

IRFU CHARITY CYCLE JERSEY

Our jersey winners are announced!



We are pleased to announce the winners of the IRFU cycling jersey draw!

Winners as follows:

- Dr Fergus Somers, Wicklow,
- Dr Michael MacNamara, Drimoleague, Co Cork,
- Dr Kieran Murphy, Athea, Co Limerick,
- Jean Hubbard, Waterford City,
- Dr Blaithin Dwyer, Wexford City.

Congratulations to all our winners!

For those who may still be interested in buying a jersey and supporting a good cause, more information can be found at www.irfucyclejersey.com



Colin Denman, Promed MD and the Taoiseach Enda Kenny, promoting the IRFU cycle jersey at Leinster house on September 14th.

As you may be aware, the Rugby World Cup kicked off in New Zealand on September 9th. Linked to this is a project to raise funds for injured rugby players.

A team of cyclists will embark on the IRFU Charitable Trust Cycling Tour of New Zealand for the Rugby World Cup 2011. They will be cycling 1000km over some of New Zealand's most challenging terrain. Supported by 2wheels events, the team will brave mountains and bitter cold in aid of seriously injured players.

Promed has sponsored the charity and the Promed logo is featured on the rugby/cycling shirt, which is signed by Jonathon Sexton!

The cycling shirt is being sold at €59.99 and is available to purchase on the IRFU website, at www.irfucyclejersey.com

Promed had five of these shirts to give away in a draw which was held in October.



essential medical

your informative guide to the primary care sector

Issue 2: 2011

PROMED HAS PARTNERED WITH THE IRISH HEART FOUNDATION

For every ECG purchased from Promed, we will make a donation to the IHF

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PROMED, SUPPORTING THE IRISH HEART FOUNDATION

For every ECG purchased from Promed, we will make a donation to the I.H.F.



Promed is pleased to announce that we have partnered with the Irish Heart Foundation.

Established in 1966, the Irish Heart Foundation is the national charity fighting stroke and heart disease. It is funded up to 90 per cent by public and corporate donations. The mission of the Irish Heart Foundation is to lead in improving the cardiovascular health of people living in Ireland, by working to reduce preventable disability and death from heart, stroke and blood vessel disease.

Promed has pledged that for every ECG machine purchased from our company, we will make a donation to the Irish Heart Foundation, so not only are you investing in high-quality equipment, you are also supporting a worthy cause.

Promed is a supplier of medical equipment and consumables. Established in 1985, we have a strong focus on education and patient support, running workshops and training seminars (both hands-on practical, and online learning modules)

all over Ireland. Our current aim is to help the GPs offer additional patient services to their patients.

For more information about the Cardiac Screening packages Promed can offer, such as Resting ECG, ABPM, Stress ECG, Holter Monitoring and Resting ECGs, see the facing page or log onto the Promed website www.promed.ie

Irish Heart Foundation programmes have ensured a growing public understanding of the causes of heart disease and how best to combat them. As the national charity dedicated toward decreasing premature deaths from cardiovascular disease in Ireland there is a natural correlation between the Irish Heart Foundation and Promed.

To make a donation to the Irish Heart Foundation through their website, please log on to www.irisheart.ie



HOW HEALTHY IS YOUR PATIENT'S HEART?

Ask how Promed can help you offer your patients a range of Cardiac Screening packages

September is Heart Month, and to mark this occasion, Promed would like to highlight our range of Cardiac Screening packages, which are part of the Promed Advance Performance programme.

Early detection allows for action to be taken and Promed's Advance Performance products include Resting ECGs, ABPMs, Holter Monitors and Spirometers, all of which assist the GP in patient screening.

PROMED CAN OFFER PACKAGES FOR THE FOLLOWING:

- ECG
- Ambulatory BP Monitoring
- Holter Monitoring
- Stress ECG
- Spirometry

The Promed Advance Performance programme was set up to help GPs generate revenue for their practices by offering patient services that pay for themselves.

The Advance Performance package encompasses:

- Payment can be spread over 3, 6, or 9 months.
- Free Service and Calibration
- For the difficult to interpret ECGs, a second opinion is available from a leading cardiologist



- Patient literature to help introduce the service
- Installation and training from a qualified Promed Service Engineer
- Free Online Training course

See the Promed website for more details!

