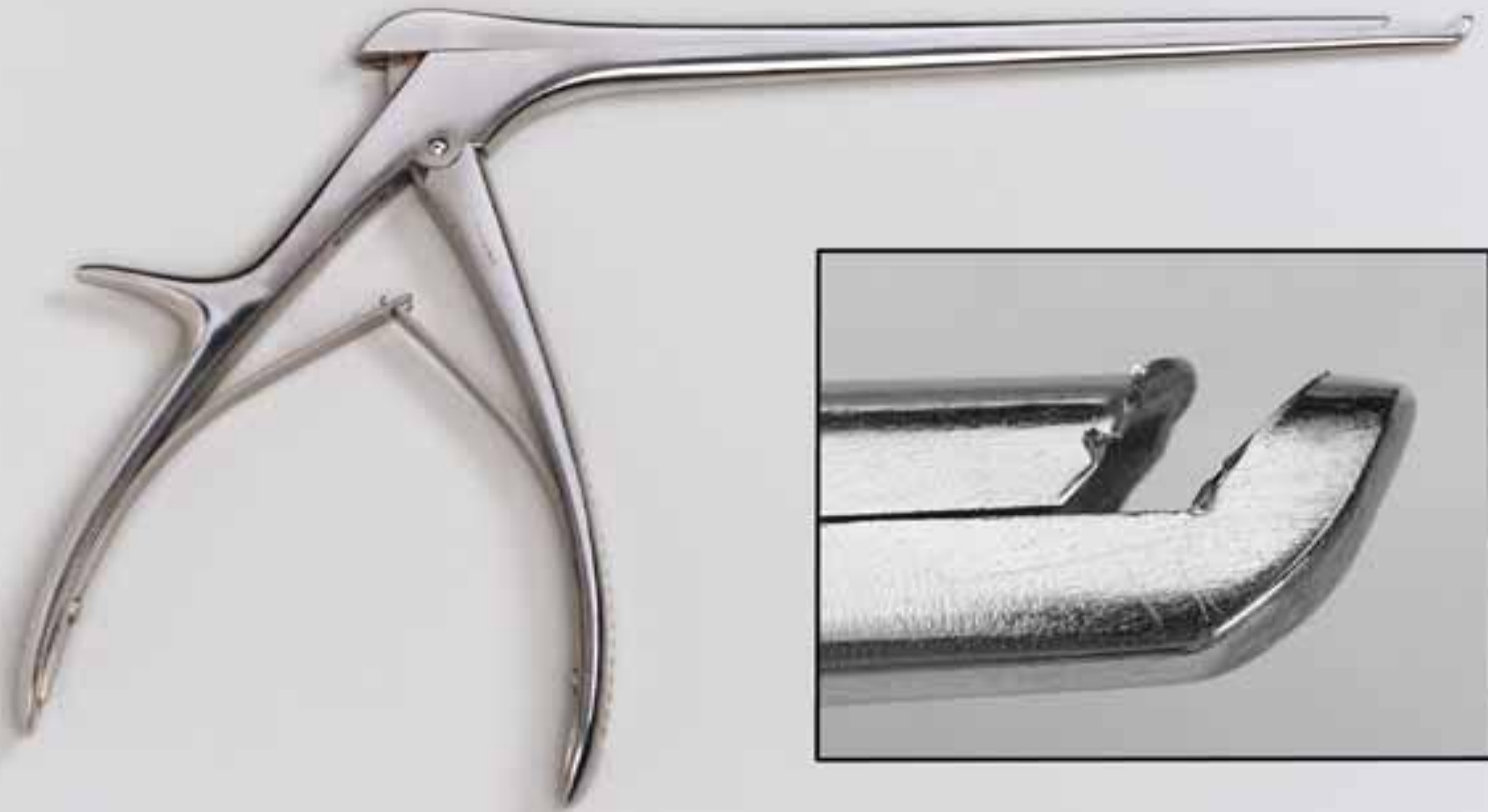


# CLEAN WAVE RONGEUR



# CLEAR FLUSH KERRISON





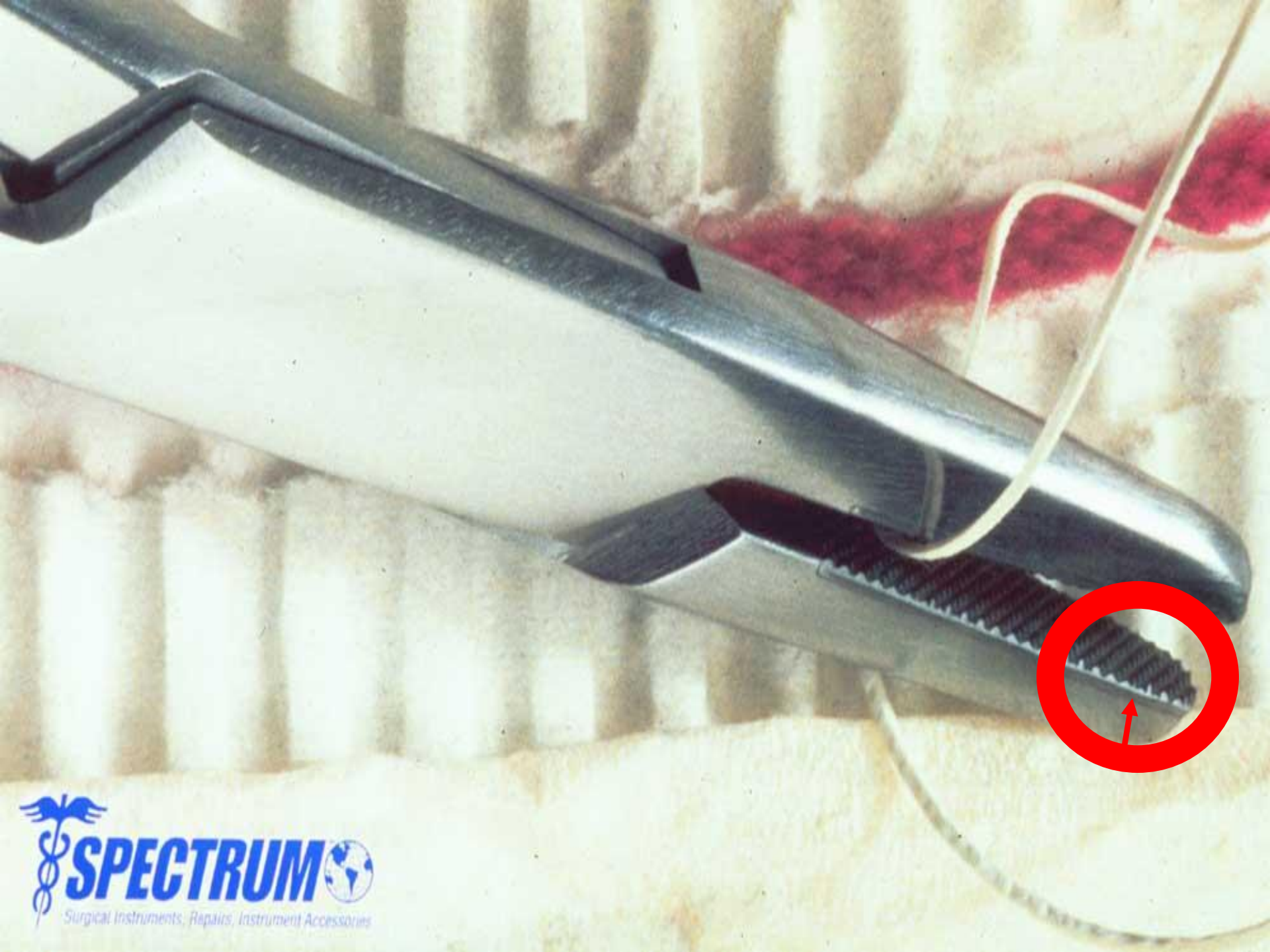
**INSPECT ALL SIDES OF DISTAL TIP**





# SHARPNESS TEST KIT







Inspect jaws  
for wear, cracks,  
missing inserts  
and blood/  
bioburden

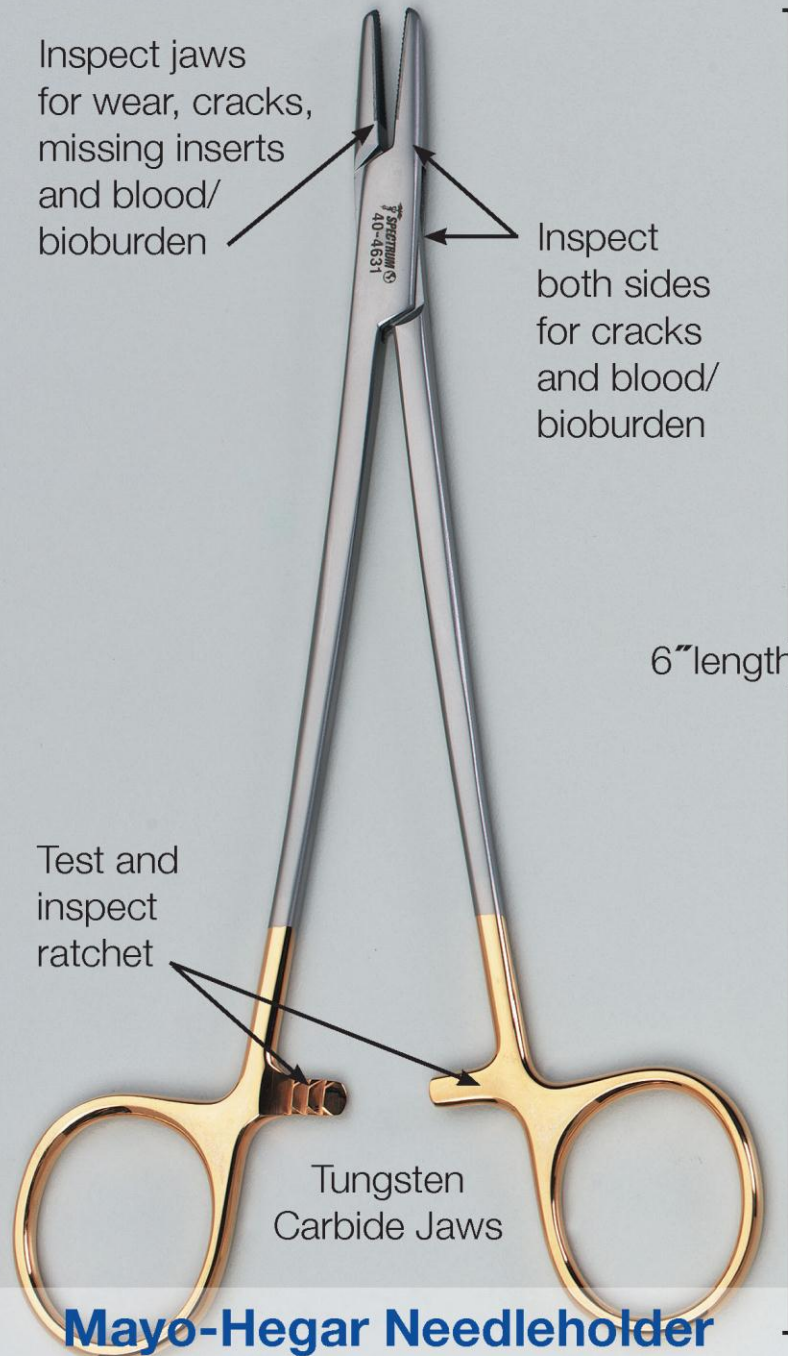
Inspect  
both sides  
for cracks  
and blood/  
bioburden