If you would like further information on any of Promed's Cardiac Screening packages please contact your account manager on FREEPHONE 1800 619 619 or download the Advance Performance e-kit at www.promed.ie

INTRODUCING THE WITHINGS BP MONITOR ...THE SMART BLOOD PRESSURE MONITOR

...which simply plugs into your iPhone!



Designed specifically for iOS devices, it fits your iPhone, iPad or iPod touch perfectly. Simply plug it into your iOS device and launch the measurement. It couldn't be easier.



As easy as 1-2-3

Wrap the Blood Pressure Monitor around your arm and plug it into your iOS device. Select either the single measurement mode or the 3 measures in a row mode in order to get a mean average. At the

end of the measurement, the full results, including the systolic, diastolic blood pressure and BPM are saved on your iOS device, so you don't have to worry about manually updating your health overview from day to day.

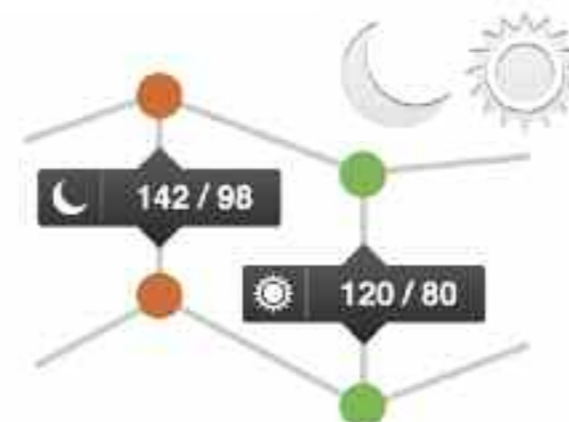


Your graphs at your fingertips

Browse, zoom, get simple averages of all your blood pressure data in a single place. Access your stats on your iPhone, iPad or iPod as well as on

your private account, at home or in your office on Mac or PC. Your data is safely backed up so you will never lose your history.

Readings, dates and time of day



It is important to keep track of the time of day when the reading was taken. The Withings App provides tools for visualising your morning and afternoon readings separately. Hence you only compare what needs to be compared.

Stay in sync with your doctor

It is recommended that you take your blood pressure measurements at home in a relaxed environment. We have made it incredibly easy to share your results with your doctor. Push a button in the Withings App to send a recap e-mail and seek professional advice.

Personal Health Records

If you use **Microsoft HealthVault** or **Google Health**, you can activate synchronisation so that all your Health records are in a single place. This is Health 2.0.

The Withings BP Monitor is available from Promed for €106.61 ex VAT (€129 including VAT)

TECHNICAL SPECIFICATIONS

- Cuff oscillometric method
- Measurement range: 0 to 285mmHg
- Accuracy: ± 3 mmHg or 2% of reading
- Pulse: from 40 to 180 beats per minute
- Accuracy: 5% of reading
- Cuff circumference: fits arm circumferences 22 to 42cm (9 to 17 in)
- Automatic inflation with air pump at 15 mmHg/s
- Controlled pressure release valve
- Connection through the iPhone, iPad or iPod touch connector
- Results are immediately displayed
- Online Dashboard
- Free, private and secure online account (requires an up-to-date browser and an internet connection)
- Free app for iPhone, iPad and iPod touch
- Access to the best health and coaching online services
- Secured data sharing with your physician



FEEDBACK FROM OUR WORKSHOPS

Read what our attendees had to say...



Some of the attendees at the recent Promed workshop "Introduction to Cryosurgery" which took place in Dublin. Left: Course presenter, Gunnar Svendsen demonstrates correct use of the withdrawal device

"Excellence in Ear Care; Prevention and recognition"

'Excellence in Ear Care' was presented by Rosemary Rodgers in the River Lee Hotel in Cork City. Eight Practice Nurses attended.

"Excellent presenter, engaging and very well informed. Workshop is extremely applicable to practice." Practice Nurse, Co Dublin

"Excellent workshop, very informative, explained every aspect of the information given." Practice Nurse, Co Laois



Some attendees at the "Excellence in Ear Care" workshop which took place in the River Lee Hotel in Cork.

The course was presented by Rosemary Rodgers

Attendees were instructed in Otoscopy, ear irrigation and instrumentation, risk management, accountability and documentation, with time allocated for one to one practical hands-on tuition.



"Introduction to Cryosurgery"

The recent Promed "Introduction to Cryosurgery" workshop took place in Dublin in the Carlton Airport Hotel and was a great success. Twenty Practice Nurses and four GPs attended, from all parts of the country, and all feedback given was very positive.