6" length

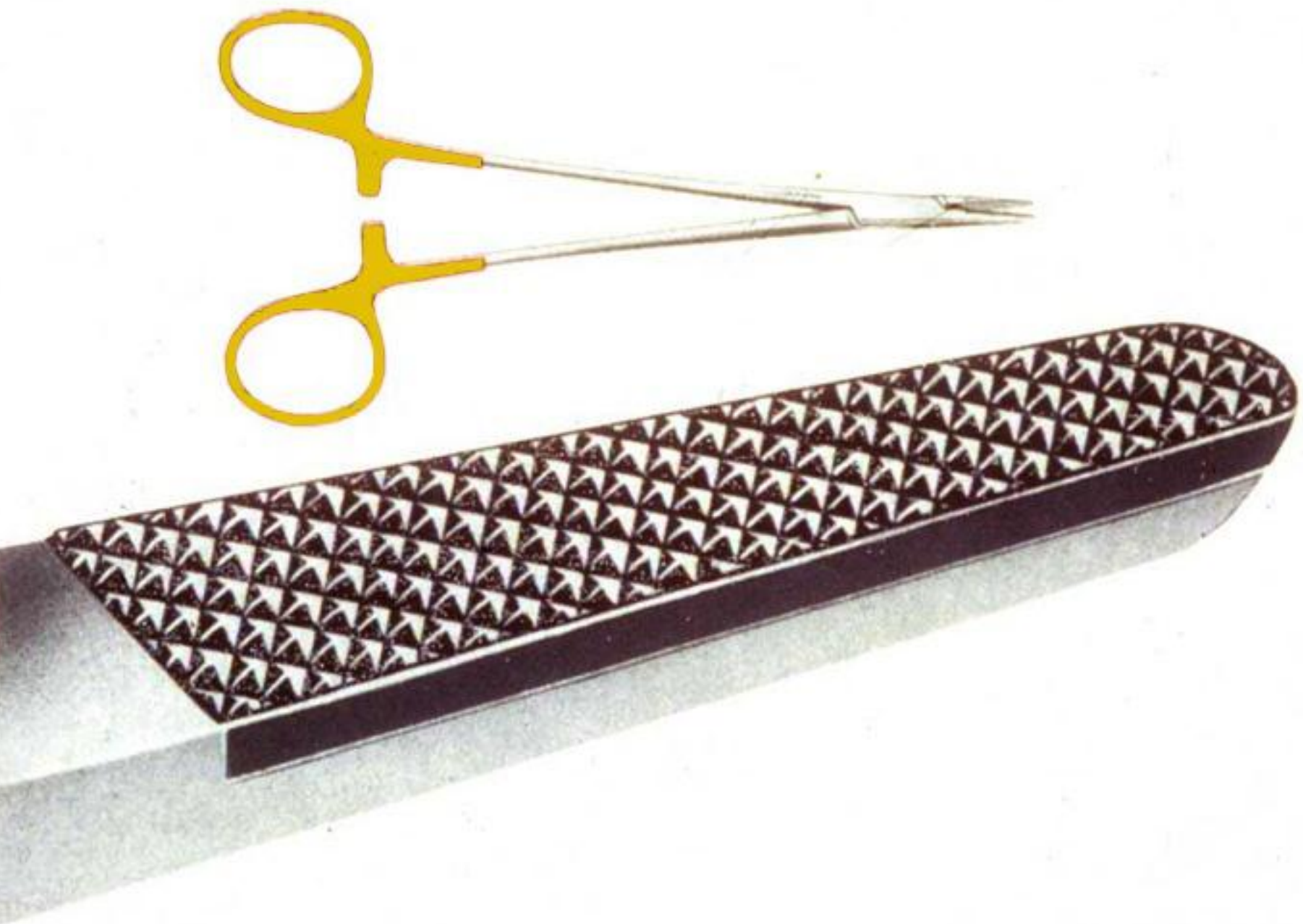
Test and  
inspect  
ratchet

Tungsten  
Carbide Jaws

**Mayo-Hegar Needleholder**







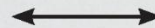


Inspect both  
sides for  
cracks

Inspect tips  
and blades  
for burrs

Inspect hinge  
for blood/  
bioburden

Action  
should be  
smooth



**Metzenbaum Scissor**

Inspect  
Tungsten  
Carbide for,  
cracks, pitting,  
and burrs

Inspect tips

Inspect both  
sides for  
cracks

Inspect hinge  
for blood/  
bioburden

TC =  
Tungsten  
Carbide  
Blades

Action  
should be  
smooth



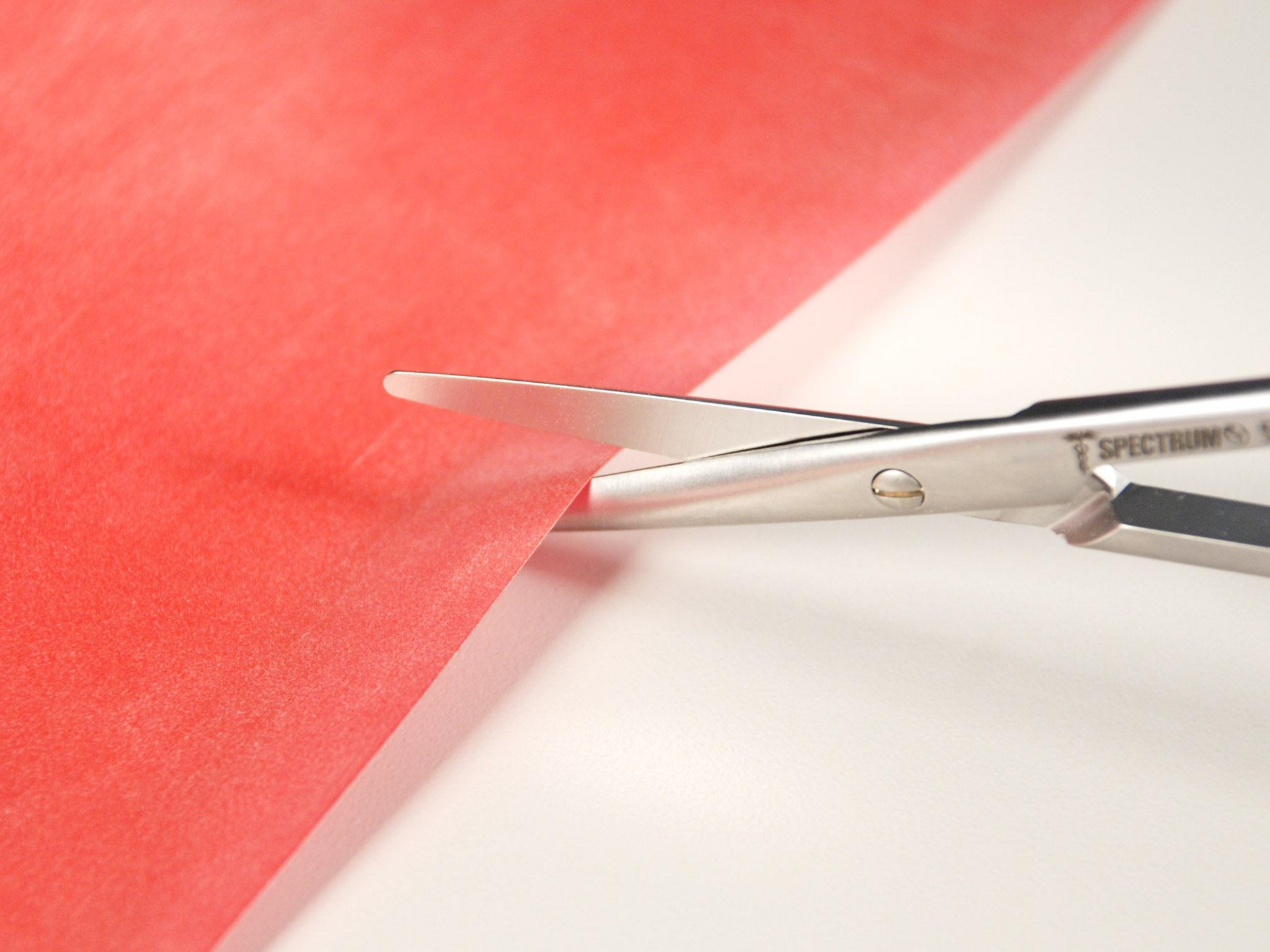
**Mayo Scissor, TC**





# **The feel of a Scissor is Key**













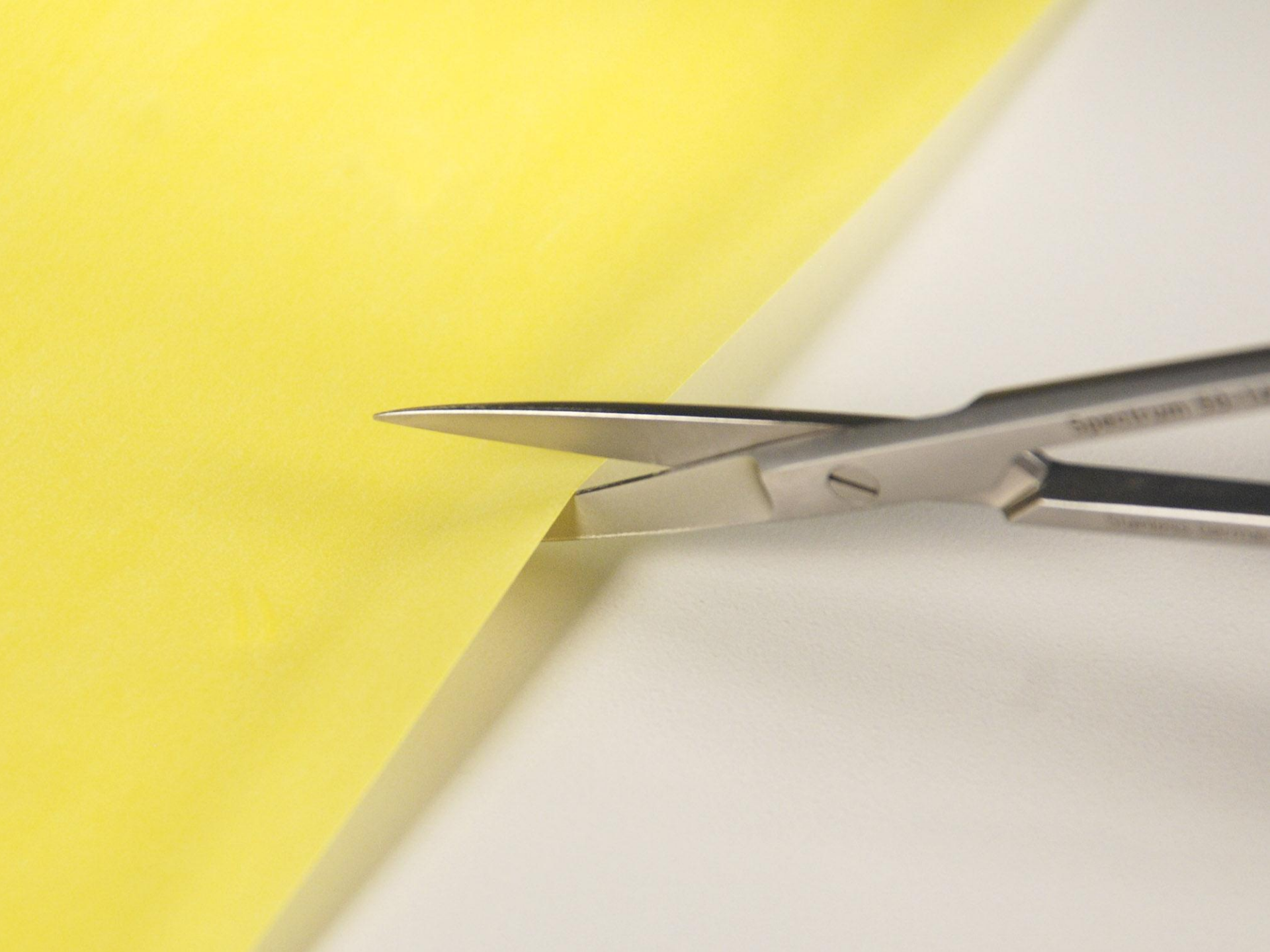
SCISSOR MUST CUT THROUGH TO THE TIP















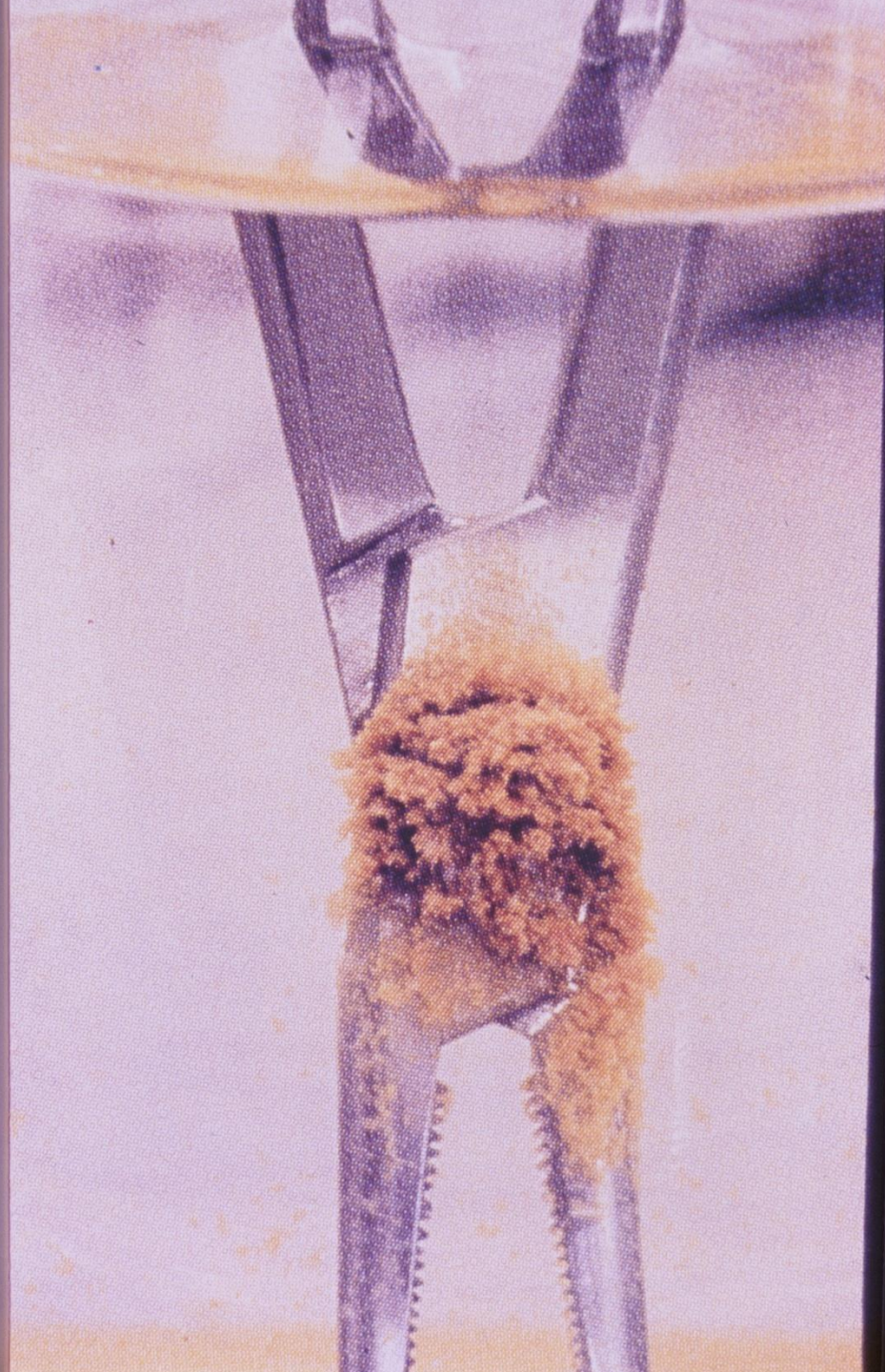


















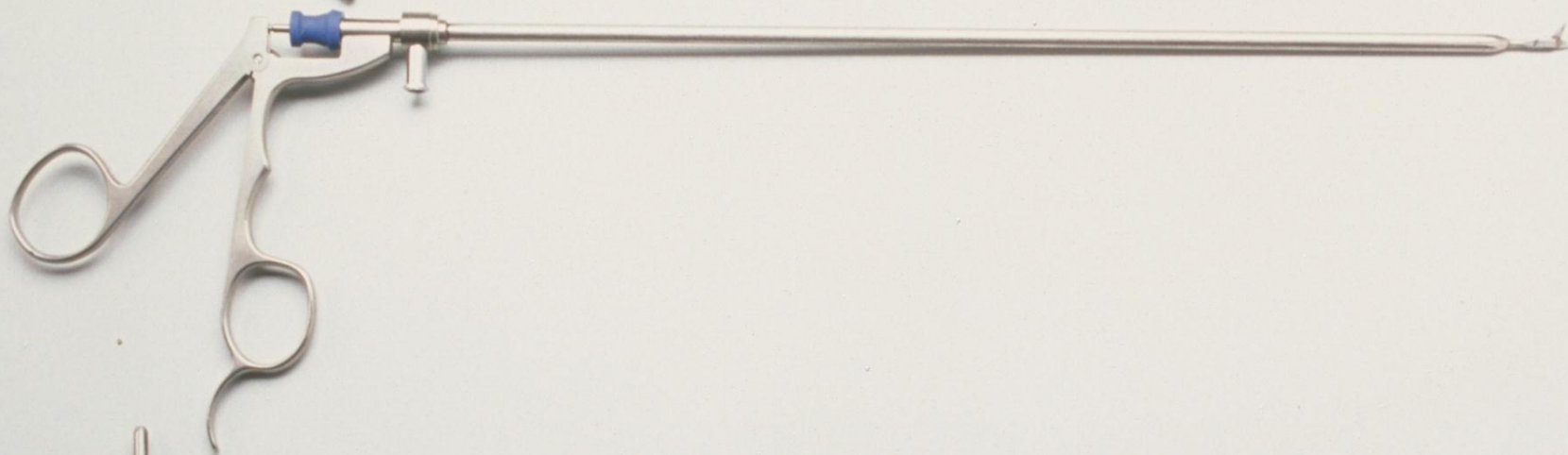
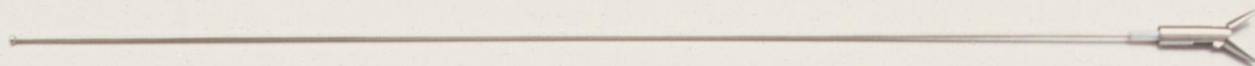


Technician  
CPD Dept.

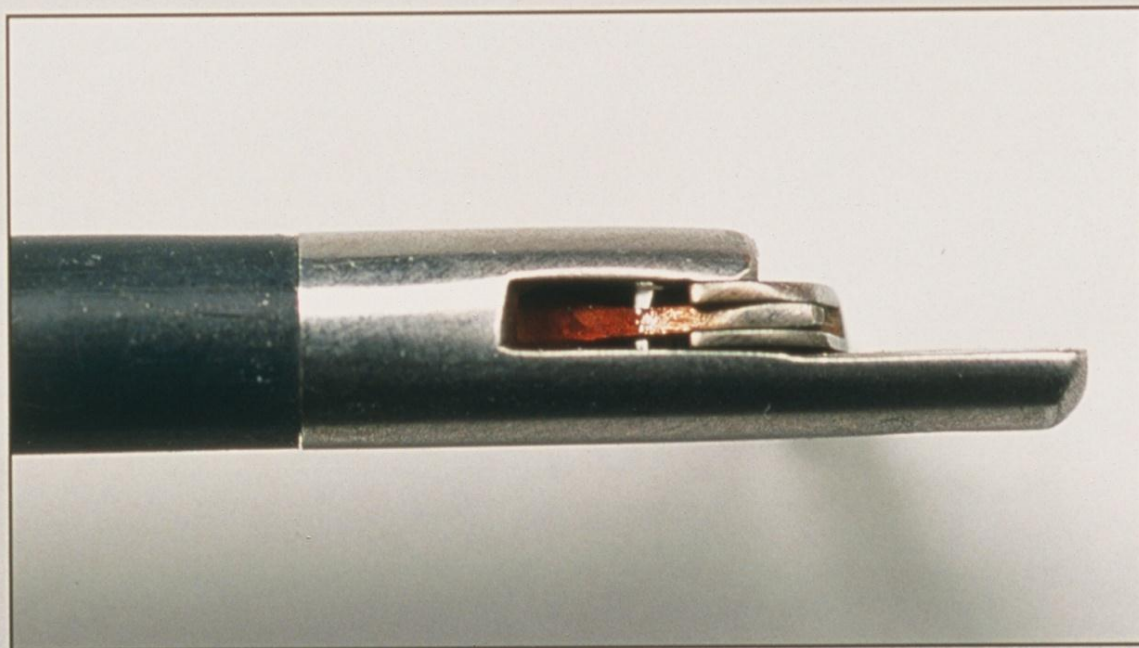
MERIDA  
HILLCREST  
HOSPITAL





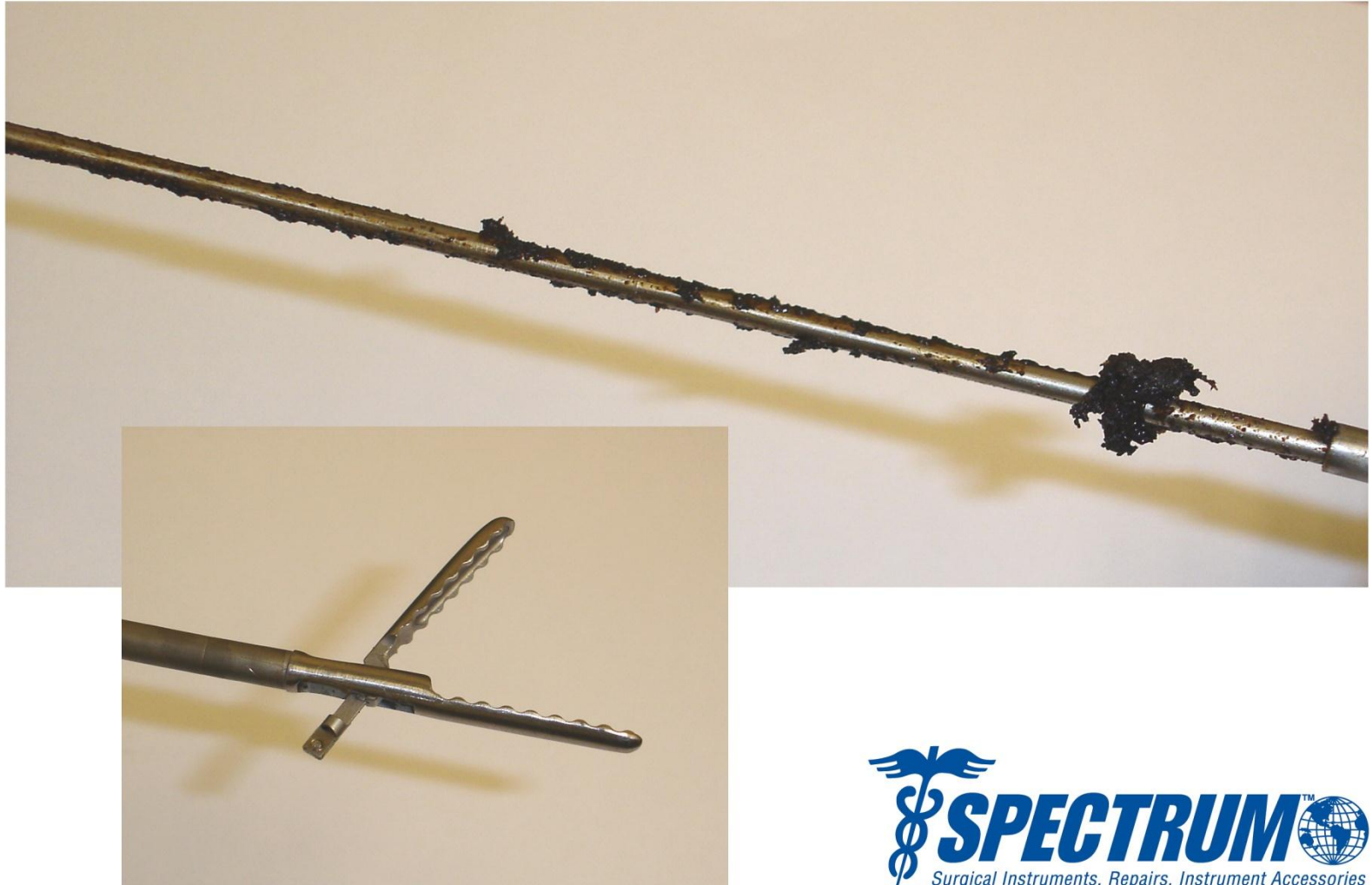








## Lap Grasper

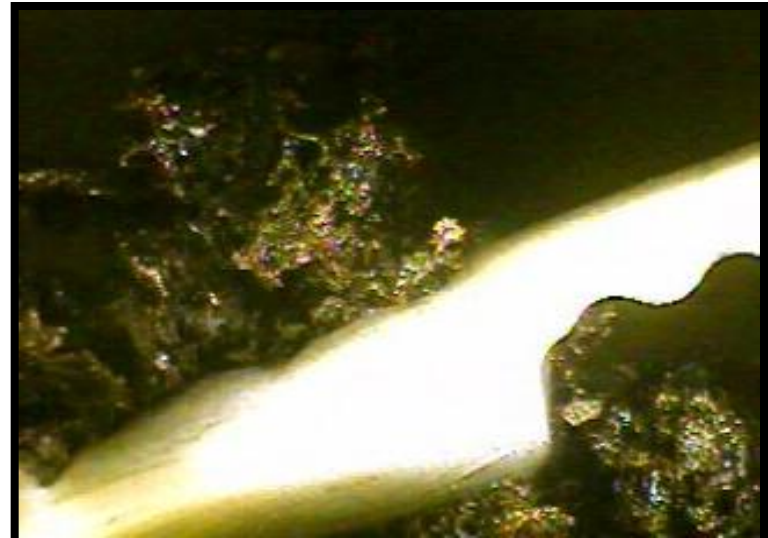




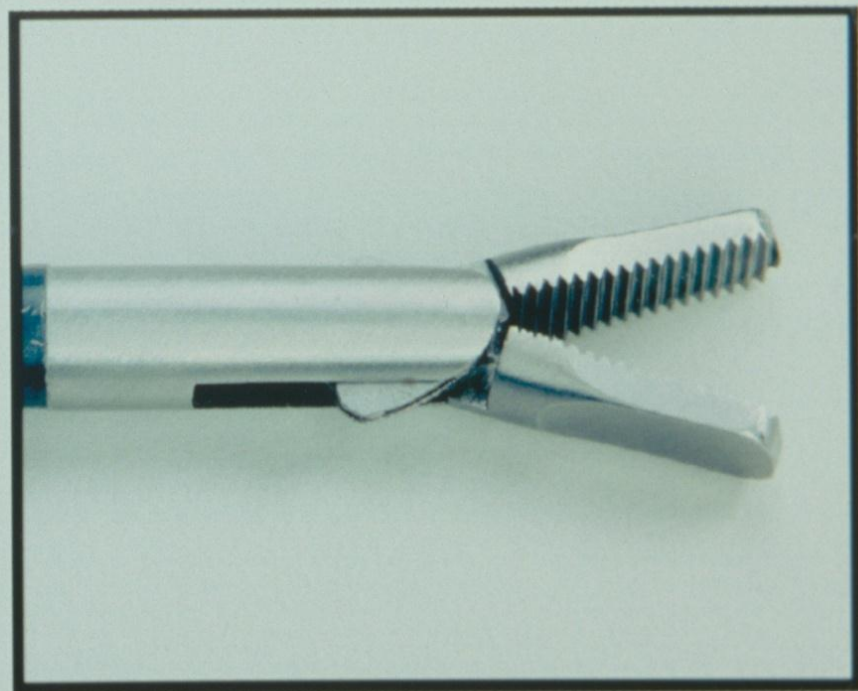
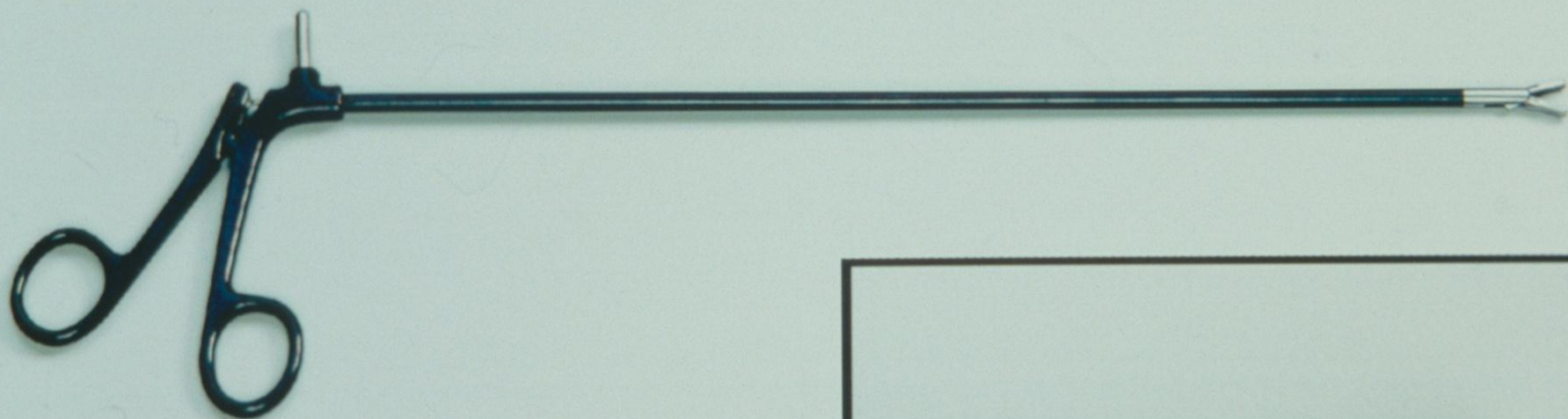




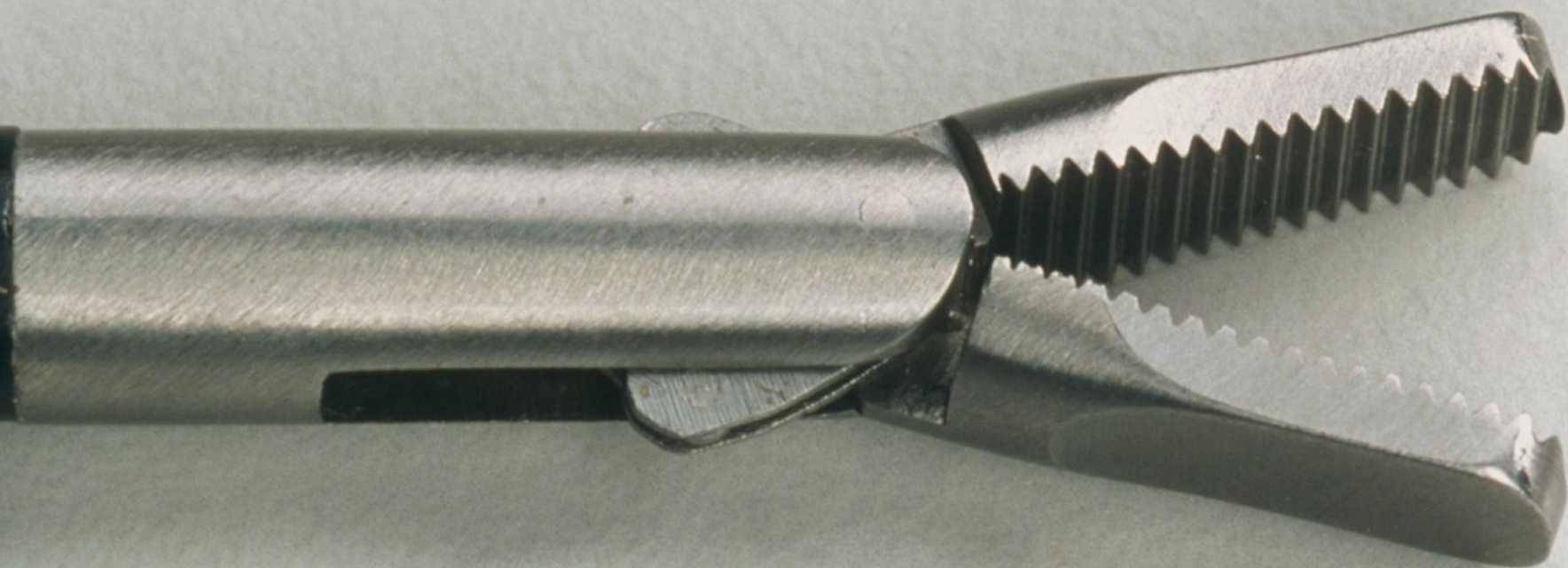






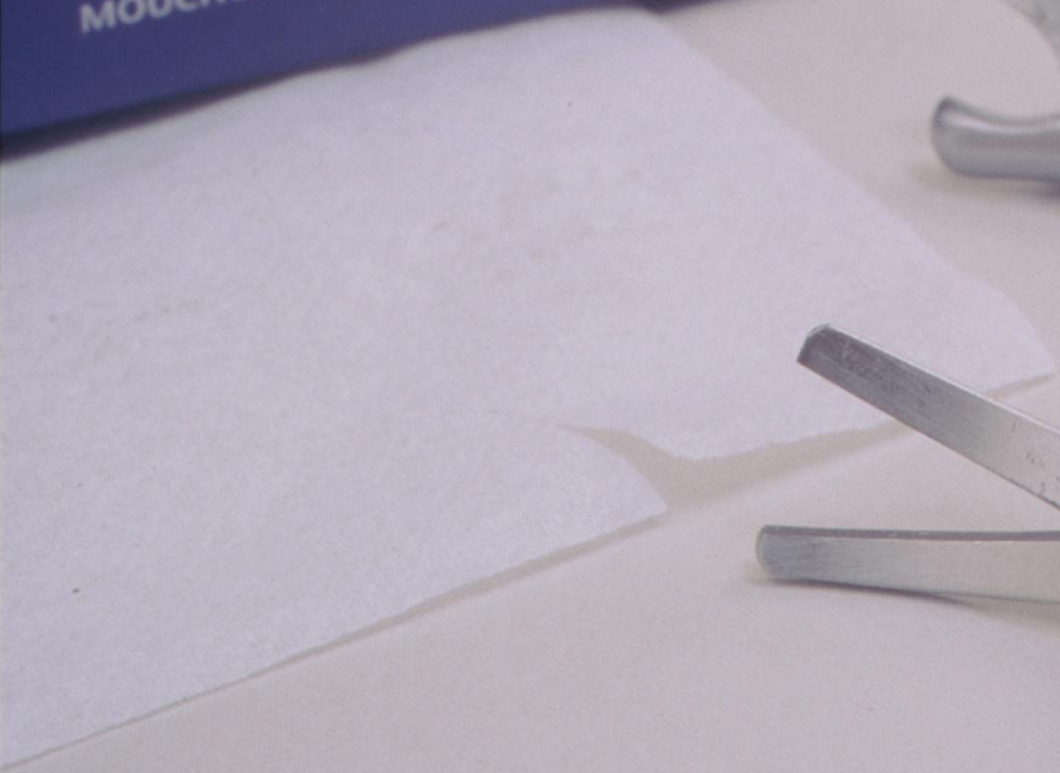






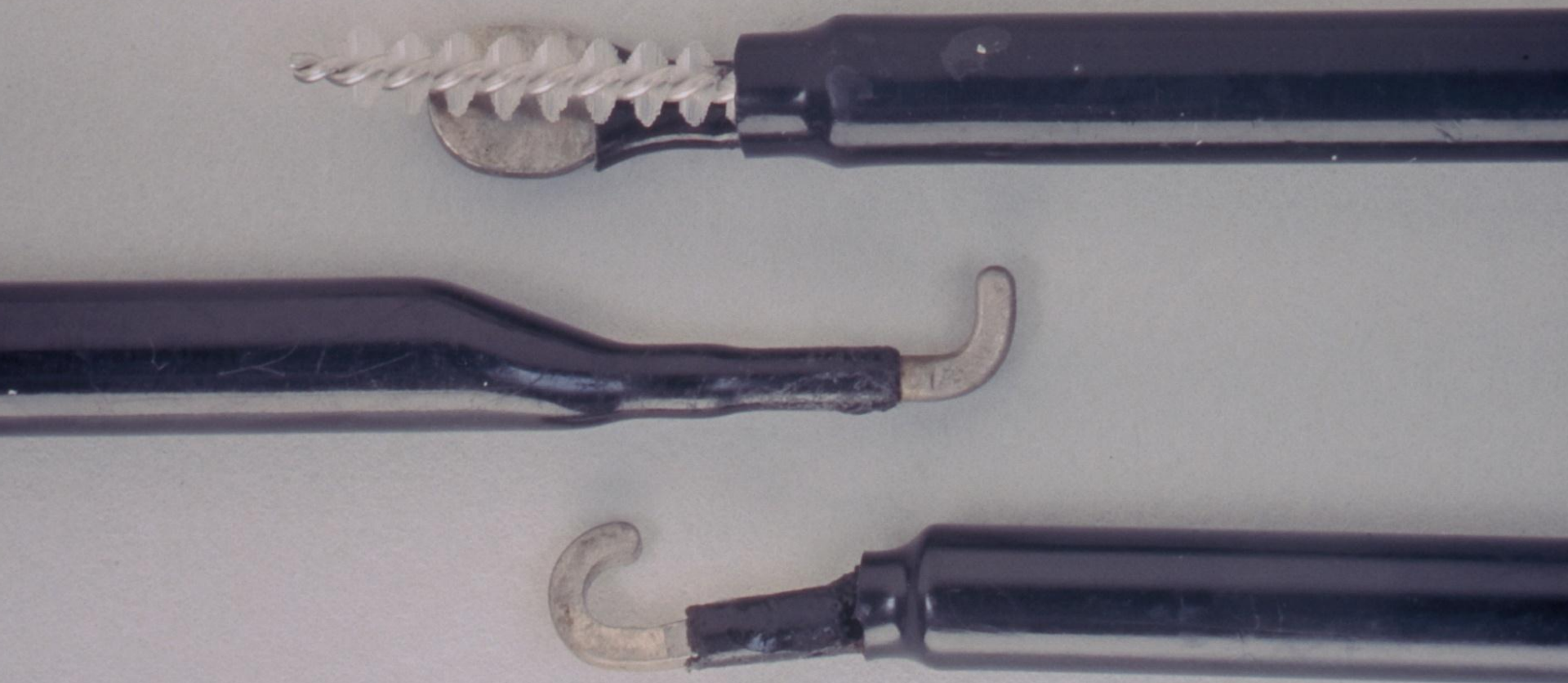


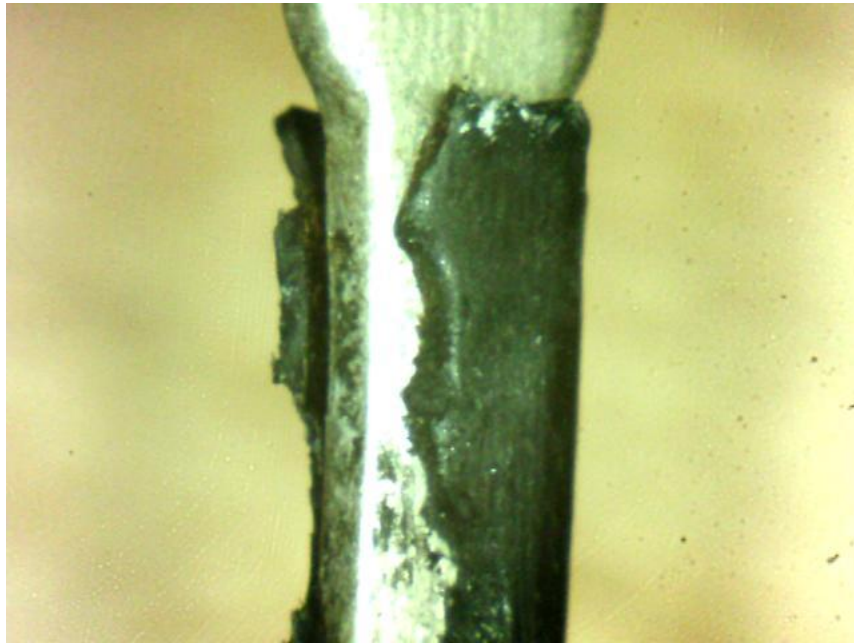












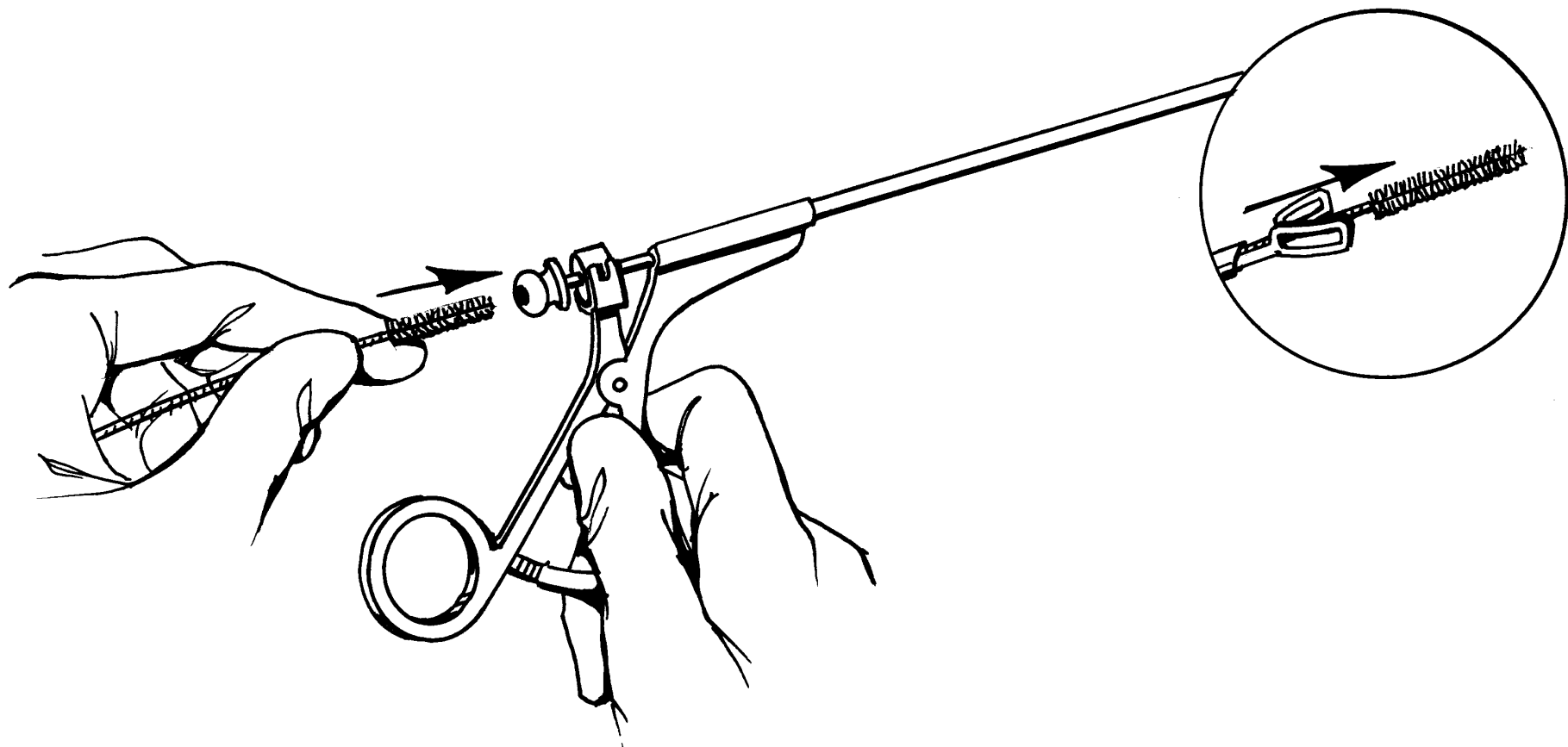
Lap Spatula: Damaged Insulation.  
(Before)



Lap Spatula: (After)









FAIL BATT LEVEL

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TESTER**

TEST

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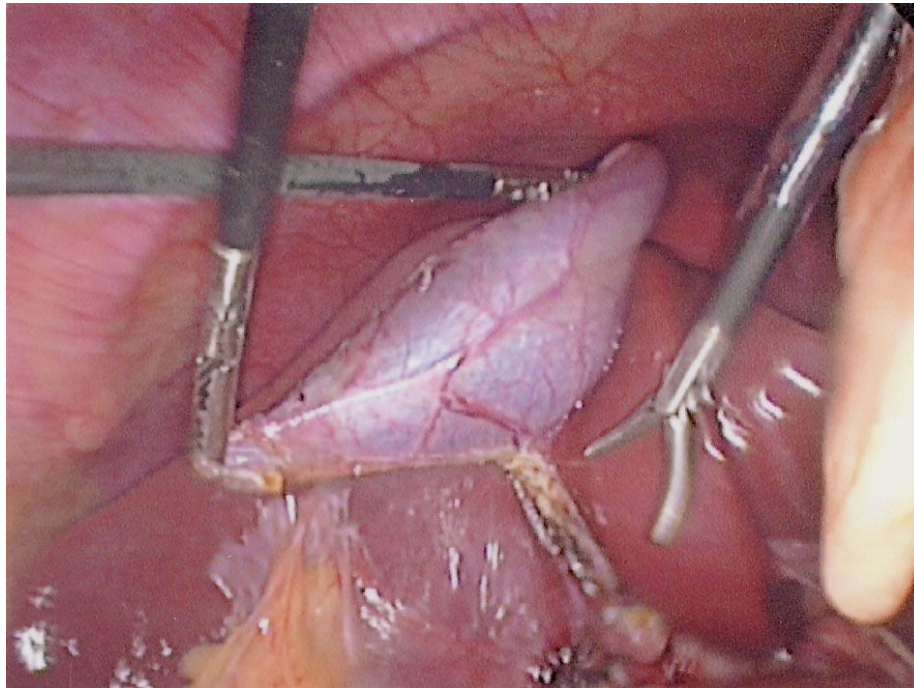
# LAPAROSCOPIC INSTRUMENTS