Due to the hands-on nature of the workshop, places were limited, but due to the huge level of interest, Promed held second and third cryotherapy workshops later on in the year.

"A really enjoyable and informative morning. The hands-on session was very good and very practical." Practice Nurse, Co Dublin

RECENT PROMED APPOINTMENTS

Introducing Aidan Quirke and Olive Ryan



We are pleased to announce the recent appointment of Aidan Quirke to the position of Promed Hospital and Distributor Sales Specialist.



Aidan will be responsible for the development of hospital ward business for Ansell gloves and Bode Chemie hand hygiene products, and also developing business with third party distributors.

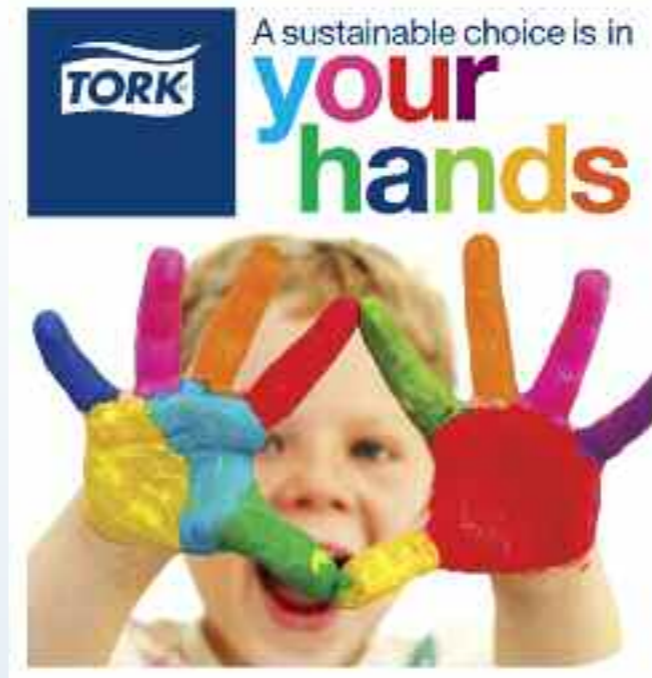
We are also pleased to announce the recent appointment of Olive Ryan to the position of Account Manager for the Leinster region.

Olive will be responsible for the management and development of the Primary Care GP Accounts in the Leinster area.

We would like to wish both Aidan and Olive the very best in their respective roles.

TORK SUSTAINABILITY PROGRAMME

A sustainable choice is in your hands



Increasingly consumers are making sustainable choices and becoming more ethical shoppers. From buying Fair Trade® goods and free range produce, to simply re-using carrier bags, many people are becoming more aware of the impact their choices make.

Tork takes pride in their ability to meet or surpass globally recognised standards for corporate responsibility within environment, climate change, human rights and vendor standards.

By choosing Tork products, you are partnering with SCA, who are ranked as one of the world's most sustainable companies.

Tork's innovative one-at-a-time dispensing encourages people to only take what they need, reducing USAGE and creating up to 25% more space in the wastebin!*

Tork dispensers and tissue products are specifically designed to limit consumption – reducing the overall cost-in-use, waste, transportation, energy and raw materials.

Every tree Tork harvests is replaced with three new ones.

SCA is Europe's largest private owner of forest land, which absorbs almost as much CO2 as the total emissions from all their production plants. Their 2.6 million hectares of forests are certified according to the demanding FSC guidelines.

Tork preserves specific areas to ensure birds, insects and animals have the natural environments they need to flourish.

Tork is committed to SOURCING 100% of their virgin wood fibre from responsibly managed sources.

None of the wood fibre they use comes from controversial sources such as illegally logged timber, from forests with high conservation value or from areas where human rights are being violated.

Everything Tork sources comes from suppliers who have to comply with SCA Global Supplier Standards for hygiene, product safety, environmental issues, chemicals and the SCA Code of Conduct. Independent auditors ensure that their suppliers meet strict internationally recognised criteria.

Carbon dioxide from fossil fuels shall be reduced by 20%

SCA has worked proactively for some time to reduce emissions from fossil fuels. The Group adopted its first carbon dioxide target in 2001. In 2008, SCA introduced a new quantified carbon dioxide target that requires the Group to reduce emissions from fossil fuels by 20% by the year 2020, with 2005 as a reference year.



For more information on Tork sustainability visit the website www.tork.co.uk