## ***Risks Associated with Laparoscopic Instruments***

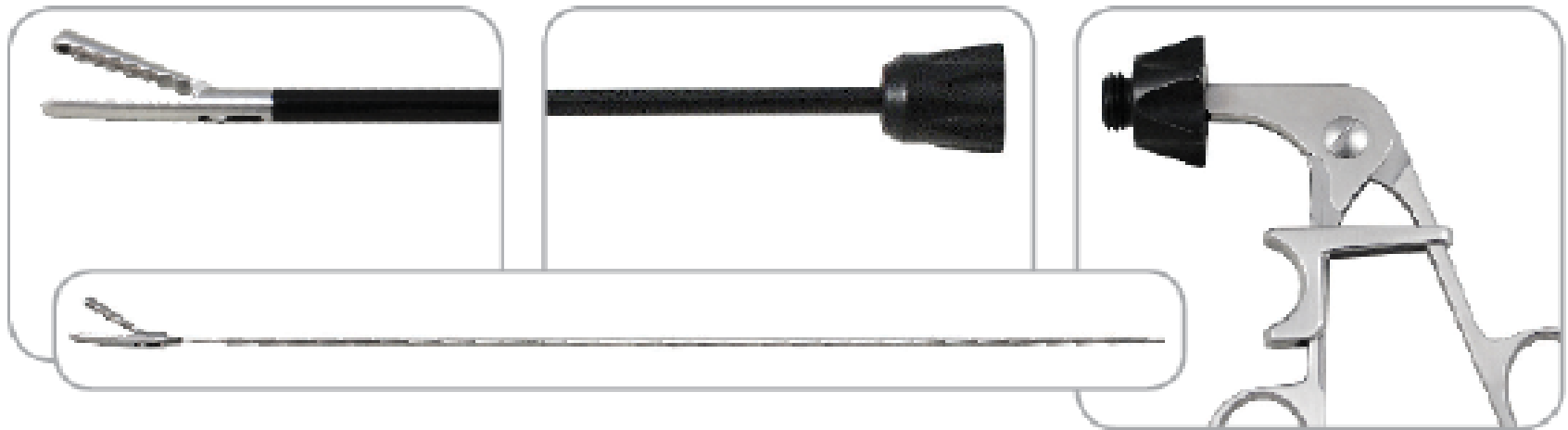
Compromised Insulation – could cause  
thermal burning

# LAPAROSCOPIC INSTRUMENTS

*If insulation is compromised outside the field of view—  
surgeon wouldn't see thermal burn occur*



# TAKE-APART LAPAROSCOPIC GRASPER



## **3-Part, Take-Apart, Atraumatic Grasping Forceps**

Fully Cleanable • Rotatable & Detachable Shaft • Slide-Lock Handle • German-Crafted





# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #1:**

What is the repair vendor's  
availability?

# **Surgical Instrument Repair**

## **AVAILABILITY / TURNAROUND**

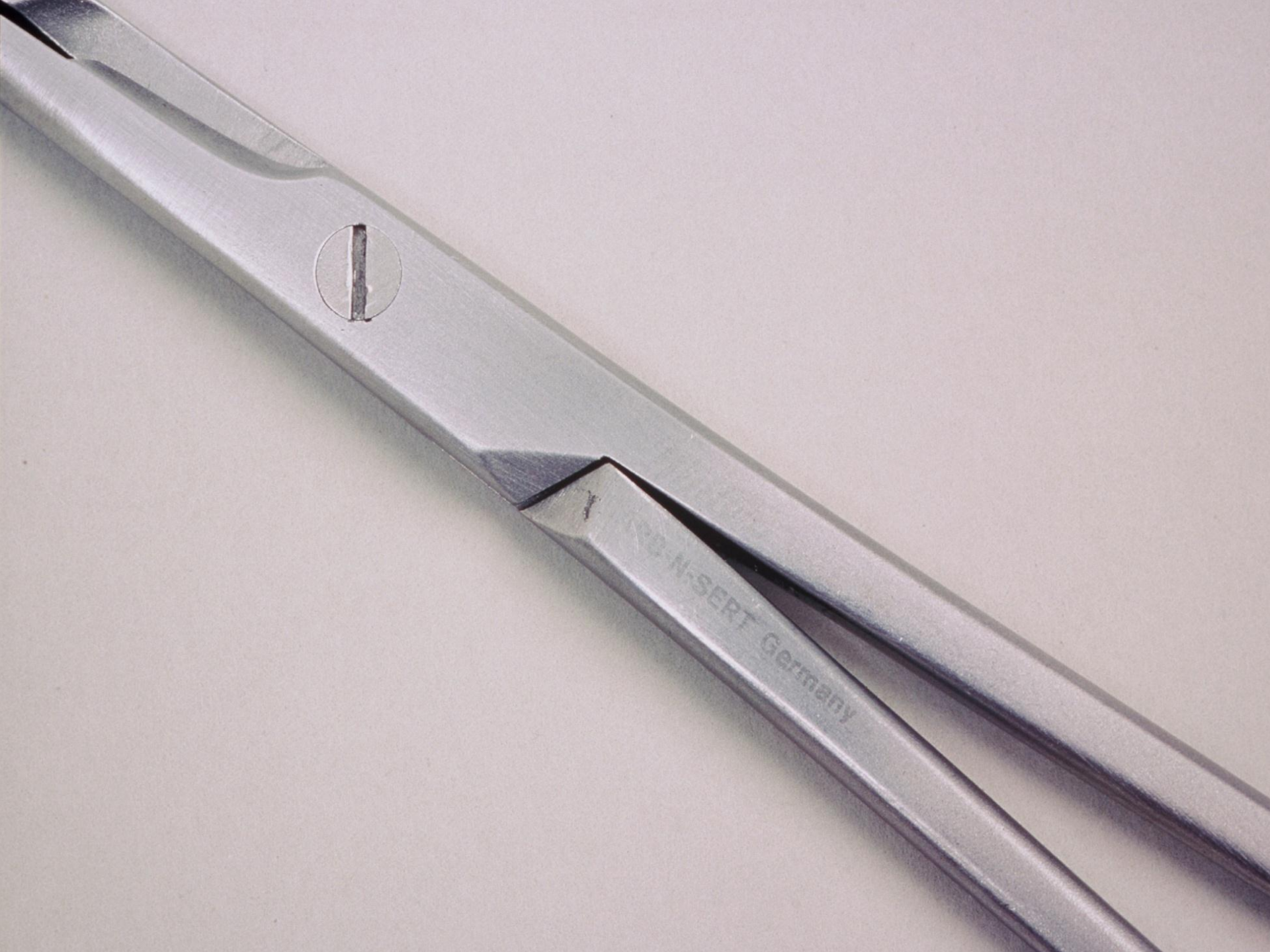
- Two hour turnaround
- Same day turnaround
- 24-hour turnaround
- Weekend Service
- Repair Vehicle once per month
- Repair Vehicle twice per month
- Mail-In Repair Service –  
24 - 48 hour turnaround



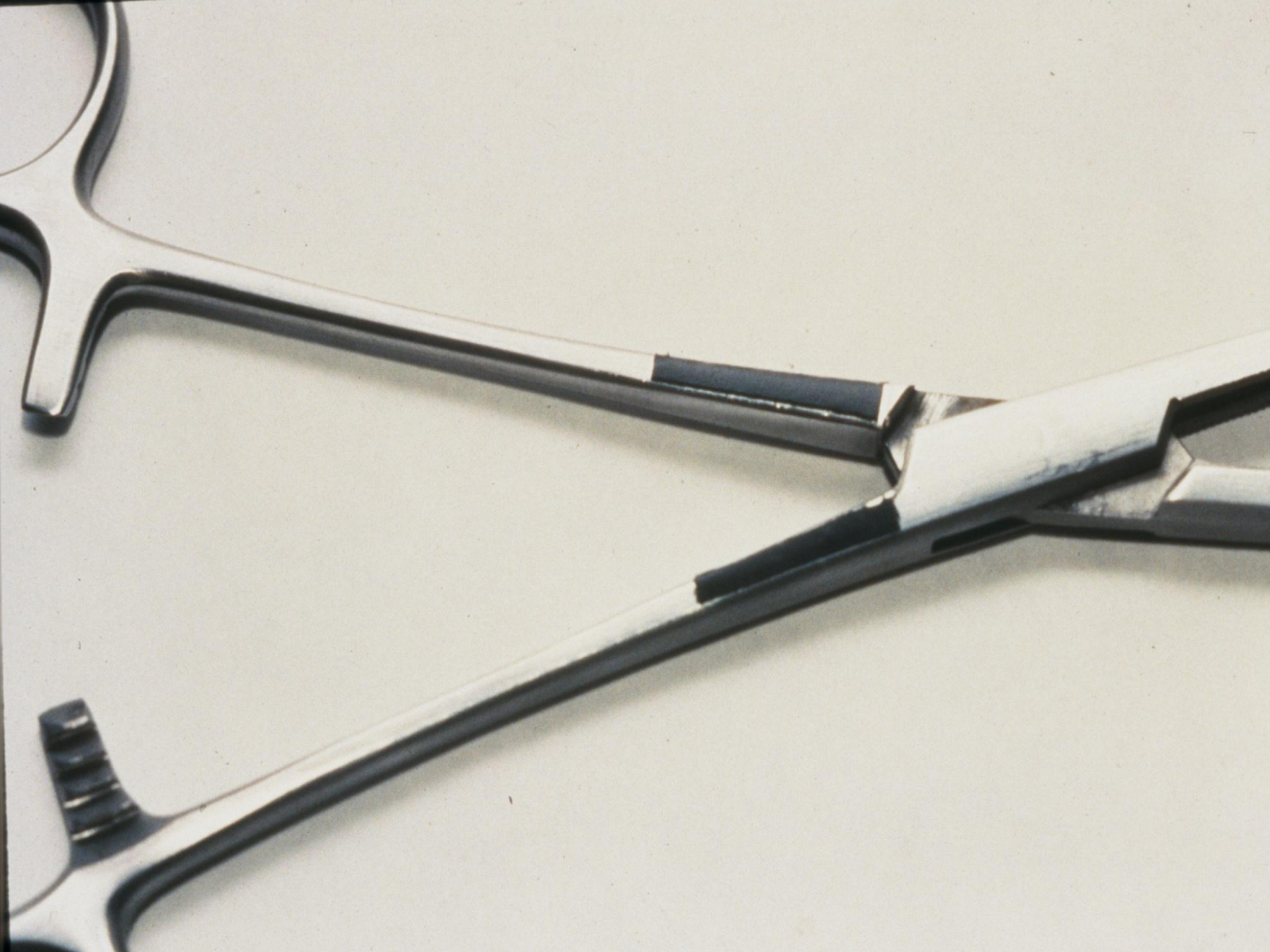
# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #2:**

Is the repair vendor buffing off  
catalog numbers?









# **Buffing Off Catalog Numbers...**

- 1. Eliminates the Instrument's Warranty**
- 2. Eliminates easy re-ordering**
- 3. Eliminates count sheet identification**
- 4. Exposes your facility to litigation**

# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #3:**

Is the repair vendor repairing  
Pakistan made instruments AND  
charging you?

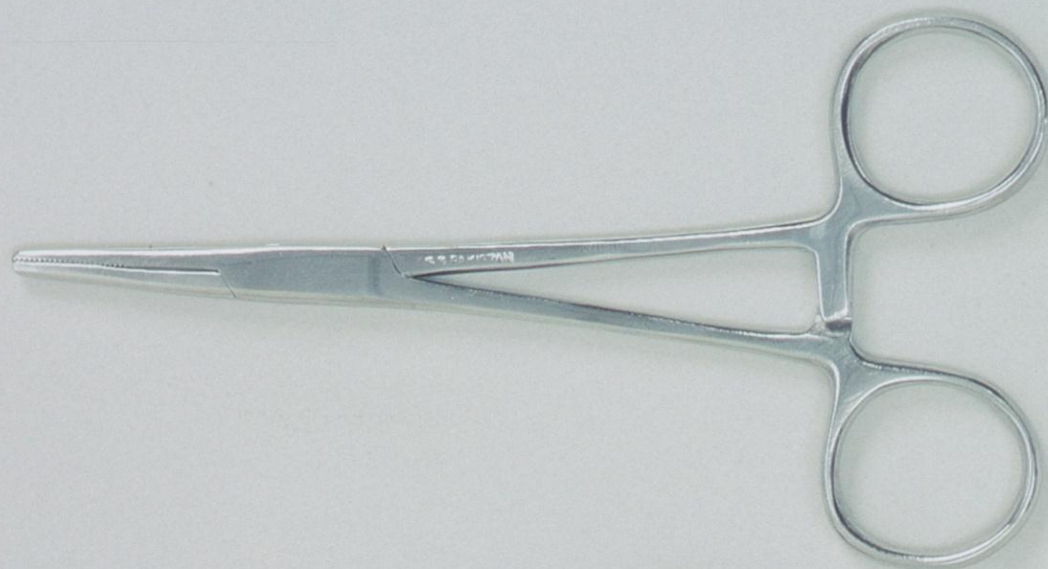




# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #4:**

Is the repair vendor changing the color of your mirror finish or matte finish instruments?

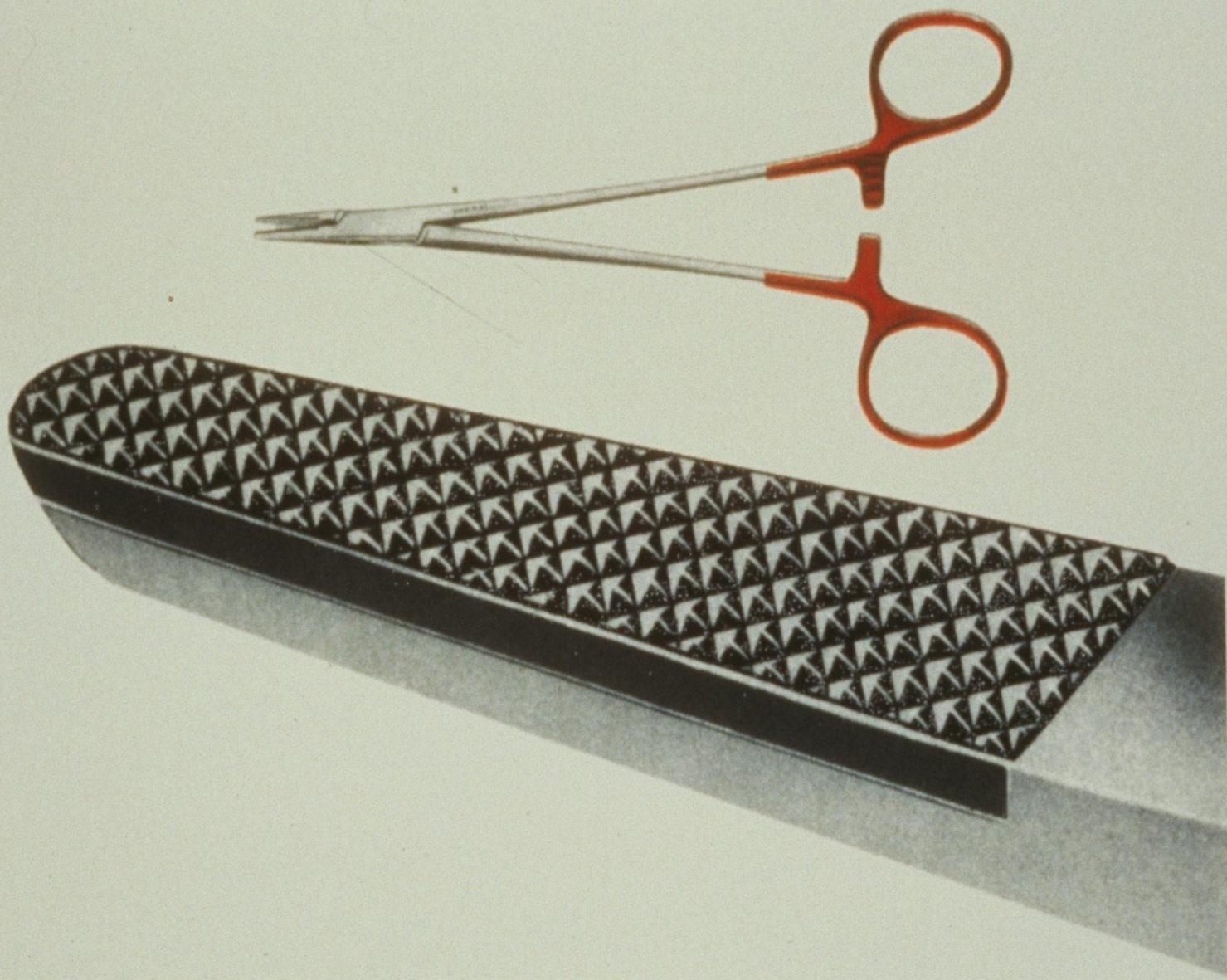


# **Putting the Instrument Repair Vendor to the Test**

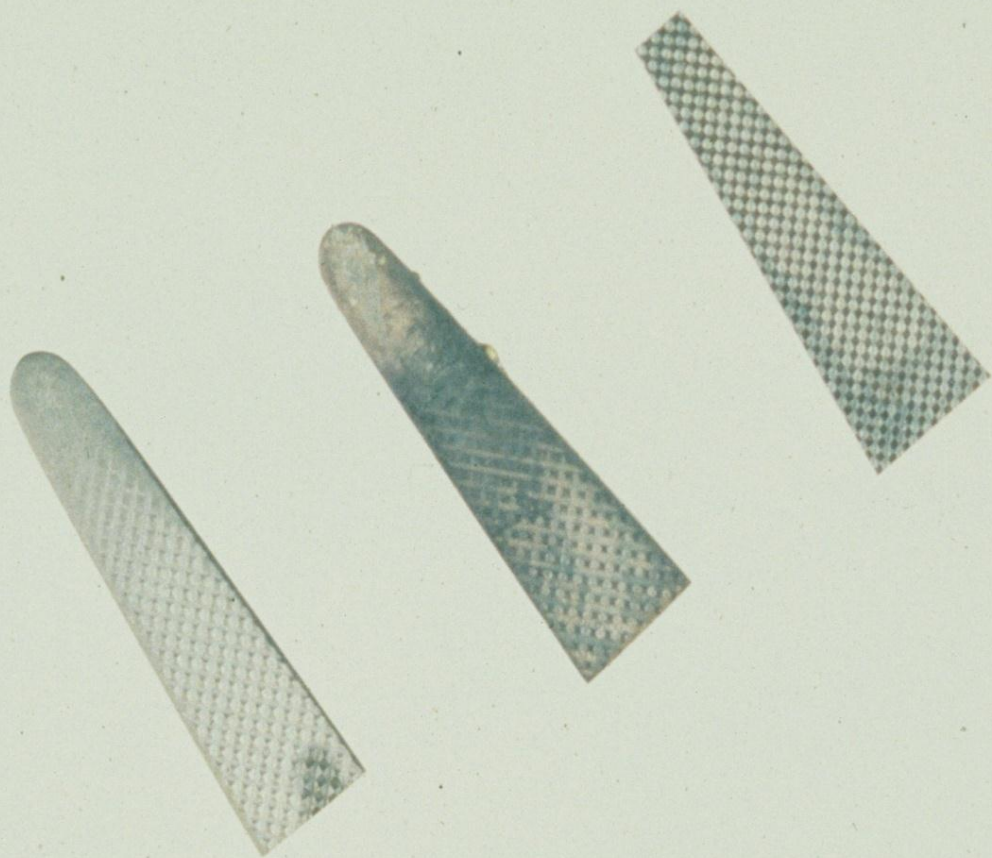
## **QUESTION #5:**

**Is the repair vendor replacing  
needle holder jaws on  
location?**









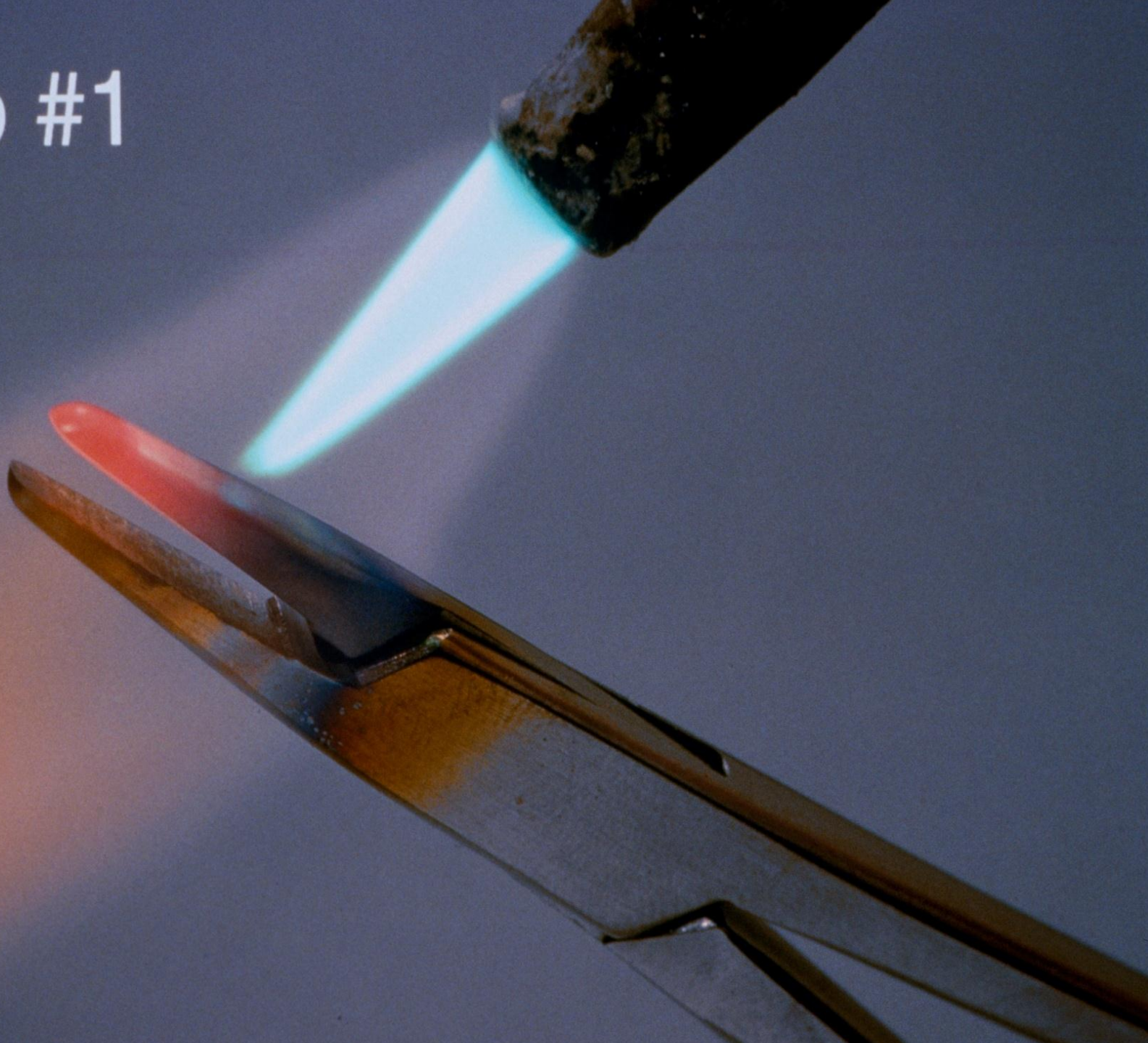




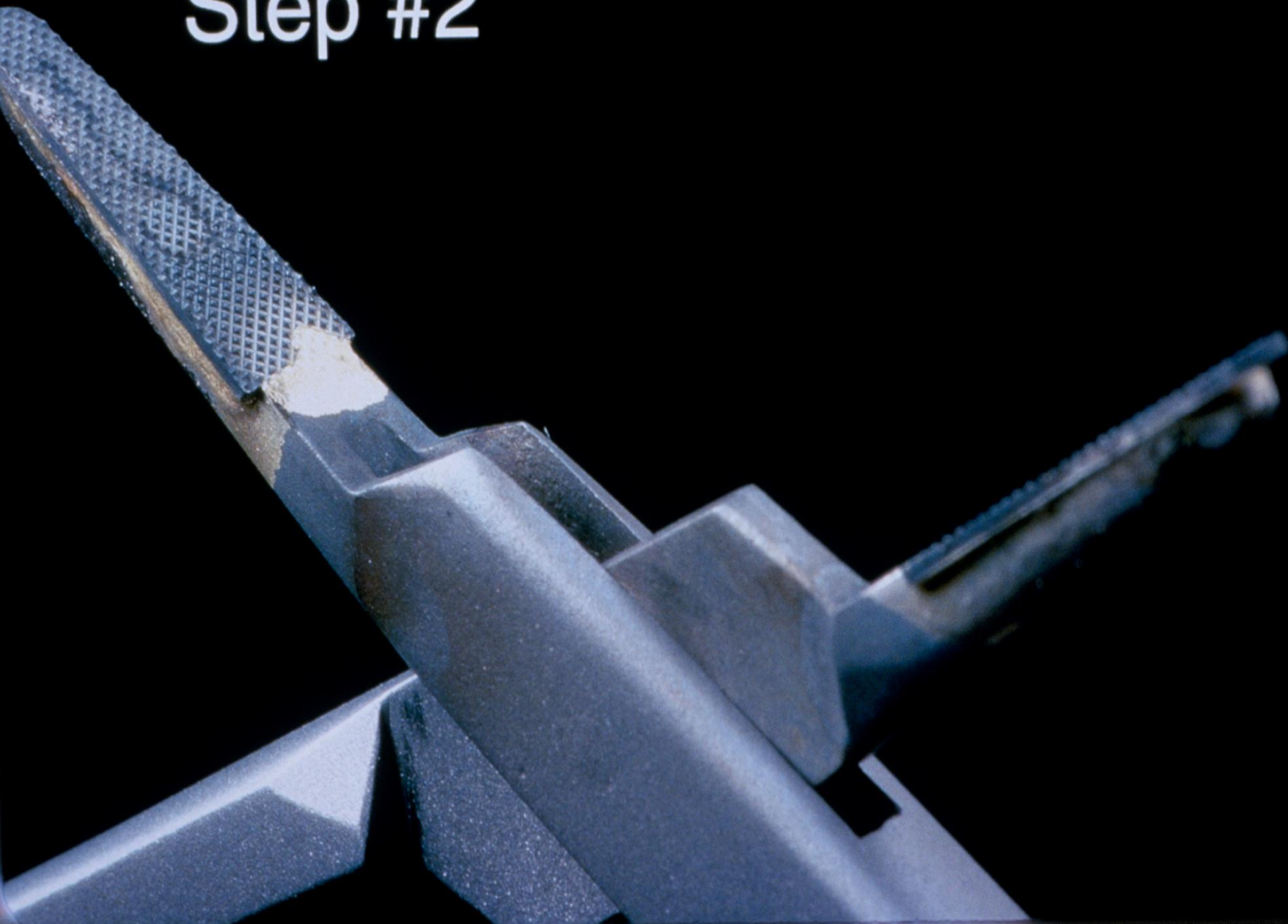




Step #1



Step #2



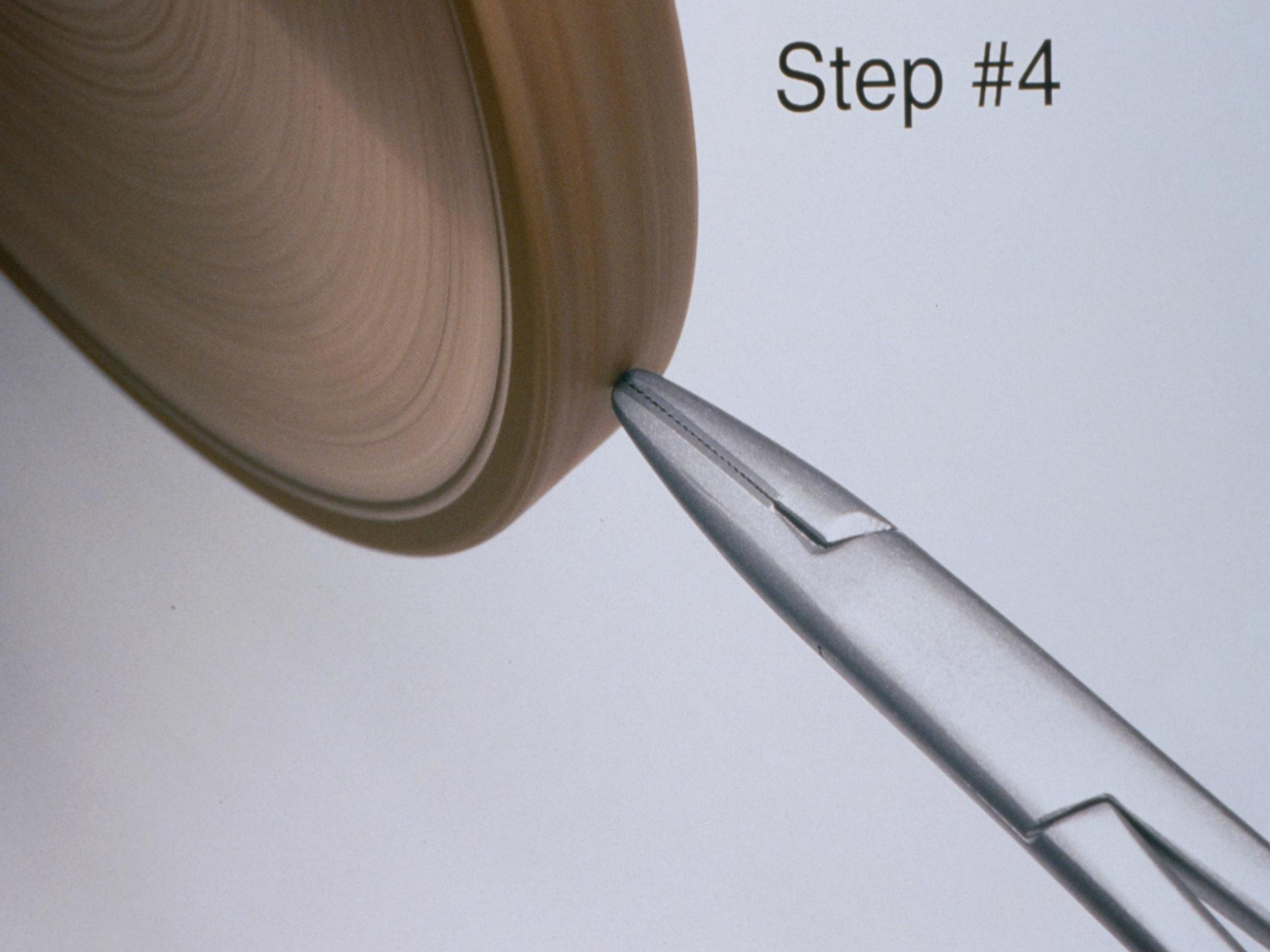


Step #3





Step #4





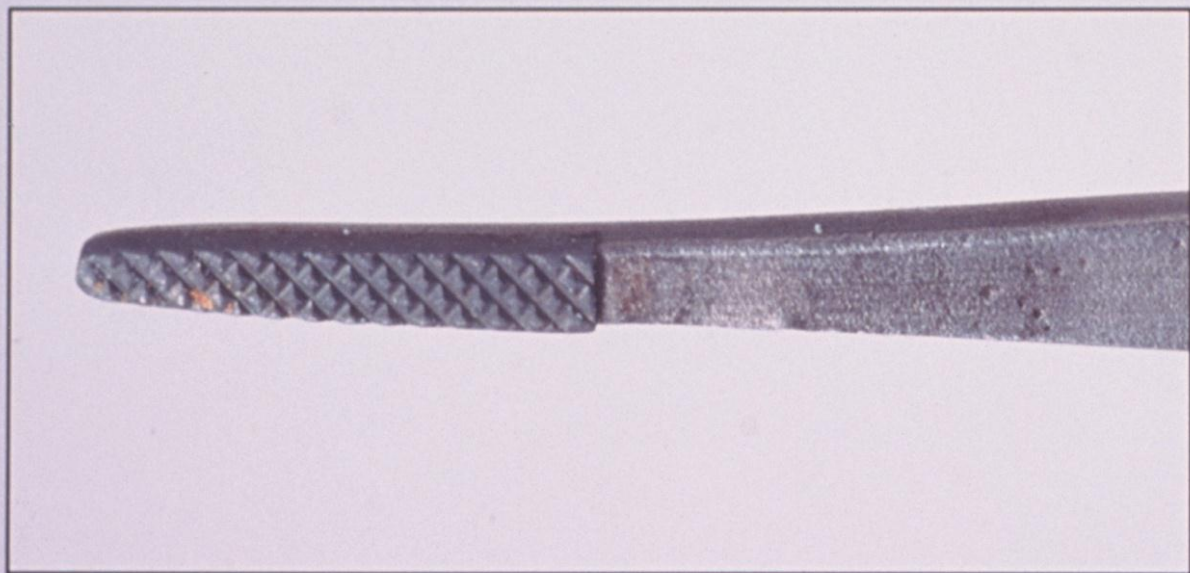
# Step #5





Finished Product





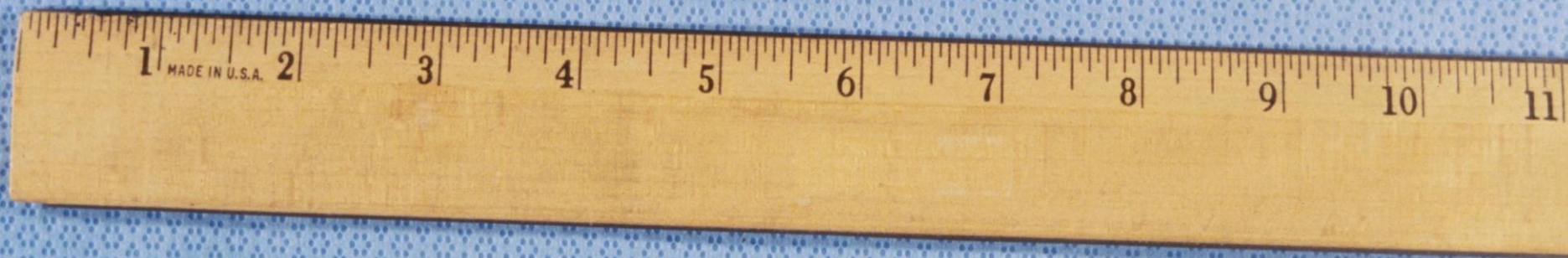
# Putting the Instrument Repair Vendor to the Test

## QUESTION #6:

Ask the repair vendor to  
demonstrate how they sharpen  
osteotomes?

(Water should be present)





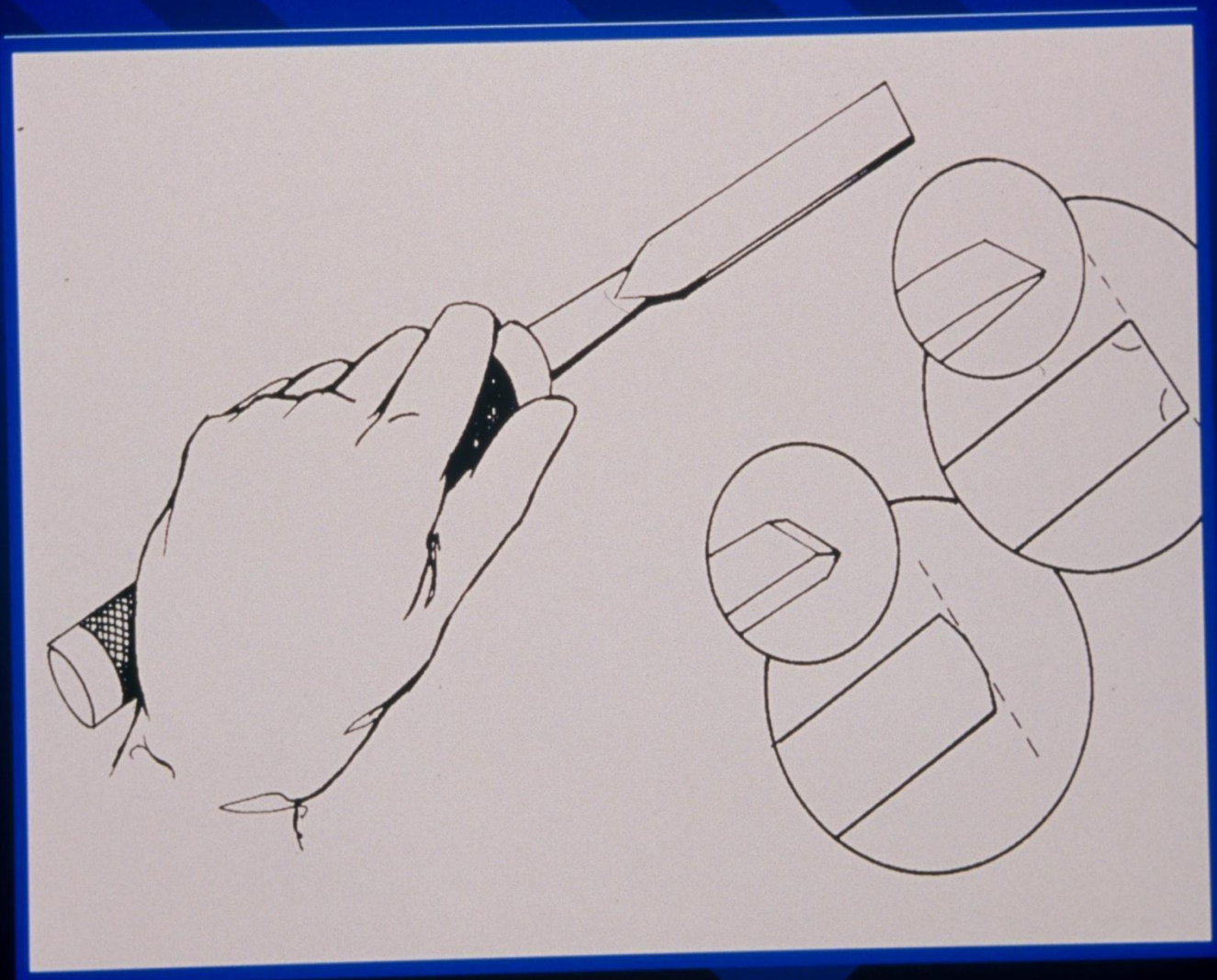
















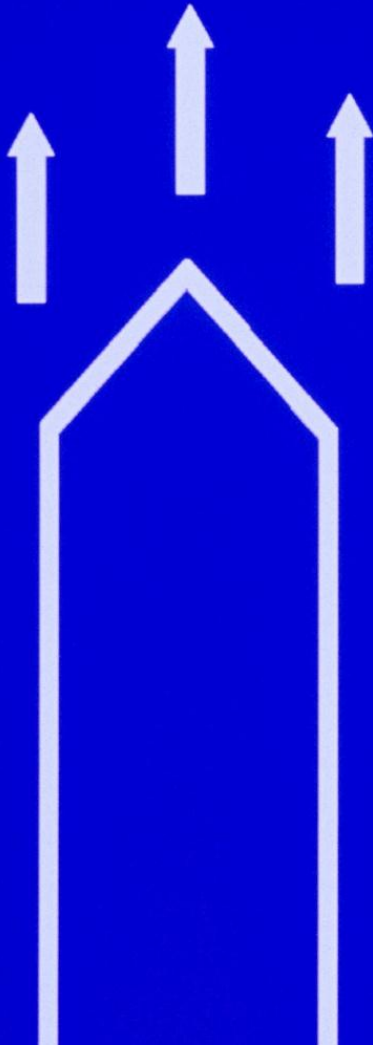




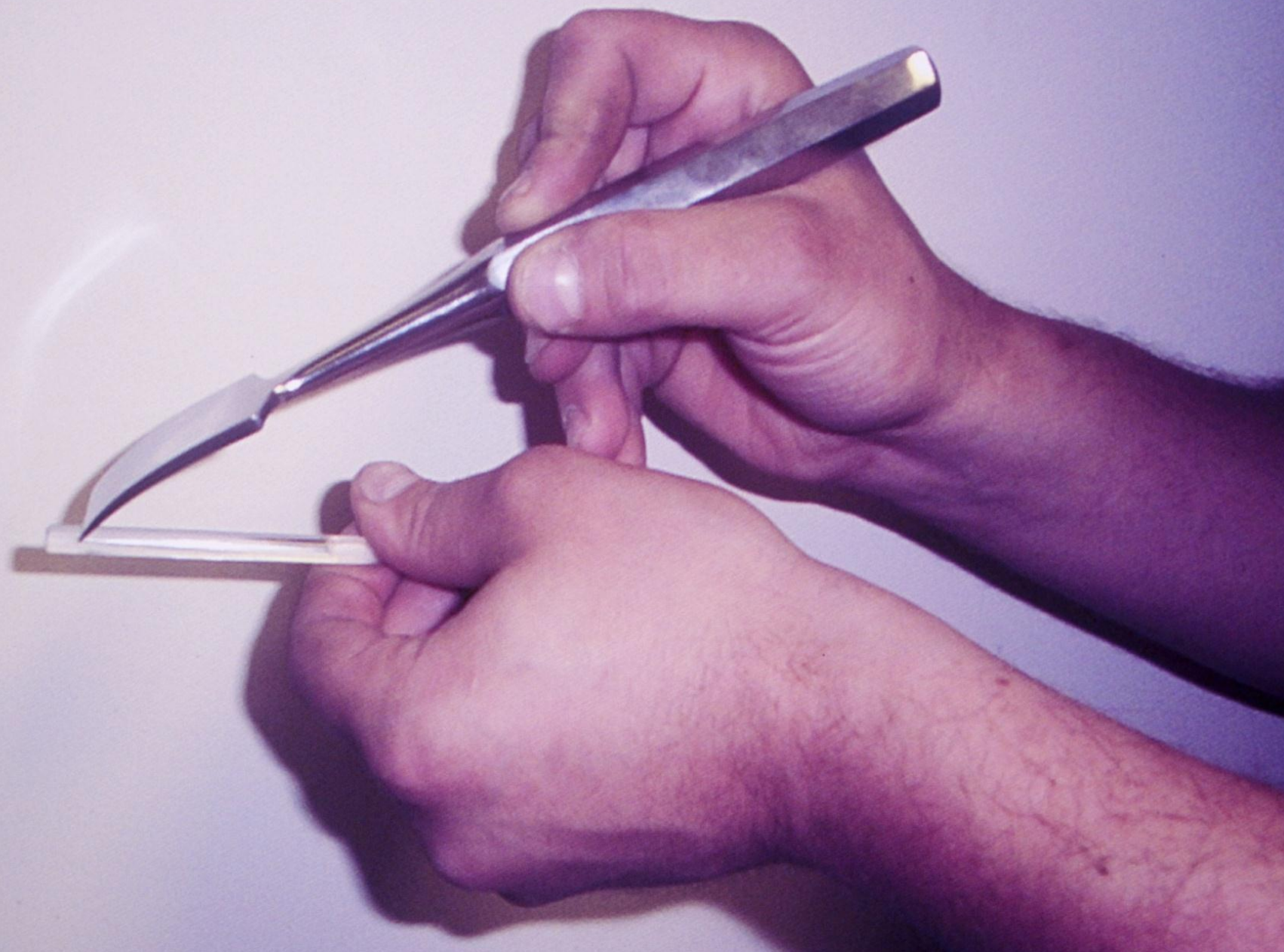




# Proper Osteotome Sharpening











# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #7:**

Is the repair vendor sending only  
one technician?





# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #8:**

Is the repair vendor using  
magnification to inspect  
instruments?







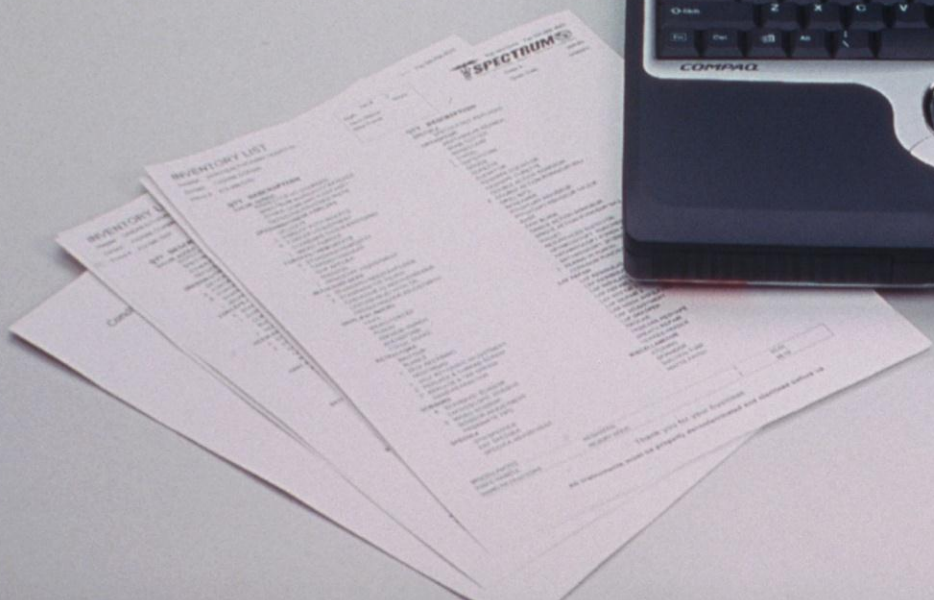
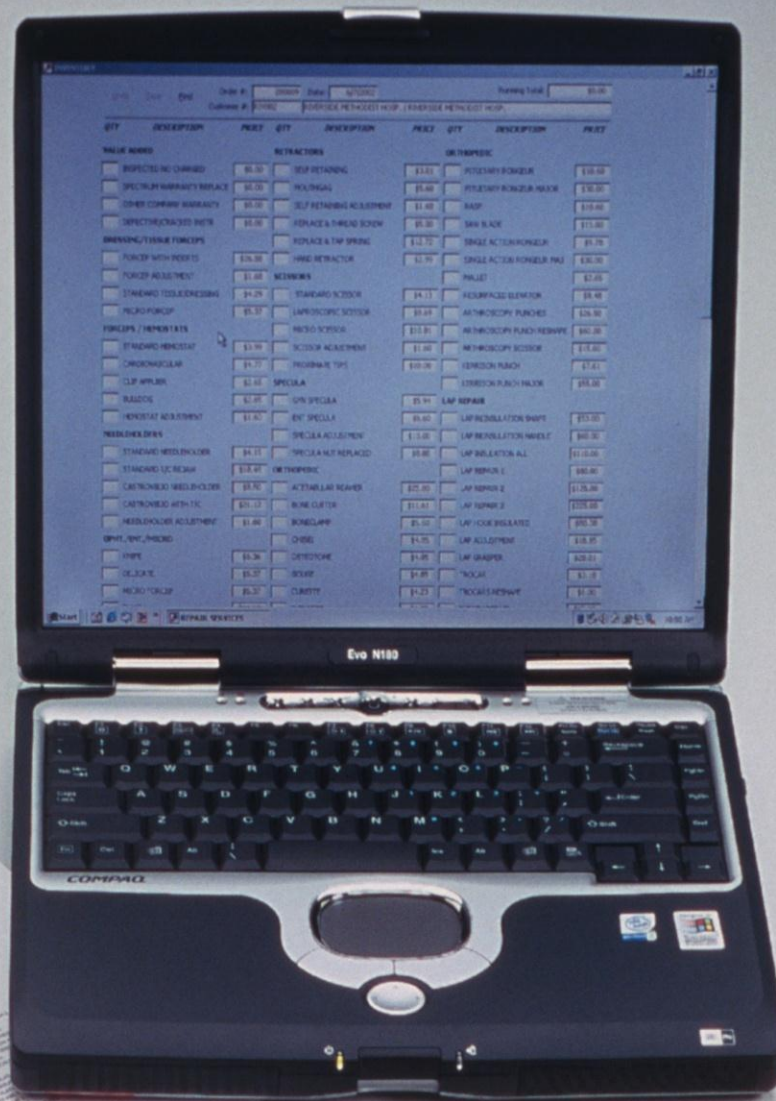


# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #9:**

Is the repair vendor monitoring surgical instrument sets by service or specialty?





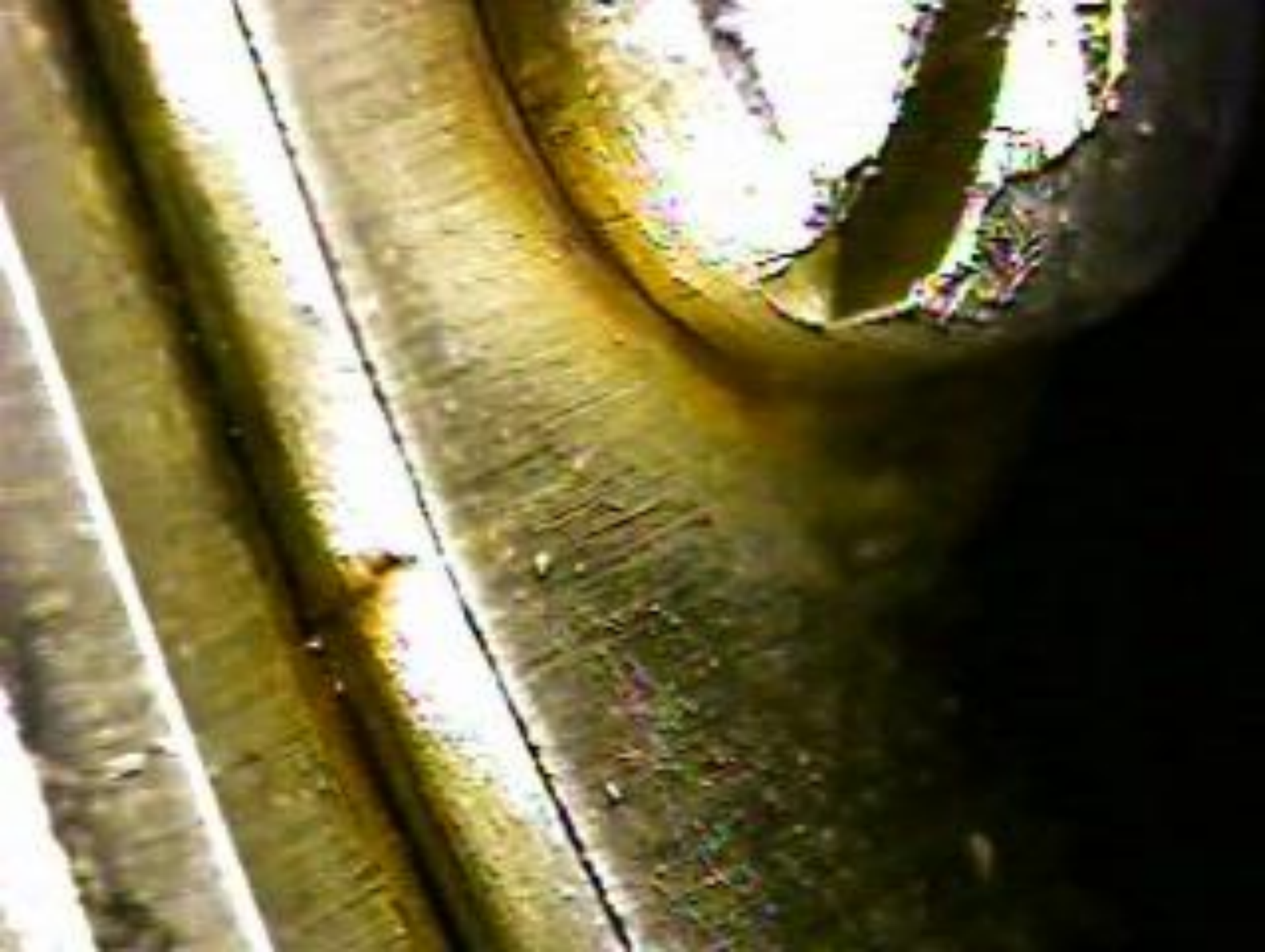
















# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #10:**

Is the repair vendor returning  
broken or non-repairable  
instruments?

## REPAIR STATUS

For Complete Patient Safety, We Recommend This Instrument Be Removed From Service.

Sincerely,  
Spectrum Repair Staff

- ☐ Cracked ☐ Pitted
- ☐ Too Weak Due To Age / Usage
- ☐ Teeth Worn Out ☐ Broken Teeth
- ☒ Pakistan / Low Quality
- ☐ Excessively Sharpened
- ☐ Life Worn ☐ Chrome Plated
- ☐ Other \_\_\_\_\_
- ☐ We Recommend That This Instrument Be Returned To The Manufacturer For Repair Or Replacement.
- ☐ V. Mueller ☐ Codman ☐ Jarit
- ☐ Pilling / Weck ☐ Miltex
- ☐ Aesculap ☐ Other \_\_\_\_\_

To Order Exact Instrument Replacement Use Catalog # 50-1461



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**800-444-5644**

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## REPAIR STATUS

For Complete Patient Safety, We Recommend This Instrument Be Removed From Service.

Sincerely,  
Spectrum Repair Staff

- ☐ Cracked ☒ Pitted
- ☐ Too Weak Due To Age / Usage
- ☐ Teeth Worn Out ☐ Broken Teeth
- ☐ Pakistan / Low Quality
- ☐ Excessively Sharpened
- ☐ Life Worn ☐ Chrome Plated
- ☐ Other \_\_\_\_\_
- ☐ We Recommend That This Instrument Be Returned To The Manufacturer For Repair Or Replacement.
- ☐ V. Mueller ☐ Codman ☐ Jarit
- ☐ Pilling / Weck ☐ Miltex
- ☐ Aesculap ☐ Other \_\_\_\_\_

To Order Exact Instrument Replacement Use Catalog # 40-1031



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**800-444-5644**

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## REPAIR STATUS

For Complete Patient Safety, We Recommend This Instrument Be Removed From Service.

Sincerely,  
Spectrum Repair Staff

- ☒ Cracked ☐ Pitted
- ☐ Too Weak Due To Age / Usage
- ☐ Teeth Worn Out ☐ Broken Teeth
- ☐ Pakistan / Low Quality
- ☐ Excessively Sharpened
- ☐ Life Worn ☐ Chrome Plated
- ☐ Other \_\_\_\_\_
- ☐ We Recommend That This Instrument Be Returned To The Manufacturer For Repair Or Replacement.
- ☐ V. Mueller ☐ Codman ☐ Jarit
- ☐ Pilling / Weck ☐ Miltex
- ☐ Aesculap ☐ Other \_\_\_\_\_

To Order Exact Instrument Replacement Use Catalog # 60-1811



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“A good technician tags stressed and severely damaged instruments ‘non-repairable’ because they do not want them to fail in a critical surgical situation.”

Ann Reed  
Vice President  
Mobile Instrument Repair

# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #11:**

Is the repair vendor providing  
CE-approved educational  
services?



# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #12:**

Is the repair vendor able to  
service specialty instruments on  
location?

# Specialty Instrument Repairs

● Laparoscopic

● Neuro

● Bariatric

● Micro

● OB/GYN

● Ophthalmic

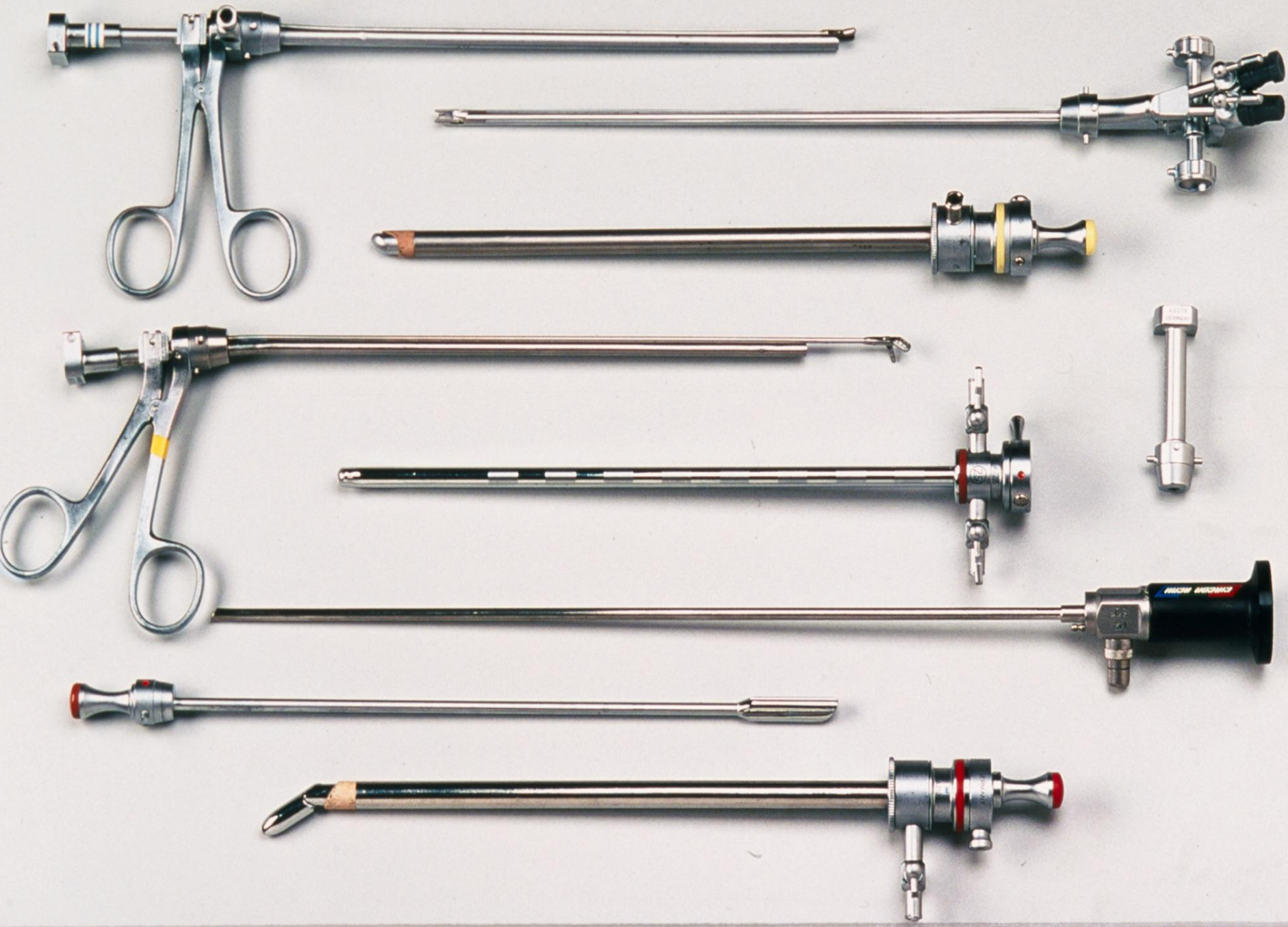
● Urological

● Arthroscopic



# Repair Heroes End Up In Court

- ➡ If an instrument is deemed not repairable – **DO NOT** allow another vendor to fix it.





# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #13:**

Is the repair vendor inspecting  
and servicing your instrument  
board?



**Safety Precautions**  
Before Handling Instruments

1. Instruments should be handled with care.

2. Do not use instruments for purposes other than intended.

3. Do not use instruments for leverage.

4. Do not use instruments for prying.

5. Do not use instruments for cutting.

6. Do not use instruments for crushing.

7. Do not use instruments for twisting.

8. Do not use instruments for bending.

9. Do not use instruments for pulling.

10. Do not use instruments for pushing.

11. Do not use instruments for holding.

12. Do not use instruments for supporting.

13. Do not use instruments for lifting.

14. Do not use instruments for lowering.

15. Do not use instruments for moving.

16. Do not use instruments for carrying.

17. Do not use instruments for transporting.

18. Do not use instruments for storing.

19. Do not use instruments for displaying.

20. Do not use instruments for packaging.

21. Do not use instruments for unwrapping.

22. Do not use instruments for opening.

23. Do not use instruments for closing.

24. Do not use instruments for locking.

25. Do not use instruments for unlocking.

26. Do not use instruments for turning.

27. Do not use instruments for rotating.

28. Do not use instruments for tilting.

29. Do not use instruments for swinging.

30. Do not use instruments for shaking.

31. Do not use instruments for vibrating.

32. Do not use instruments for pulsing.

33. Do not use instruments for vibrating.

34. Do not use instruments for vibrating.

35. Do not use instruments for vibrating.

36. Do not use instruments for vibrating.

37. Do not use instruments for vibrating.

38. Do not use instruments for vibrating.

39. Do not use instruments for vibrating.

40. Do not use instruments for vibrating.









DOUBLE  
SKIN HOOKS



SHAW RETR



BLAIR RETR.



KASDAN RETR



BEAVER KNIFE  
BEAVER HANDLES



SINGLE



LONG #3-#4



SENN- RETR



KNIFE HAND



RAGNALL



# Instrument Board Inspection

1. Remove all Pakistan instruments
2. Check all instruments for cracks
3. Check needle holders for jaw wear
4. Check all scissors for sharpness
5. Check overall condition, functions, and appearance of instruments



# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #14:**

Is the repair vendor allowing you  
to tour their repair vehicle?





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CAUTION















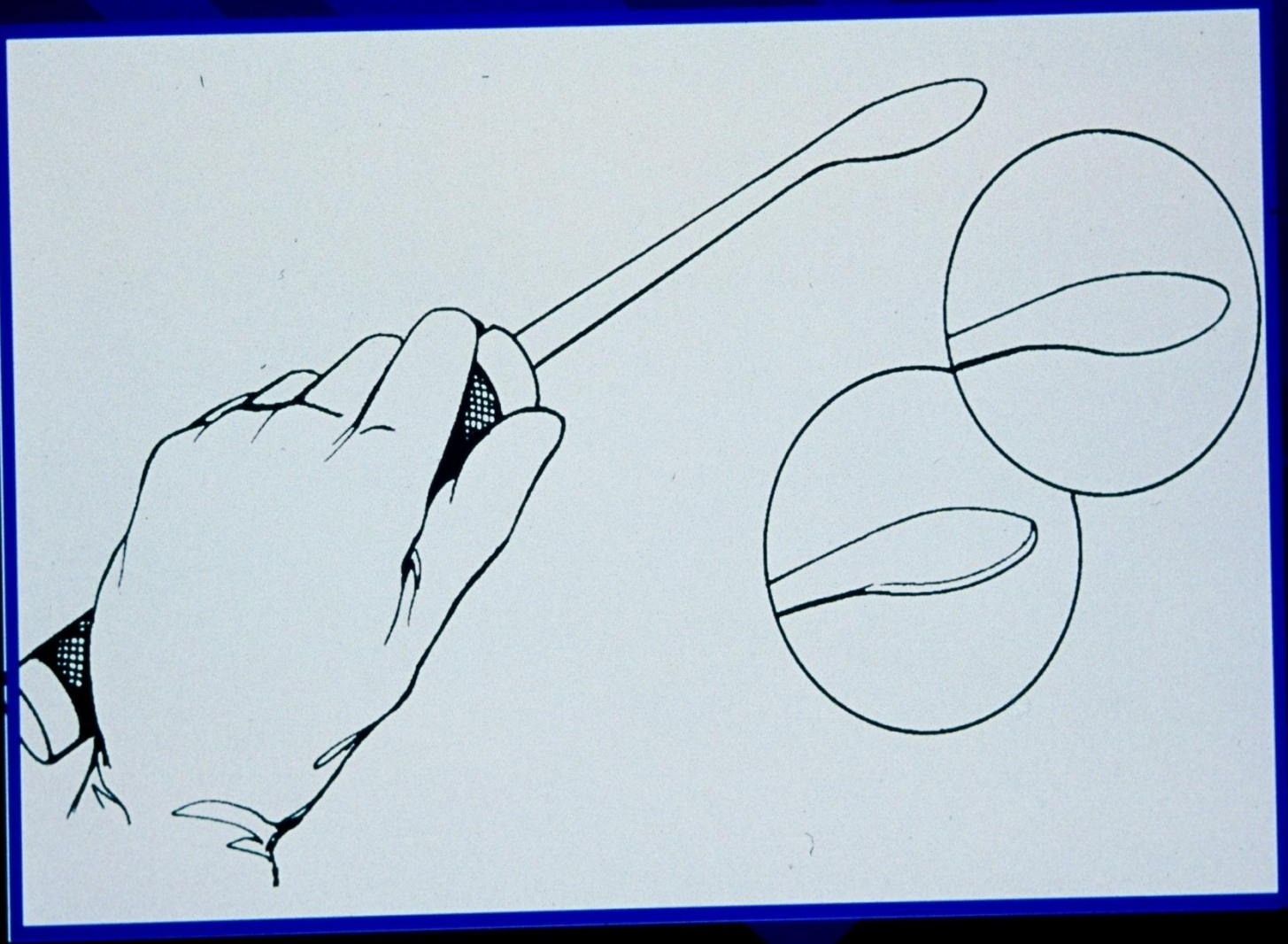












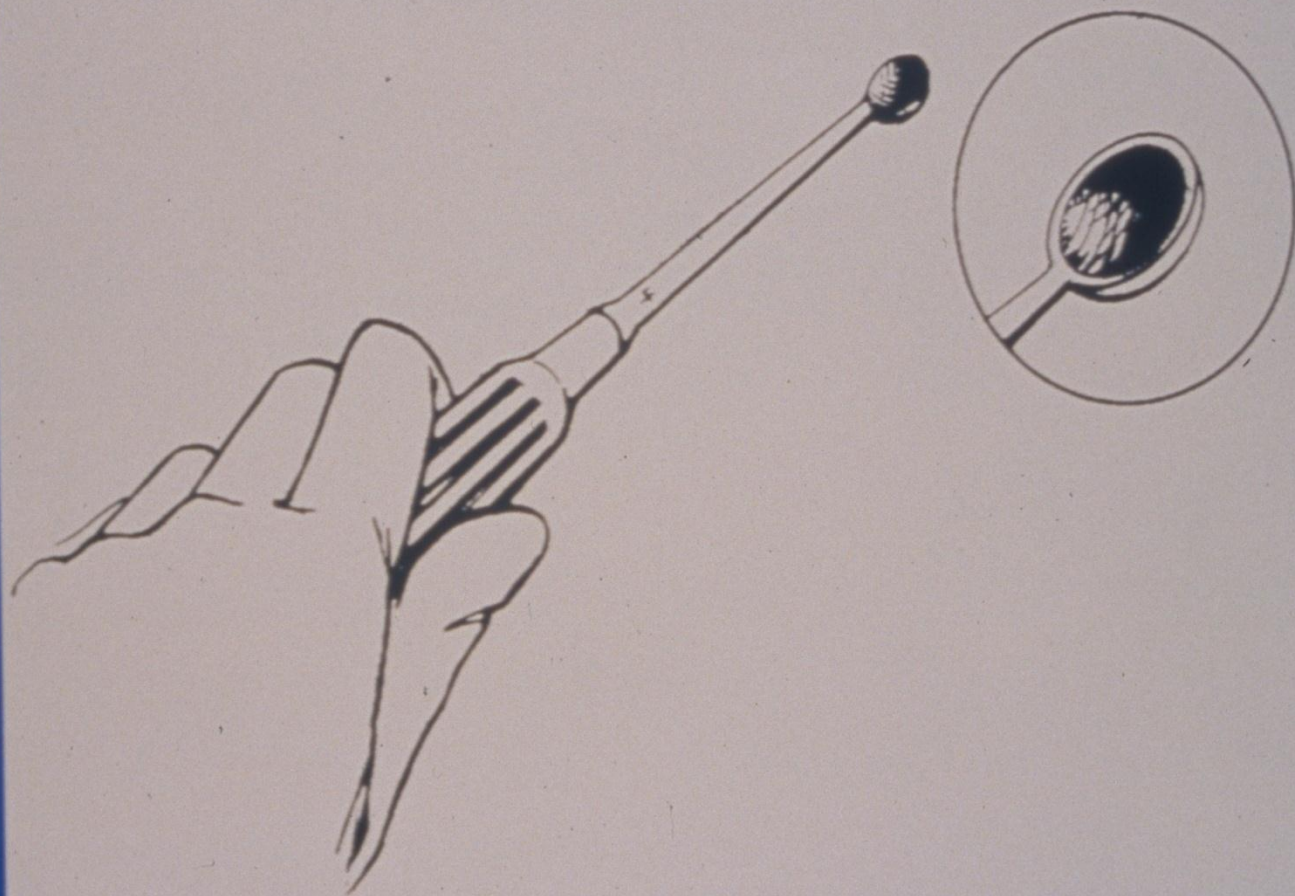
























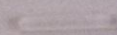
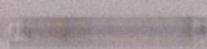
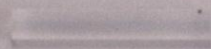
# **Putting the Instrument Repair Vendor to the Test**

## **QUESTION #15:**

Is the repair vendor offering a full range of repair capabilities?

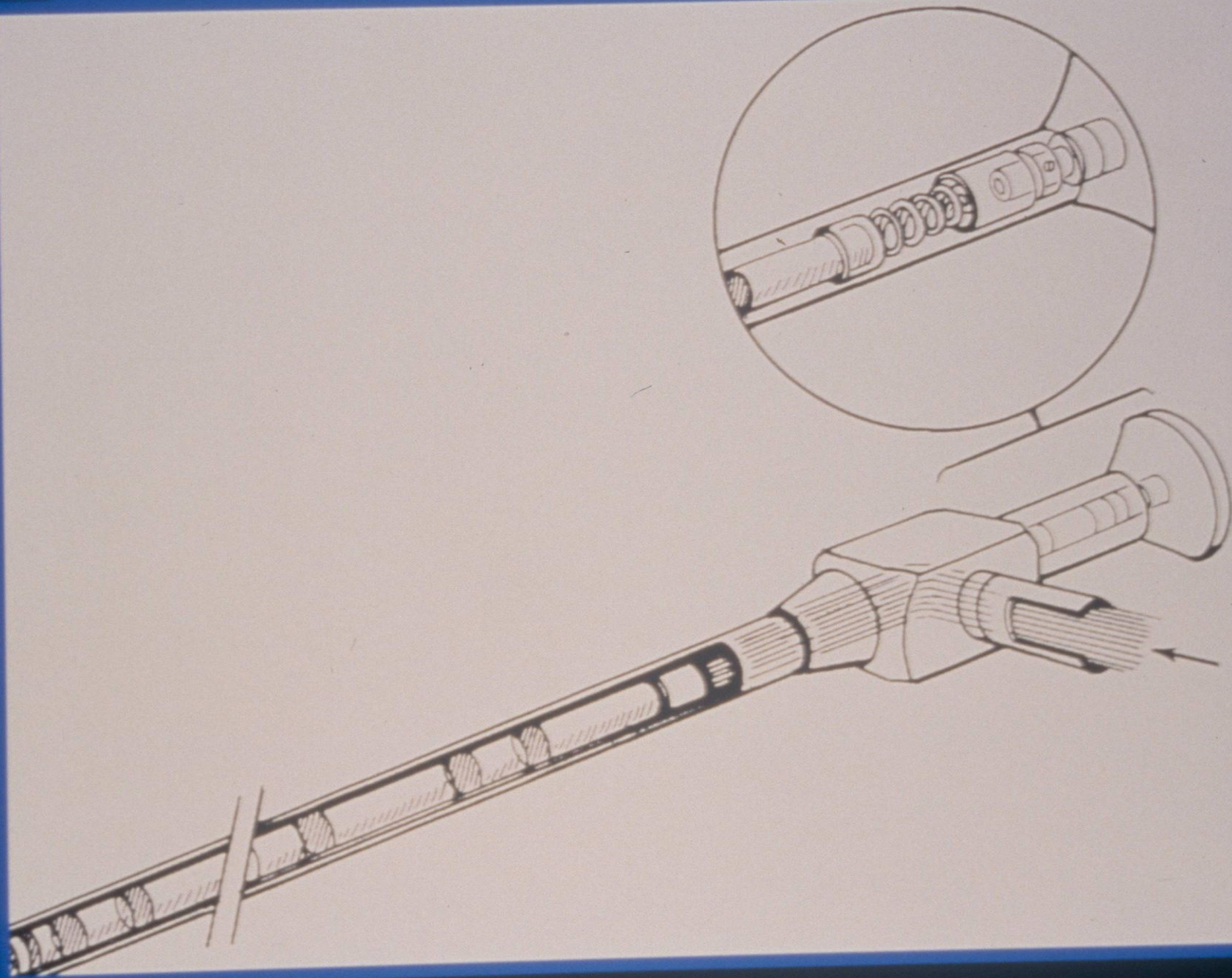


















# 3 Pricing Options for Rigid Scope Repair

- One price for all repairs = Flat Rate
- Repair Exchange = Don't get your scope back
- Pay only for what's broken = Savings









stryker<sup>®</sup>  
ENDOSCOPY

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DIGITAL CAMERA

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WHITE BALANCE



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GAIN



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LIGHT SOURCE

STANDBY



AUTO



MANUAL



LAMP  
ON/OFF



BRIGHTNESS

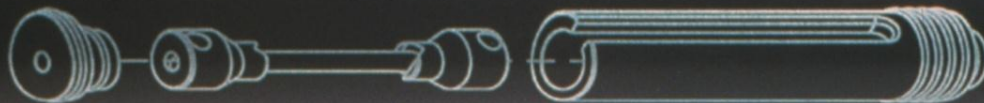
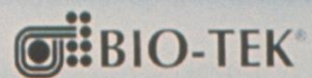


LIGHT CABLE



ESST<sup>™</sup>  
Electronic Scope Sensing Technology

***RigidScan™*** Rigid Endoscope Tester



Packaged View



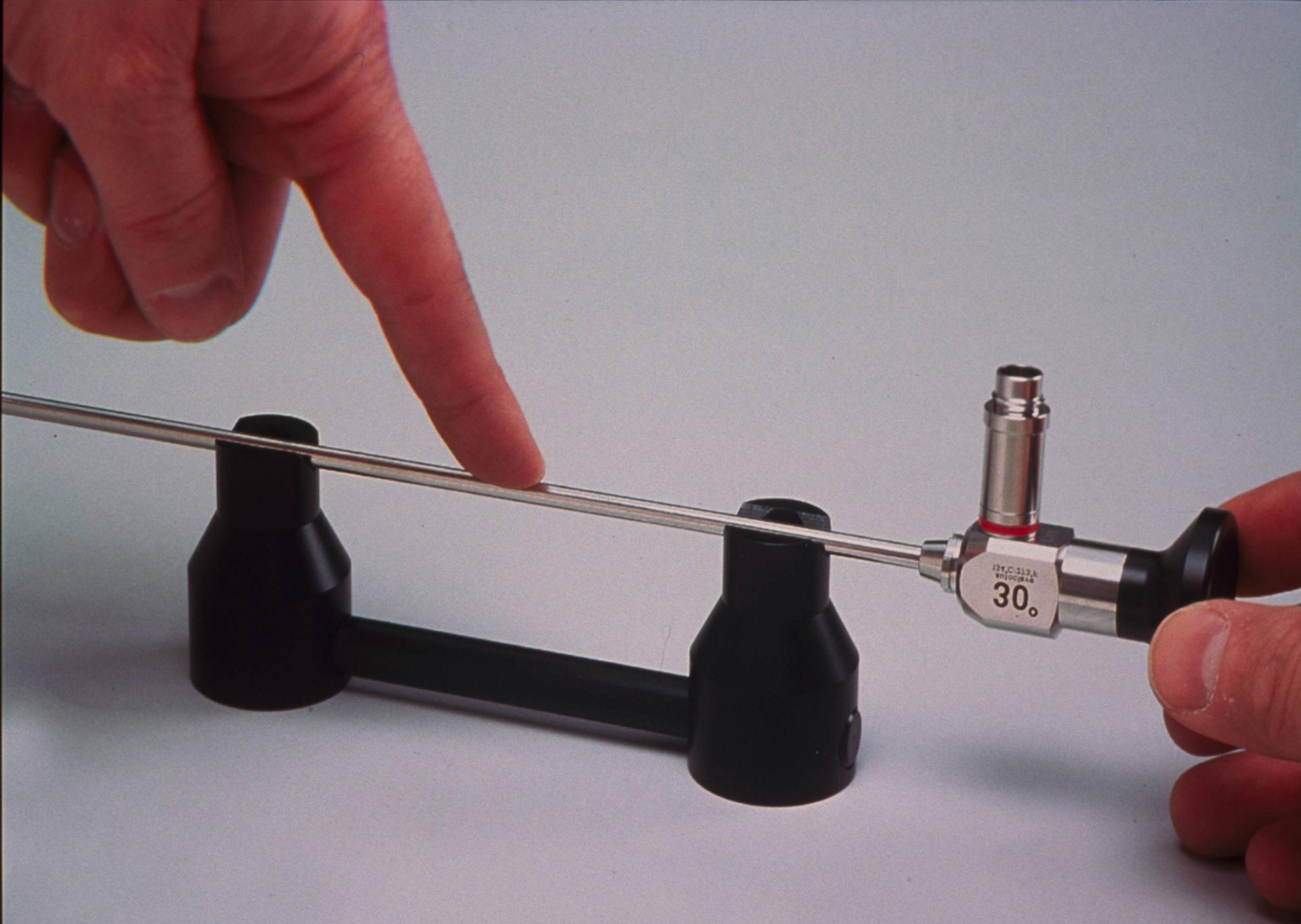


**RigidScan**™ Rigid Endoscope Tester

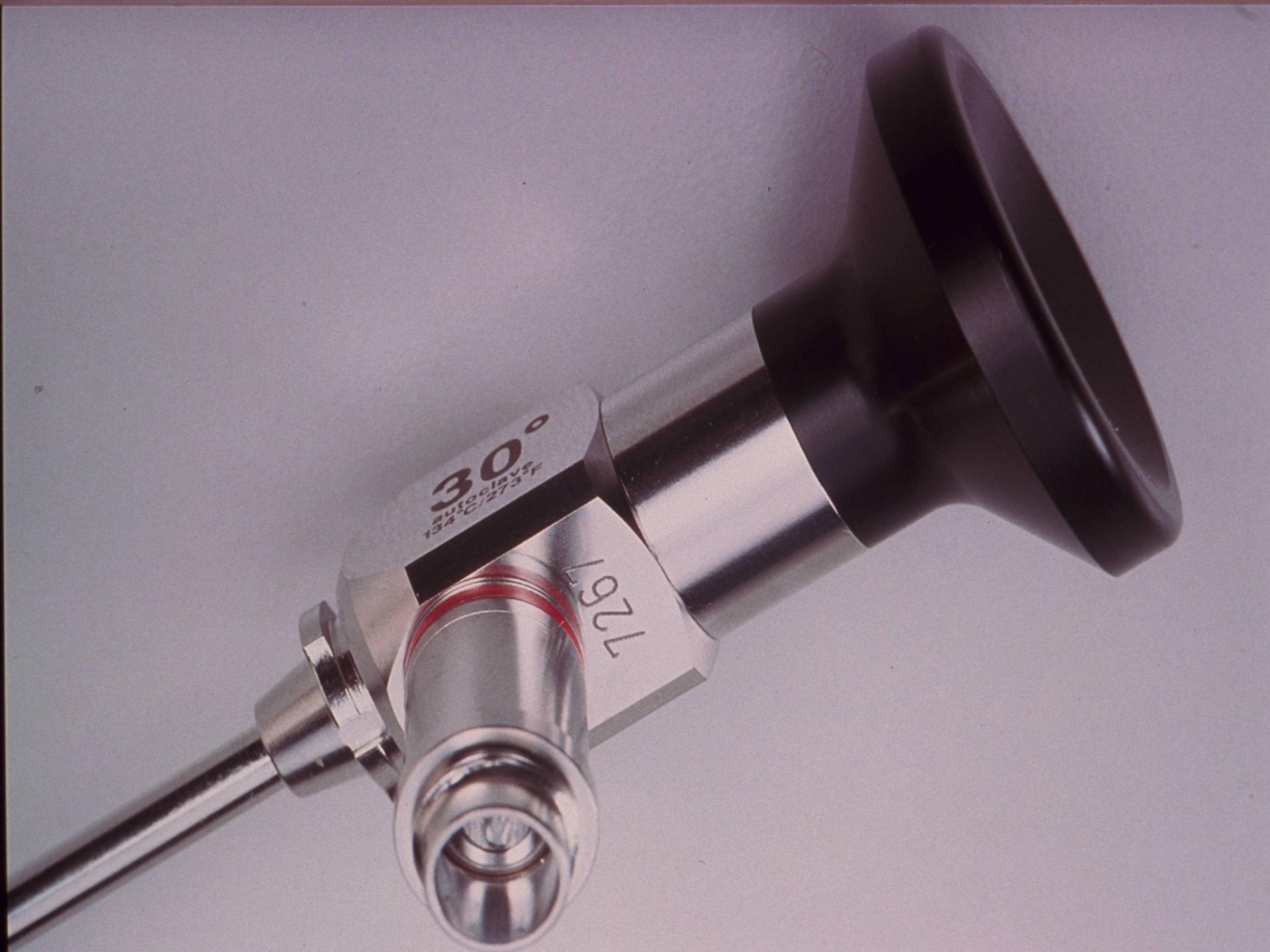
**BIO-TEK**

Optic Test





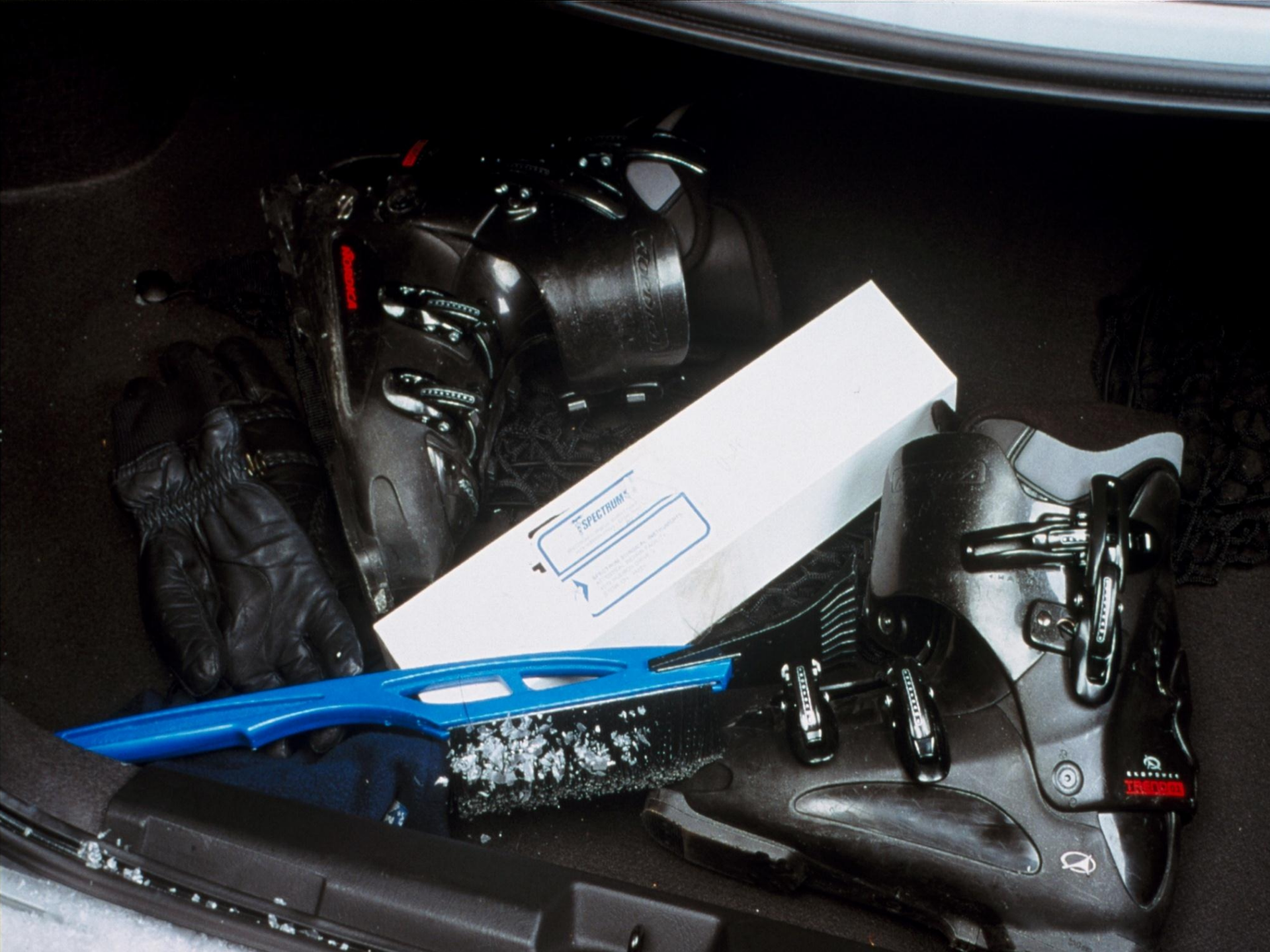














08:16:28

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Surgical Instruments

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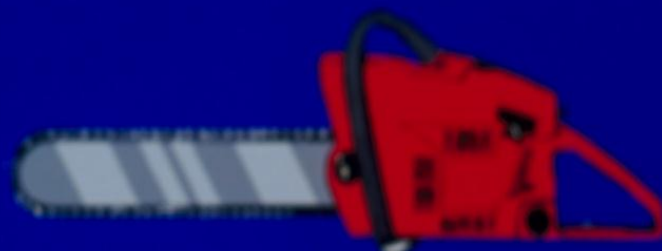
1.5cm  
4-564  
723-orp.  
1773





# **Stryker® 2107 Sternum Saw**

---



**Average Repair** **\$845<sup>00</sup>**

**Preventative Maintenance** **\$250<sup>00</sup>**

**Hospital Saves** **\$595<sup>00</sup>**





# **3M<sup>®</sup> Sagittal Saw**

---

**Average Repair**

**\$495<sup>00</sup>**

**Preventative Maintenance**

**\$250<sup>00</sup>**

**Hospital Saves**

**\$245<sup>00</sup>**

# Hall<sup>®</sup> Micro 100 Wire Driver



**Average Repair** **\$450<sup>00</sup>**

**Preventative Maintenance** **\$250<sup>00</sup>**

**Hospital Saves** **\$200<sup>00</sup>**









































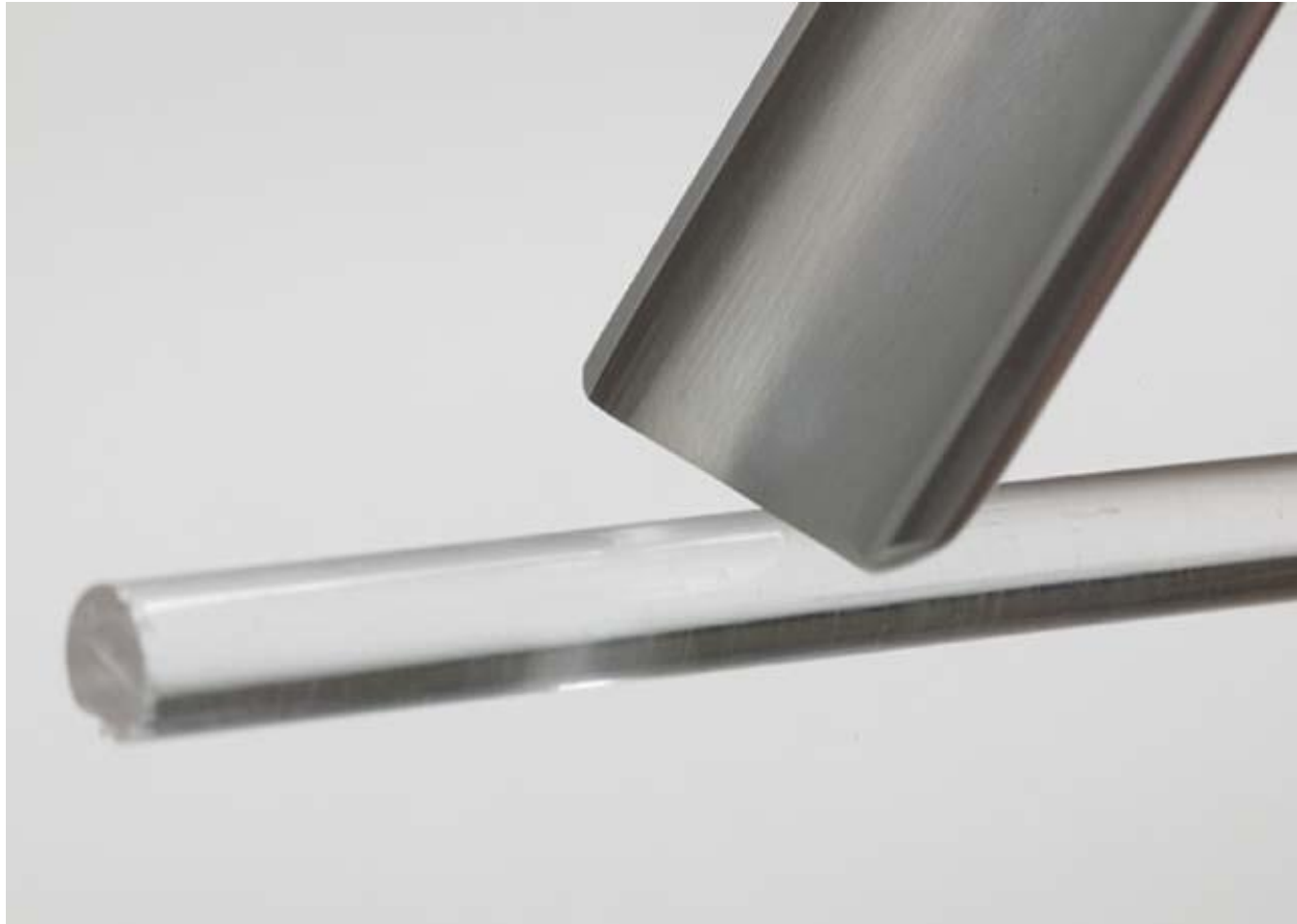


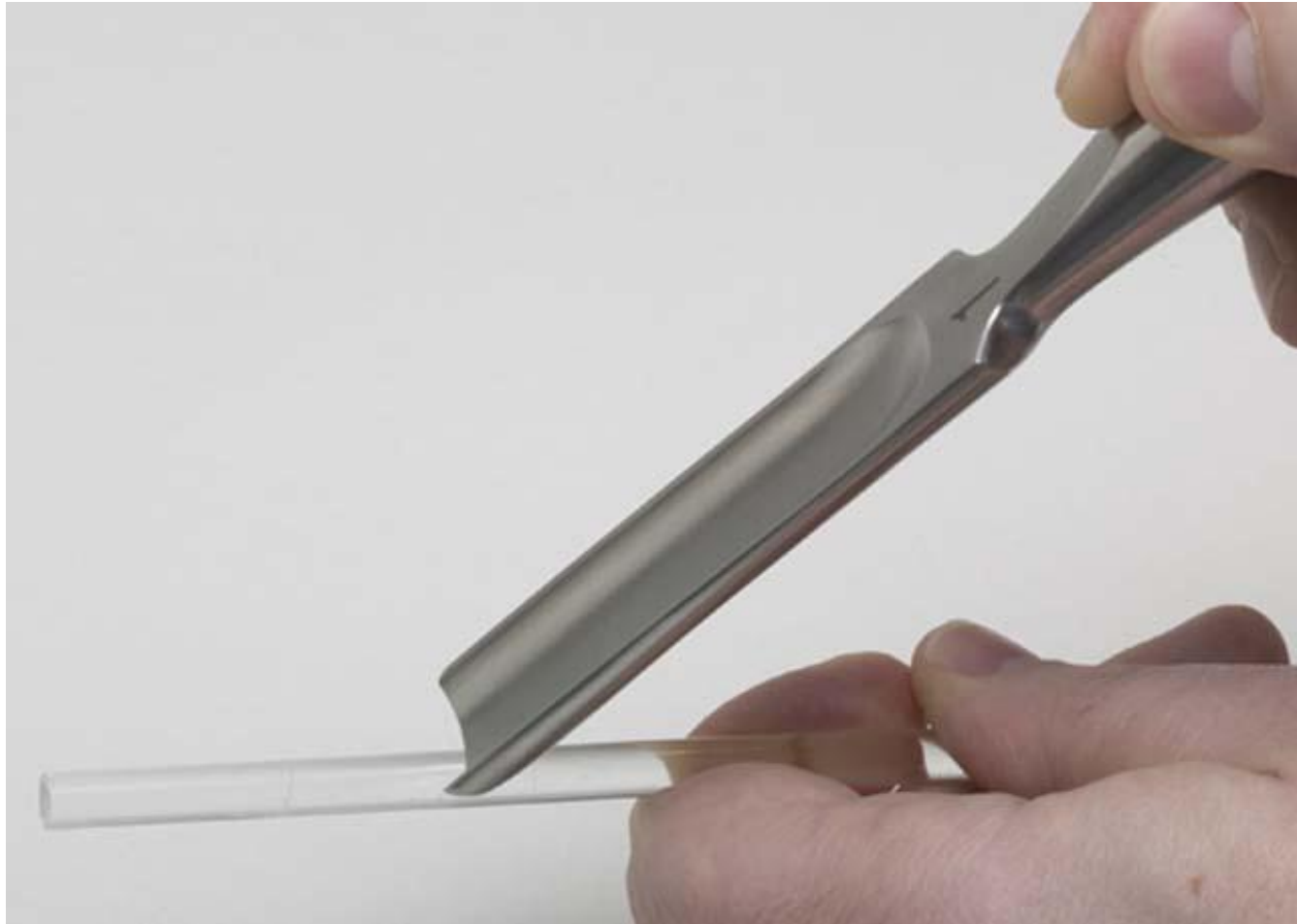




































💧 THANK YOU!